



# FEED THE FUTURE

The U.S. Government's Global Hunger & Food Security Initiative

## Feed the Future Uganda Agricultural Inputs Activity

**YEAR FIVE QUARTER ONE REPORT**  
**OCTOBER – DECEMBER 2016**



SSP trainers on completion of a refresher training in adult learning and facilitation skills

January 2017



**USAID** | **UGANDA**  
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Photo Caption: SSP trainers on completion of a refresher training in adult learning and facilitation skills

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Quarterly Report  
October - December 2016

**DISCLAIMER**

The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

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# ACRONYMS AND ABBREVIATIONS

ACB	Agricultural chemicals Control Board	MOU	Memorandum of Understanding
AIA	Feed the Future Agricultural Inputs Activity	MTIC	Ministry of Trade, Industry, and Cooperatives
AMELP	Activity Monitoring, Evaluation and Learning Plan	MWE	Ministry of Water and Environment
BDS	Business Development Services	NAADS	National Agricultural Advisory Services
BGS	Business Growth Specialist	NARO	National Agricultural Research Organization
CAN	Climate Agents Network	NSCS	National Seed Certification Service
CLA	Collaborating, Learning and Adapting	OWC	Operation Wealth Creation
CLAME	CropLife Africa / Middle East	PASIC	Policy Action for Sustainable Intensification of Cropping Systems
CLIIC	Certificate Level Intensive Interactive Course	PERSUAP	Pesticide Safer Use Action Plan
COMESA	Common Market of Eastern and Southern Africa	POA	Producer Organization Activity
CPMA	Feed the Future Uganda Commodity Product and Marketing Activity	PPE	Personal Protective Equipment
CSBS	Customer Service Business Strategies	PPP	Public-Private Partnership
DAO	District Agricultural Officer	PS	Permanent Secretary
DCIC	Department of Crop Inspection and Certification	SACCOs	Savings and Credit Cooperatives
DFA	District Farmers' Association	SMS	Short Message Service
DLG	District Local Government	SSP	Spray Service Providers/Provision
DO1	Development Objective 1	STTA	Short-Term Technical Assistance
DOPs	District Operation Plans	T/C	Town Council
DPMO	District Production and Marketing Officer	ToT	Training of Trainers
DPOs	District Production Officers	TREP	Tax Register Expansion Programme
EEA	Feed the Future Enabling Environment Activity	UCA	Uganda Cooperative Alliance
EGS	Early Generation Seed	UNADA	Uganda National Agro-dealers' Association
EMMP	Environmental Mitigation and Management Plan	UNBS	Uganda National Bureau of Standards
ERICCA	Education Research and Innovation in Climate Change	UNFFE	Uganda National Farmers Federation
FAO	Food and Agricultural Organization	UNMA	Uganda National Meteorological Authority
FtF	Feed the Future	URA	Uganda Revenue Authority
GoU	Government of Uganda	URSB	Uganda Registration Services Bureau
ICT	Information and Communication Technology	USAID	United States Agency for International Development
IFPRI	International Food Policy Research Institute	USTA	Uganda Seed Trade Association
IPM	Integrated Pest Management	VA	Village Agents
IPs	Implementing Partners	VCDP	Feed the Future Value Chain Development Project (VCDP)
IR	Intermediate Result	VSLAs	Village Savings and Loan Associations
ISSD	Integrated Seed Sector Development	WFP	World Food Program
ISTA	International Seed Testing Association	Y4	Year four
JLOS	Justice, Law and Order Sector	Y5	Year five
KCCA	Kampala City Council Authority	YLA	Feed the Future Youth Leadership in Agriculture Activity
LWR	Lutheran World Relief		
M&E	Monitoring and Evaluation		
MAAIF	Ministry of Agriculture, Animal Industry and Fisheries		
MFIs	Micro Finance Institutions		
MoLG	Ministry of Local Government		

# EXECUTIVE SUMMARY

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The Feed the Future Uganda Agricultural Inputs Activity is a five year (2012 – 2017) USAID/Uganda-funded program to promote the responsible use of agricultural inputs in Feed the Future target districts. The goal of the Activity is to increase the use of high quality agricultural inputs in Uganda by increasing availability of high quality inputs to farmers in Feed the Future focus districts, and decreasing the prevalence of counterfeit agricultural inputs.

During the period under review, the following high level results were achieved:

## **Intermediate Result 1: Increased availability of high quality inputs**

- The Activity provided technical support to a total of **282** private sector firms in Y5 Q1;
- 4,082 direct beneficiaries were reached this quarter, including 1,249 women (30% of all direct beneficiaries), which is 28% of the annual target.
- The Activity collaborated with CropLife Uganda to train a team of trainers to expand district level access to Spray Service Providers (SSPs), and to strengthen agro-dealer knowledge in responsible use of agricultural inputs. Fourteen trainers, 174 Spray Service Providers (100% young men) and 114 agro-dealers, 18 farmers, 1 association member, 10 government officials and 18 groups were trained.
- 52 seed certification inspectors from the private sector, the Ministry of Agriculture, Animal Industry and Fisheries (MAAIF) and AgVerify were trained in seed quality production and management this quarter. Two modules of the Certificate Level Intensive Interactive Course (CLIIC) were completed. 16 seed companies participated in the training, and 6 companies had seed inspected by AgVerify. The first Ag Verified seed will go on the market next quarter.
- The Seed Task Force supported NASECO to carry out 1,200 demonstrations of improved seed in 12 regions of Uganda.

## **Intermediate Result 2: Decreased prevalence of counterfeit agricultural inputs on the market**

- 27 products were sold with e-verification labels this season, including: glyphosate (4); and maize (10), bean (5), soya (1), cowpea (1), rice (4), groundnut (1), and cabbage (1) seed. Over 1,300,000 labels were applied to e-verified products by the end of December, an increase of 410,000 since the end of September 2016. The verification rate is low - about 1%. The exception to this low verification rate is for Pearl Seeds, which achieved a 13% verification rate. Lessons learned from Pearl seeds and from other countries will be shared with participating firms next quarter, to increase the verification rate.
- The Compliance Task Force focused on popularizing and promoting the Regulatory Handbook for Agricultural Inputs Businesses in Uganda. Following the national launch last quarter, district level launches were spearheaded by District Local Government (DLG) and other stakeholders. 23 launches were held, and more than 350 agro dealers received a copy of the handbook for their reference and action.
- In order to strengthen local-level compliance and increase agro-dealer registration and certification, the Activity supports DLGs to pass local ordinances. A legal consultant was hired to provide technical guidance on drafting legislation that is congruent with the constitution and other related laws. This should reduce the time needed to secure approval by relevant authorities, reducing the total number of reviews required. Key stakeholders in the sector have formed a coalition to strengthen enforcement efforts by streamlining actions from the national to the district level. These efforts will be complimented by a national communication campaign in early 2017.



# 1.0 INTRODUCTION

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**T**he Feed the Future Uganda Agricultural Inputs Activity is a five year (2012 – 2017) USAID/Uganda-funded program designed to promote the responsible use of agricultural inputs in Feed the Future target districts. The goal of the Activity is to increase the use of high quality agricultural inputs in Uganda through:

**Intermediate Result 1:** Increased availability of high quality inputs to farmers in focus districts

- Sub IR 1.1: Improved service quality through strengthened relationships along the inputs supply chain.
- Sub IR 1.2: Increased demand for high quality inputs through marketing to farmers.
- Sub IR 1.3: Increased awareness of improved inputs at national and local level through increased promotion.
- Sub IR 1.4: Increased capacity of domestic agricultural inputs associations to serve their members.
- Sub IR 1.5: Increased capacity of seed companies to produce and market quality seed.

**Intermediate Result 2:** Decreased prevalence of counterfeit agricultural inputs

- Sub IR 2.1: Strengthened capacity of firms to implement quality assurance programs such as the e-verification system.
- Sub IR 2.2: Increased coordination amongst supply chain actors in ensuring product quality.

The Agricultural Inputs Activity uses a market systems facilitation approach to improve the performance of the agro-inputs sector, which is expected to increase farmers' access to and use of quality agro-inputs and decrease the prevalence of counterfeit products. The Activity directly supports agro-input wholesalers and distributors who, in turn, support performance improvements throughout their network of village level retailers. This systems approach is expected to expand the scale of the Activity's impacts and benefits to farmers.

The Activity also strengthens connections between agro-input firms and financial institutions, ICT service providers, equipment providers, spray service providers, financial management service providers and media firms. Increased efficiency and effectiveness of these businesses and the quality of services they offer to agro-dealers is expected to improve the performance of agro-input firms, allowing them to be more responsive to customer (farmer) needs, and increase operational efficiency.

Activities are implemented in close collaboration with over 60 implementing partners, including the Feed the Future Uganda Enabling Environment Activity (EEA), the Feed the Future Commodity Production and Marketing Activity (CPMA), the Feed the Future Youth Leadership in Agriculture (YLA) Activity, the Feed the Future Uganda Producer Organizations Activity (POA), the Uganda National Agro-Dealers' Association (UNADA), CropLife, the Uganda Seed Traders' Association (USTA), the Uganda National Farmers Federation (UNFFE), the Agricultural Inputs Platform, Café Africa, AgResults, the Integrated Seed Sector Development Program (ISSD), District Local Governments (DLG), and various government ministries, in addition to private sector suppliers and agro-dealers.

## 2.0 ACTIVITY ACHIEVEMENTS

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The Ag Inputs team is organized into seven task forces; achievements are grouped according to each task force.

### 2.1 Anti-counterfeits

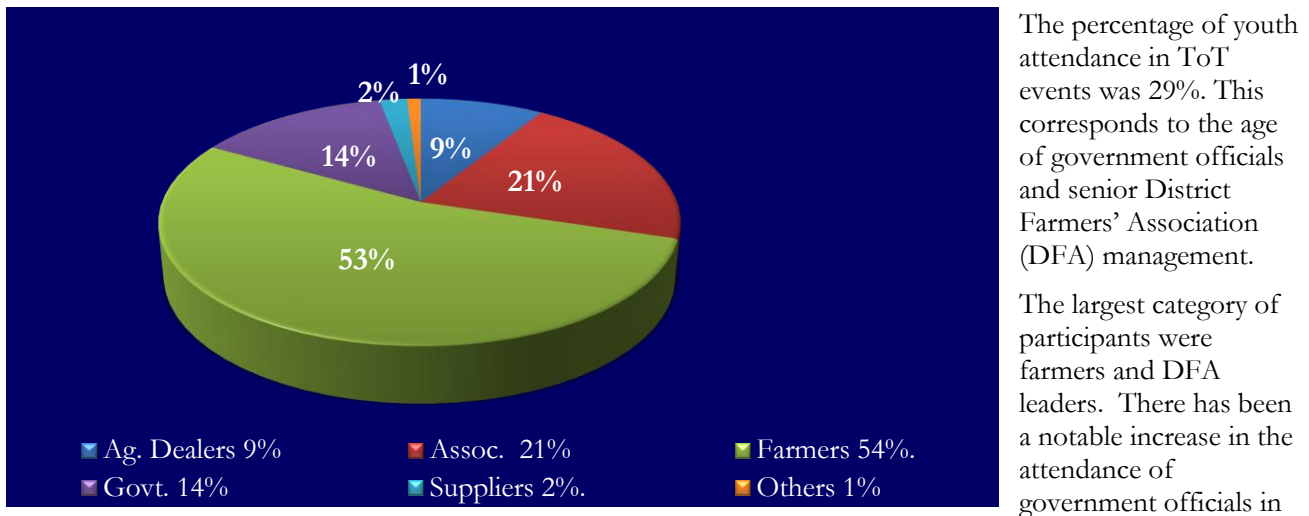
The overall goal of the Anti-Counterfeit Task Force is to increase farmers' trust in the agricultural inputs supply chain, and increase the demand for and accessibility of quality agricultural inputs, leading to decreased counterfeits on the markets. Activities for Year 5 include collaboration with UNFFE on farmer sensitization, support to media efforts and listener-based programming, collaboration with CPMA Village Agents and farmer groups, and collaboration with YLA on anti-counterfeit messages targeting youth.

#### **ACF 1. Farmers are mobilized and sensitized on counterfeits and demand for quality**

The Uganda National Farmers Federation (UNFFE) led anti-counterfeit sensitization campaigns in 18 districts in Y4. The second phase Training of Trainers (ToT) was rolled out in 10 additional districts this quarter, including: Busia, Isingiro, Jinja (Buwenge), Kiryandongo, Kisoro, Manafa, Mityana, Oyam, Sembabule, and Soroti. Five of these (Busia, Isingiro, Kisoro, Manafa, and Oyam) are Feed the Future districts where the Activity had not

previously intervened. A total of 313 trainers participated in the TOT. ToT participants are predominantly male (72%) in all districts.

**Figure 1. Stakeholders attending Anti-Counterfeit ToT**



ToT events, accounting for 14% of all participants. This is an encouraging development.

## 2.2 Compliance

The goal of the Compliance Task Force is to raise and strengthen barriers to entry and sanctions against the operation of illegal businesses in the agricultural inputs sector, through widespread dissemination of the Agro-Dealer Compliance Handbook, a campaign to encourage MAAIF registration for all agro-dealers, support to DLGs to enact new bylaws on input quality (to facilitate more effective quality control), and collaboration with CPMA on responsible use training for Village Agents.

### **C1. DLGs formulate ordinances to deal with local compliance challenges**

The Activity recruited a consultant to support district teams to draft ordinances that both meet legal requirements and shorten the approval process for new bylaws and ordinances. Previously, ordinances experienced lengthy delays because DLGs lacked technical personnel skilled in the art of drafting legislation, and therefore made a lot of mistakes. These mistakes, once uncovered by approving authorities (mainly the Solicitor General and the Attorney General), necessitate the return of the ordinance to DLG for corrections, and the draft is then resubmitted for further vetting. This process is frustrating for DLGs and has led to significant delays.

In order to support DLGs, the Activity enlisted the services of an experienced consultant. The consultant previously worked with CPMA and EEA on legislative issues at the national and district level. The consultant will support 6 districts in this effort (Kasese, Bushenyi, Mbale, Kapchorwa, Sironko and Iganga). These districts started the process on their own, and requested support from the Activity.

#### **District ordinances status**

Kamuli District was one of the first districts to embark on the ordinance formulation process. The district now has a draft ordinance which was submitted to the council for approval. Iganga district had their ordinance submitted to the Solicitor General, where it has stalled. The CAO will resubmit the ordinance to the Solicitor General, and EEA will help follow-up the case.

Working closely with POA, the Activity supported Kapchorwa and Mbale districts to draft anti-counterfeit ordinances. These have been shared with the TPC for their input, before the draft is finalized and passed to the District Council. Sironko District has come up with a problem statement for a new bylaw, but the Production Department has not yet completed a full draft.



The Activity is also collaborating with POA and the Kasese DLG to develop a “District Grain and Inputs Ordinance” to ensure the responsible handling of grain, and professionalism in agricultural inputs business in the district. Development of the draft is in advanced stages, and was done in collaboration with EEA.

In the coming quarter the Activity plans to hold district stakeholder meetings to provide training and legal backstopping to move each district to the next level.

## **C2. The Agro Dealer Compliance Handbook is popularized and disseminated at district level**

On October 11<sup>th</sup>, the Ministry of Agriculture, Animal Industry and Fisheries (MAAIF), Uganda Registration Service Bureau (URSB), Uganda Revenue Authority (URA) and The Ministry of Local Government together launched the *Regulatory Compliance Handbook for Agro Input Businesses in Uganda*, supported by the Feed the Future Uganda Agricultural Inputs Activity. Agro-input businesses in Uganda are required to adhere to several rules that fall between the mandates of various stakeholders. The handbook simplifies, summarizes and consolidates all formal rules and regulations to which an agricultural inputs business must adhere. The handbook is the result of collaborative efforts spearheaded by MAAIF, URSB, URA, MoLG and UNADA to integrate all their individual compliance requirements into a single reference point for agro input dealers.

The launch, which took place at Kampala Golf Course hotel, was attended by high ranking officials representing key stakeholders including the Board Secretary of URSB, Egesa Carol. Speakers highlighted the fact that the handbook was developed in direct response to requests from agro-input businesses interested in formalizing their operations.

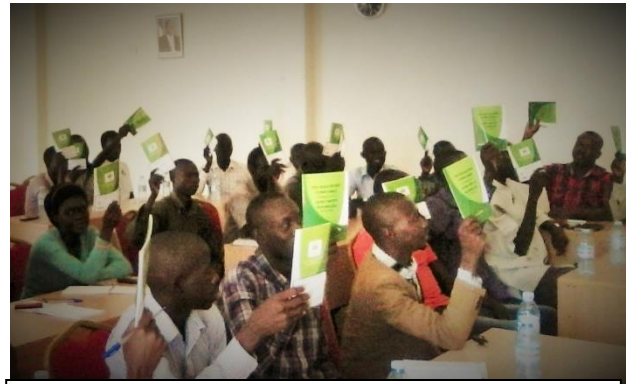


Photo Caption 1: Compliance Handbook Launch in Kampala

The handbook makes it harder for unregistered and unethical businesses to operate. Officials thanked the Ag Inputs Activity for support and reaffirmed their commitment to continue working together beyond the project lifetime. They reiterated the need to regulate trade in agricultural inputs, and noted that the handbook is an important tool in working towards this goal. URA mentioned that under the Tax Register Expansion Programme (TREP) they hope to create one stop centers in 34 municipal centers where all parties are present, to shorten the registration and compliance process and to encourage people to register their businesses.

In Q1 Y5, 23 districts launched the handbook in their localities. The purpose of local launches was to popularize and disseminate not just the compliance process, but also the book itself. DLGs and key agro dealers spearheaded mobilization and launch organization. During each launch, efforts were undertaken by DLG officials to explain the contents of the handbook to agro dealers and other enforcement personnel in attendance. These efforts were reinforced by the active involvement and participation of political leadership in each district. In Masaka for instance, the LCV Chairperson personally launched the handbook in the presence of the mayor and a cross section of civil society actors. In Kapchorwa, the LCV Chairperson urged the District Agricultural Officer (DAO) and other technicians to use the handbook and support agro dealers to regularize their business operations by profiling all of them for MAAIF inspection, and to have the guidelines included in the anti-counterfeiting ordinance the district is drafting.

In Lira, the DAO referred to the handbook as the ‘bible’ for every law abiding agro dealer and gave everyone a three month ultimatum to clean up their act or face the consequences, which will be enhanced by the anti-counterfeiting ordinance that is being processed. To ensure that the book reached the intended audience, every agro dealer that attended the launch received a free copy, and extra copies were given to the DAOs and UNADA area representatives so that those agro-dealers that did not attend can receive a copy. In addition, the Activity utilized other fora to popularize and distribute the handbook. In Masaka, the FtF POA Stakeholders Consultative Meeting and the Masaka Innovations Beans Platform provided an opportunity for dissemination. District Operation Plans (DOPs) served as a channel to sensitize DLGs and development partners about the handbook, especially in the Elgon region. Other collaborating partners, such as URSB, used this occasion to share a brief presentation about business registration and to disseminate required forms instantly.



During district launches, it was evident that many agro input businesses do not meet the minimum requirements as described in the compliance handbook. All stakeholders requested additional business registration clinics from URSB, URA and the DLGs, to support agro dealers to register their businesses. The Activity linked this demand to regional URSB and URA offices, so that agro dealers can regularize their operations. Agro dealers passionately plead their case to MAAIF to organize responsible use training, so that agro dealers can sit for certification and accreditation exams.

DAO and other district leaders stated that the handbook empowers agro dealers to inspect their business operations on a daily basis, and makes the work of the DLG in supporting compliance easier. DLG officials also stated that the handbook includes radio talk show content appropriate for disseminating the handbook to other stakeholders engaged in the agricultural inputs sector.

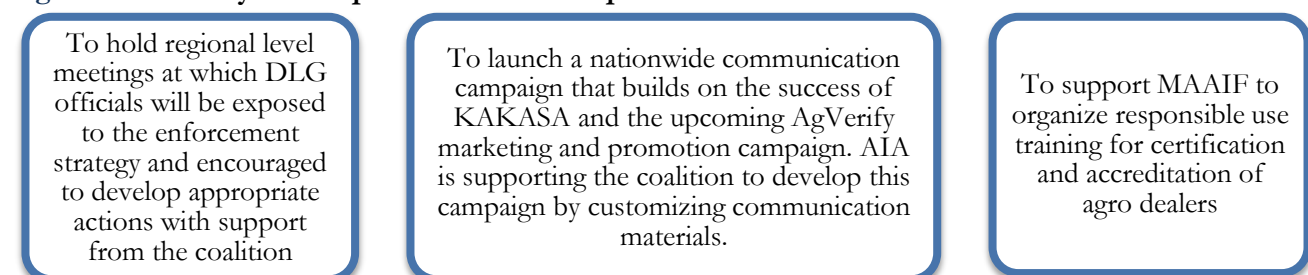
DLGs requested support to have businesses registered, and to have MAAIF undertake certification and accreditation trainings. This was strongly advocated in Masaka district; the DAO made a trip to MAAIF requesting forms so that he can support agro dealers to register for training and inspection.

This quarter; 691 people attended the launch of the compliance handbook. Attendees were mainly agro dealers (410) and government staff, including 226 women (33%) and 275 youth (40%).

### **C3. Key permanent actors collaborate better to support and enforce compliance**

With support from the Activity, UNBS spearheaded a collaborative drive to bring together key enforcement agencies to discuss a joint compliance strategy. Meetings including UNBS, ETAG, MAAIF and AIA were held to map out a way forward using a SWOT analysis that looked at the capabilities of each enforcement agency. These efforts will augment the efforts of DLGs by providing a well-coordinated course of action that draws on the strengths of key actors, to have a more significant impact especially at agro dealer level. The coalition agreed on three key actions to be taken (Fig 2):

**Figure 2. Key action points for the Compliance Coalition**



Registration and compliance actors recognized the value of coalition work and replicated it to reach other businesses, including agro dealers. The same methodology was utilized to strengthen collaborative enforcement efforts. Enforcement is still a weak link in the sector. Key permanent actors, including MAAIF, UNBS, DLGs, UNADA, etc. are not only ill equipped to deal with the task, but are also working in isolation from each other. UNBS has now taken the lead and is bringing together all enforcement agencies to develop a strategy that will be used as a single force at national and district level. This approach was inspired by the Ag Inputs Activity.

Regional meetings are set to begin in January 2017. The Activity is committed to fast tracking this process, and will actively support the organization and execution of regional meetings.

The goal of the Climate Change Adaptation Task Force is to develop the capacity of ag-inputs stakeholders to adapt to climate change by increasing access to climate change information, and promoting climate change adaptation technologies at the farm and business level.

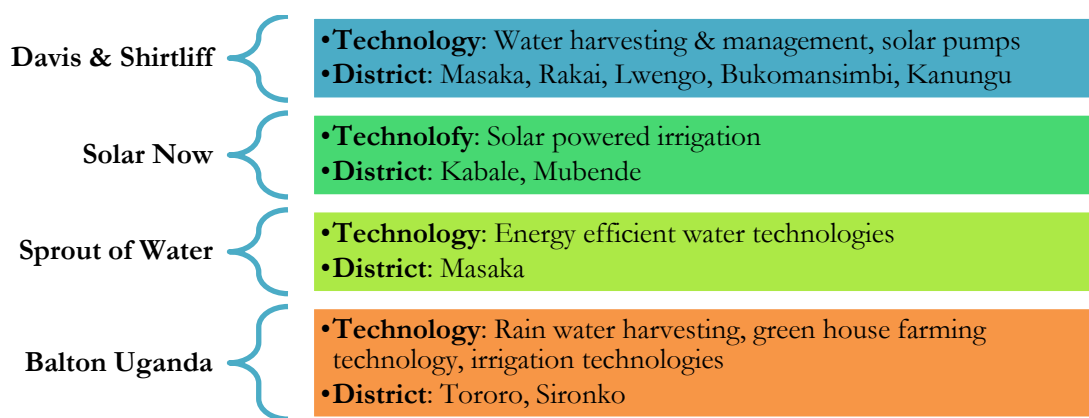
### **CC1. Farmers using climate smart farming practices**

In collaboration with Education Research and Innovation in Climate Change (ERICCA), the Activity launched Climate Action Networks (CAN) in 12 FtF focus districts. This initiative is part of a larger effort to scale up the Climate Champion initiative introduced in Year 3, in collaboration with EEA, CPMA, ERICCA and Makerere University Center for Climate Change Research & Innovations (MUCCRI). These networks brought together a cross section of individuals from the media, DLG, DFA's, cooperatives, religious leaders, etc. who agreed to disseminate climate change information through their daily activities. Networks included 25% women and 45% youth, and 25% agro-dealers and 25% farmers.

### **CC2. Technology developers effectively promote climate smart technologies**

The Activity supported four private sector climate change adaptation technology promoters to demonstrate climate smart technologies in nine districts (indicated in Figure 3). As a result of these demonstrations, discussions commenced between technology promoters and local actors, for example, Balton Uganda with TODIFA and Sironko DLG.

**Figure 3. Climate change adaptation demonstrations by technology and district**



### **CC3. Seed Companies and Agro Dealers produce, stock and market climate smart seed varieties**

The Activity supported the Uganda Seed Trade Association (USTA) to carry out a mass media education campaign with 11 radio stations covering 14 FtF focus districts, focused on climate smart seed varieties (drought tolerant, diseases resistant, early maturing and early maturing maize as well as bean varieties), on behalf of their members (seed companies).

## 2.4 Distribution

The goal of the Distribution Task Force is to establish well defined and effective agro-input distribution channels that are equitable, traceable, transparent, and backed by consumer confidence.

### **D1. Major suppliers adopt and implement a PDP distribution model**

The Preferred Distributor Program (PDP) model assumes that agro-input suppliers (mostly based in Kampala) identify and work with a select number of regional distributors in major trading hubs. They seek out and strike partnership deals with these regional ag-businesses, based on agreed parameters – for example, purchase volume, brand loyalty, the strength of internal systems, market share, innovation and willingness to try new ideas, etc. In turn, suppliers provide guided support to their network of distributors in terms of business improvement and marketing support, promotions and business coaching. This would create a strong bond between suppliers and their networks, and significantly control the quality of products that move through this chain, limiting the prevalence of counterfeits.

The Activity provides technical support in the form of coaching and encouragement to suppliers. Over the last 3 months, the team held one on one discussions with three agro chemical companies (Bukoola, Osho chemicals, and Balton), and four seed companies (Pearl seeds, E.A Seeds, Naseco Seed company and Simlaw Seeds) to streamline and improve distribution channels, increasing efficiency and cost effectiveness. The team also pitched pilot PDP approaches with select regional distributors. Discussions centered on understanding current distribution models, levels of perceived efficiency, exploring the feedback mechanisms employed by individual companies, exploring the viability of piloting a PDP model with a limited number of regionally based agro-dealers in major trading hubs, and developing alternative distribution models to replace the current system.

The activity also supported a roundtable discussion with the select companies to discuss findings and explore ways for individual companies to adopt a PDP form of distribution. As a result, Naseco, Bukoola, and Balton expressed interest in setting up preferred distributorships with Activity support in terms of embedded mentorship, coaching, and minimal trainings for their preferred agents (Distributors).

Pearl Seeds recognized the need to improve record keeping and stock management. It requested Activity support, and a consultant will be hired to provide in-house training, mentorship and support to Pearl Seeds management and staff. This process is underway and will be concluded in Q2. There will also be a follow on workshop to discuss the different types of distribution models in the ag-inputs sector; drawing lessons from other regions, experiences, and countries. This is scheduled for the beginning of Q2 FY17.



A product knowledge training for agro dealers was held in Jinja district on 12<sup>th</sup> Oct, 2016. The training equipped agro-dealers with relevant knowledge on the performance of different products, and sought feedback on these products. The training was facilitated by Simba Seeds, a relatively new player in the sector who encouraged agro dealers to multiply seeds as a business. Simba Seeds also pledged to provide ag-input dealers with genuine, high quality inputs in order to recruit and maintain a network of preferred distributors. Simba Seeds is currently working with 251 farmers in Kamuli district to multiply seed. Ten ag-input dealers participated in this training.

*Photo Caption 3: Product knowledge training in Jinja Buwenge with Simba Seeds on 12<sup>th</sup> Oct, 2016.*

### **D2. Government programs supported to understand the dynamics of sustainable commercial supply channels for agro inputs.**

The activity held several stimulating meetings with key MAAIF personnel to discuss the up-coming World Bank-funded Cluster Project. These discussions came up during compliance and SSP engagements with MAAIF officials. Further discussions are scheduled for Q2.



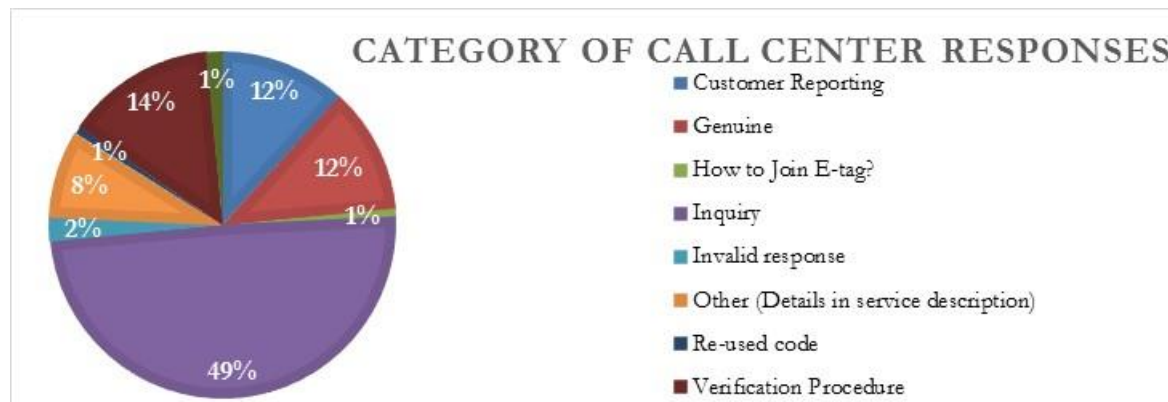
## 2.5 E-verification

The goal of the E-Verification Task Force is to give electronic assurance to consumers that they have purchased genuine products, and to establish brand protection for quality-conscious suppliers.

In Season A (March – June 2016), a modest stock of Weedmaster and Roundup was appropriately e-tagged. By Season B (August – December 2016), 27 different products were sold with e-verification labels, including: glyphosate (4); and maize (10), bean (5), soy (1), cowpea (1), rice (4), groundnut (1), and cabbage (1) seed. In total, over 1,300,000 labels were applied to these products by the end of December; an increase of 410,000 since the end of September. To date, the verification rate has remained low - about 1%<sup>1</sup>. The notable exception to this low verification rate is Pearl Seeds, which achieved a 13% verification rate. The importance of always verifying labels by scratching and ending in the code via SMS, and waiting for confirmation, will be stressed in the education strategy next season. E-tagged hybrid maize seed from Kenya Seeds was also sold in Uganda in Season B 2016, but we have no data on the numbers or level of verification.

The number of customers calling in for inquiries fell this quarter, with only 136 calls compared to 381 the previous quarter. This reflects lower activity as the dry season approached. Overall, 60% of the calls were from the Central Region while 24% were from the West.

**Figure 4. E tags/ Call center updates**



While the lower number of complaints may reflect greater familiarity with the system, there have also been a number of challenges. In particular, the call center experienced service disruptions due to power outages, as well as a breakdown in the verification service resulting from a change in aggregation service providers at the end of the year.

### **EV 1. Agro dealers trained**

This quarter UNADA carried out additional KAKASA e-verification training for agro-dealers and government officials in 13 districts outside the Ag Inputs operational area. These included Agago, Amuru, Arua, Buikwe, Bukedea, Busia, Kampala, Kayunga, Kitgum/Lamwo, Maracha, Moyo, Mukono, and Pader.

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<sup>1</sup> When interpreting this rate, one needs to consider that labels are affixed by the supplier and products are considered sold when they are purchased by a distributor or stockist, but the label will only be verified when it is purchased by the farmer who is the final consumer. We do not have any way of knowing how many of the 89,000 labeled packages had actually been sold to farmers by the end of September, given that most companies only began labeling in mid 2016. In subsequent quarters the gap between the number of new products labeled and those reaching final customers should narrow, so the ratio of labels verified will become a more accurate indicator of level of verification. But even so, the low level of verification is an issue of concern.

A total of 574 participants underwent training (including 230 women (40%) and 170 youth (30%)). In summary; 46 agro dealers, 95 government staff and 224 farmers underwent training. The composition included 148 agro dealers (26%), 231 farmers (40%), 147 government representatives (26%) and 48 others (9%).

A ToT was held for Mercy Corps, who subsequently trained 21 agro dealers from Karamoja, and highlighted Kakasa products in the Karamoja agricultural fair which took place the first week of November in Kotido.



## **EV 2. Ag Inputs Implements public education campaign in support of e-verification utilization**

Radio spots for the e-verification campaign were concluded the end of November 2016. Four stations were included in the extension of the Kakasa campaign, including CBS 88.8 FM (Kampala), Radio Buddu (Masaka), NBS Radio (Jinja) and Mega FM (Gulu).

A stakeholder review meeting was held on November 11th to review progress on the KAKASA campaign for the previous season, and to discuss arrangements for the coming season. UNBS, mPedigree, and participating companies attended. It was agreed that the Activity will collaborate more closely with the brand owners in the coming season to incorporate KAKASA into their ongoing brand promotion. A call for proposals for a potential cost share arrangement has been issued.

## **EV 3. MAAIF and UNBS formulate and implement a strategy for enforcement**



An MOU to specify collaboration in enforcement against counterfeits under the e-verification service was drafted at the end of 2015. The MOU signing ceremony between the Ministry of Trade Industry and Cooperatives (MTIC) and MAAIF finally took place on October 4<sup>th</sup> 2016 at the Kampala Serena. The Honorable Amelia Kyambadde, Minister of Trade, and the Honorable Christopher Kibanzanga, Minister of State for Agriculture, officiated at the signing. The Director of

UNBS, Dr. Ben Munyindo; Ms. Sheila Desai, the head of the USAID Economic Growth Unit; and Mr. Okaasai Opolot, the Director Crop Resources at MAAIF also spoke at the event.

Subsequent to that event, there have been two high level coordination meetings to hammer out collaboration specifics between the two ministries.

## **2.6 Finance**

The goal of the Finance Task Force is to ensure the availability of appropriate financing for agricultural input sector market actors to support investment in customer service business strategies that increase the availability of high quality inputs on the Ugandan market.

### **Agro Inputs businesses leverage their business records for decision making**

Two agro dealer financial simulation trainings were held in Bushenyi and Soroti, where 20 agro dealers (8 female & 14 youth) were trained in business management practices, with a major focus on stock management, record keeping, marketing, and access to finance.

The Activity supported Business network meetings in 9 districts (Kasese, Masaka, Rakai, Mbale, Tororo, Sironko, Kapchorwa, Kamuli, and Iganga). The meetings brought together agro input dealers with other stakeholders to consider opportunities and challenges within the ag-inputs sector, and how collaboration can be strengthened.



Key participants included; DLG's, URSB, URA, Centenary Bank, FINCA, DFCU, Pride MDI, Uganda National Chamber of Commerce, UNBS, and DFA's.

Activity field staff (Business Growth Specialist; BGS's) conducted coaching through one-on-one meetings with agro dealers in all FtF focus districts to support them to implement business management practices that they have mastered during trainings, business network meetings and consumer network meetings.

**Financial Institutions (Commercial Banks, VSLA's, SACCO's, Associations, MDI's, Insurance Cos.) continue to develop and promote appropriate agricultural products**

The team facilitated meetings between MAMIDCOT and Accelligent as they worked together to pilot and roll out the e-wallet. The two institutions are finalizing an MOU to formalize their relationship.

The goal of the Seed Quality Task Force is to ensure the availability of high quality seed by a consortium of Ugandan seed companies utilizing internationally accredited seed certification services, through a public-private partnership.

**S1. An autonomous voluntary quality mark is established by progressive seed companies**

This quarter the Ag Inputs Activity supported the establishment of the AgVerify seed quality scheme by deploying AgVerify's Acting General Manager Dave Alley to carry out important plans to structure and institutionalize AgVerify Ltd. AgVerify was able to secure agreements with six seed companies to undertake seed quality inspection and testing for seeds produced in Season B 2016. AgVerify did not have the capacity to take on all 16 companies that underwent training for internal inspectors. In addition, many of these companies joined the scheme after their second season fields were already planted, or they failed to provide complete planting returns, and thus did not qualify for full inspection.



Companies that underwent AgVerify inspections during Season B 2016 included FICA Ltd, NASECO, Pearl Seeds, Otis Garden Seeds, Masindi Seeds and Equator Seeds. Once all testing and inspection phases are complete, these companies will produce 'AgVerified' seed for the Season A 2017 planting season. Contracts have not been completed between these companies and AgVerify.

An MOU with MAAIF is also under negotiation, which will allow AgVerify to move towards a single tag incorporating the MAAIF blue tag and the AgVerify mark, as well as e-verification codes. A meeting between MAAIF, UGOCERT, Chemiphar, AgVerify and Ag Inputs took place on 06<sup>th</sup> December 2016. It was agreed that AgVerify will develop an implementation plan describing how

the Ministry will work with them under the current Seed Act, which allows MAAIF to accredit companies to offer certification services.

A presentation to the Parliamentary committee on Agriculture was made on 7<sup>th</sup> December 2016, explaining the AgVerify scheme. Members of Parliament were urged to press for passage of seed regulations and the seed policy that will create a policy framework to enable MAAIF to accredit private companies like AgVerify to offer seed certifications services on behalf of MAAIF. There was consensus during the discussions within the committee that MAAIF had neither the capacity nor the funds to undertake seed certification services to ensure sufficient quantities of quality seed for Ugandan farmers, and for export.

## **S2. Seed companies improve internal business and quality management systems and NSCS improves its capacity to audit / Inspect Ag Verify Seed Companies.**



*Photo Caption: AgVerify trainers and board members review seed test results and discuss operational modalities.*

The Activity supported NASECO to establish 1,200 improved seed demonstration sites in 12 regions where they contract outgrowers and sell their seed. The purpose of these demonstration sites was to promote the use of improved drought tolerant maize and early maturing bean and maize varieties, and to sensitize farmers and agro-dealers on best agronomic practices to increase yields. For maize, NASECO specifically targeted the promotion of a new high yielding maize variety called BAZOOKA. NASECO also carried out field day trainings for farmers, and distributed promotional materials and posters.

The third of five sessions for the Certificate Level Intensive and Interactive Course (CLIIC) took place from 17<sup>th</sup> October to 3<sup>rd</sup> November 2016 at three different locations in Masindi, Hoima and Gulu districts. 50 participants from MAAIF, USTA, AgVerify and participating seed companies attended. This particular session concentrated on field inspections that were both

interactive and engaging. The session was handled by experienced trainers including Dr. Donald Miles, Chuck Young and Jessada Nittayajarn.

The Fourth session of the CLIIC training took place from 6<sup>th</sup> to 14<sup>th</sup> December 2016. The Fourth session focused on auditing for AgVerify and MAAIF Inspectors. This session was funded by EEA, and Ag Inputs provided logistical support. The final session will be held in late January, and will also be funded by EEA.

The six seed companies that were inspected during Season B 2016 provided samples of the foundation seed used to produce certified seed for Season A 2017. These samples were subject to laboratory tests at Chemiphar. A portion of these samples were used to plant grow-out trials, to verify seed quality. Grow-out fields were planted in early October 2016, and trial results were assessed during CLIIC Session 4 in December. Ag Inputs facilitated AgVerify Ltd to carry out grow-out trials at Namulonge Research station, where land, irrigation facilities and technicians were available. During Q2 FY17 additional grow-out fields will be planted for the next season.

## **S3. Seed companies, AgVerify Ltd and USTA promoting seed certification and quality seed**

A subcontract was negotiated with Wizarts Media and Farmgain Africa to carry out a national education campaign for AgVerify Ltd. This campaign is expected to include a generic promotion of the AgVerify label, in a similar way as the KAKASA campaign was run in Season A 2016. Participating companies are involved in the design and content of the education campaign. The campaign is expected to last six months, from concept development through evaluation and reporting. The campaign will run intensively in February and March, when farmers are making their seed purchase decisions.

**The AgVerify communications campaign has the following objectives:**

1. Introduce AgVerify seed to the public as quality seed that meets international COMESA standards;
2. Increase appreciation for the processes used by AgVerify companies to produce high quality seed;
3. Increase understanding of AgVerify seed and the quality verification scheme among agro-inputs actors, and the critical role it plays in supporting and improving the quality of maize, bean and soya seeds.
4. Educate and inform farmers about the importance of using genuine and quality seeds and their role in purchasing quality seeds;
5. Inform farmers of the value of a unique AgVerify tag that will be scratched with a code sent to producers, in order to ensure that seed purchased is both genuine and of high quality, and reporting incidences of unverified quality/ sub-standard maize, bean and soya seeds found on the market.
6. Create awareness of the existence of a network of seed companies, distributors and agro dealers supplying verifiable, quality seed (AgVerify).

### Primary target audiences and objectives for the campaign include:

Farmers and farmer associations – end users of agro inputs -- recognize the AgVerify quality mark and understand what it stands for.

Agro-dealers and agro-input suppliers market the product effectively to their customers, and explain the difference between AgVerified seed and seed which is only e-verified.

Institutional buyers of agro-inputs such as NAADS, Operation Wealth Creation, FAO & WFP understand and appreciate the AgVerify quality mark.



*Photo Caption: AgVerify holds a stakeholder consultation with six seed companies inspected during Season B, 2016*

AgVerify Ltd finalized contract negotiations with AgResults (a development program implemented by LWR in Uganda, supervised by Deloitte), and is expected to benefit from support for seed quality verification services for legumes over the next five years. Initial funds have been released to AgVerify, to facilitate their activities in Q2 FY17.

Significant progress was made towards the development of the web based application for inspections and lab testing. AgVerify contracted Afri-Inc. Ltd to develop an end to end seed quality management system. In several meetings during the quarter an updated process flow covering inspections and lab

testing, verification, inventory control and sales was discussed and app development is now underway. It will be tested during Season A 2017. In the meantime, AgVerify uses improved inspection and lab forms for inspections, while awaiting the acquisition of android phones and the web based app in 2017.

## 2.8 Professional spray services

### **SSP 1. Strengthened relationships between SSPs, DFAs and agro dealers.**

Active SSPs were supported by district trainers to set up 40 demonstrations to showcase spray services to DFAs, farmers and agro-dealers. Demos are expected to stimulate demand for costed spray services amongst farmers. Furthermore, they stirred interest from agro-dealers, farmer associations and local government who may conduct more of their own demonstrations next cropping season. Cost-benefit analyses for employing and providing spray services will be reported next quarter, once demonstration results are analyzed. The activity also agreed to facilitate linkages by CPMA supported VAs to agro dealers in FtF districts.

### **SSP 2. SSPs established in 10 other districts**

The activity subcontracted CLAME to conduct a refresher course for SSP trainers with an emphasis on adult education and training skills. 10 male trainers participated in this intensive practical training and obtained personal mentoring to improve their training methods. The private sector equipment supplier Agriscope actively participated in demonstration on appropriate use and maintenance of spray equipment plus planning for district level trainings of SSPs in equipment use and spare parts.

In Y5, the activity will rely on collaboration with partners and permanent actors to train and establish additional SSPs in other districts. The activity discussed collaboration with CPMA, and agreed to professionalize and train CPMA supported Village Agents in the SSP concept and Responsible Use. Through collaboration with CPMA, initially, 45 village agents were trained by an Activity supported trainer in Mbarara, where the 5-day training was held. 30 trained village agents passed the assessment and were awarded Safe Use Handling Certificates from Makerere University. Additional trainings will be conducted in the coming season.

The activity finalized negotiations for collaboration with FtF POA to train an additional 75 SSPs selected from POA supported farmer groups in five districts. We also collaborate to link established SSPs to producer organizations for service consumption, continue to follow up on SSPs and link them to agro dealers who can supply genuine crop protection products to POs.

### **SSP 3. FtF AIA DLGs integrate professionalizing SSPs and agro dealers in their LG work plans**

Some district authorities, such as Masaka DLG, promoted SSPs at all levels and forums, at their own initiative and cost, as service provision to farmers. The Production Department in Kasese pledged to support the recruitment of new SSPs and committed to buy 2 sets of personal protective equipment towards the process. This training will take place in January 2017 and will be held in collaboration with Feed the Future POA. Mbale Production Department committed to support SSPs in products knowledge, and the generation of business and marketing plans which could help them benefit from ongoing youth government programs and funds.

114 agro dealers (61 male, 59 female and 87 youth) in Kiboga, Gulu, Sironko, Bukomansimbi and Kamuli districts completed the responsible use refresher training this quarter, with support from local government agricultural offices.

### **SSP 4. SSPs run as viable businesses**

In collaboration with Youth Leadership in Agriculture Activity (YLA), SSP business skills training was conducted for 17 male youth SSPs in Mubende. As a consequence, some SSPs have taken own-initiative to market their services using different forums e.g. churches, farmer group meeting, community gatherings etc. and as a result they have been able to reach out to more than 150 farmers in the recently concluded season. Radio promotions especially talk shows, DJ mentions and spot adverts were conducted during the reporting period to promote spray services among farming communities, and led to increases demand for spray services. However, some SSPs are still finding difficulty in detecting counterfeits and end up using them while providing SSP services which damages their reputation. This is why linkage with dealers of genuine products is essential.

Forty three (43) SSPs attended practical refresher trainings in 6 districts, offered by district trainers and local governments to reinforce practical technical and business skills and extend spray services.

## **2.9 Youth**

This quarter the Activity worked with over 1,811 youth in various capacities. In collaboration with Youth Leadership in Agriculture Activity (YLA) SSP Business skills training was conducted for 17 male youth SSPs in Mubende, all of whom registered increased business. The taskforce is deliberate in seeking out youth owned and managed businesses to promote PDP and improve supply channels for government programs.

With professional spray services, the youth of Kasese reported overwhelming demand for their services during the quarter. Activity field staff met with Kasese District local government and Feed the Future POA. Stakeholders concluded that more youth should be recruited and trained to scale up the SSP work in the district to meet the overwhelming demand. This training is scheduled to take place in January 2017.

The Activity also supported a youth-led digital innovation platform called M-Mulimisa. During its launch the Activity created linkages to agro dealers and DFAs. M-Mulimisa is an SMS based agricultural extension services platform that helps to answer farmers' questions on agriculture and good practices. These have partnered with DLGs in greater Masaka and MUK college of Agriculture to offer this service.

## **2.10 Gender**

This quarter 1,426 women participated in Activity interventions. 52 female agro dealers were trained in the responsible use of agrochemicals, in four FtF districts. Women have been incorporated into the Climate Change Agent Network, and have been selected for CAN leadership positions. The Jorumat Climate Smart Training & Demonstration Centre has a home gardening program designed to train women to adapt to anticipated climate change impacts which are closely related to household issues, including limited access to information, and factors of production (especially land & finance), as well as potential increases in domestic violence which may result from strained resources.



Table 1. Number of beneficiaries reached by gender by task force

Task force	Type of training	Gender		Age range		Total
		Female	Male	15-30	Above 30	
<b>Distribution</b>	Product knowledge training	4	7	4	7	11
<b>Professional spray services</b>	SSP training	52	122	111	63	174
<b>Anti-counterfeit</b>	Ant counterfeit TOT	84	200	75	209	284
<b>Climate change</b>	Irrigation demo	765	1754	1016	1502	2519
	Climate change mentorship	4	20	7	17	24
	Climate change agent network	77	180	108	149	257
<b>E verification</b>	E verification TOT	230	344	170	404	574
<b>Compliance</b>	Compliance handbook launch	117	305	177	245	422
<b>Seed</b>	CLIIC	10	24	18	16	34
<b>Finance and others</b>	Consumer Network	65	120	46	139	185
	Business network meeting	10	91	59	42	101
	Finance simulation	8	37	20	25	10
<b>Grand totals</b>		1,426	3,204	1,811	2,818	4,630
<b>Percent</b>		31%	69%	39%	61%	

## 3.0 COLLABORATING, LEARNING, AND ADAPTATING

The Activity held several meetings and discussions with POA, CPMA, EEA and YLA this quarter to scale up the professionalization of SSPs, develop district ordinances, and reinforce climate change interventions. Feed the Future CPMA supported the compilation and printing of materials on safe use and handling of pesticides. The Activity collaborated with ERICCA to train Climate Change Agent Networks, and with EEA and CPMA for Climate Champion training. There was considerable collaboration with CPMA and POA on training, stakeholder engagement to present KAKASA, climate smart agriculture, promoting SSPs and accrediting agro dealers.

The team continued close collaboration with sector suppliers and industry associations: USTA, UNADA, CropLife and UNFFE. Through such collaboration the team reached over 184 agro dealers<sup>2</sup>, 11 producer organizations or suppliers, 12 media and other private enterprises, 13 government bodies, and 1 association.

The Activity reached out to private, successful Ugandan-owned businesses outside of the agriculture sector, to share best practices with select agro-chemical and seed companies. Discussions were held with Movit Products Limited, Uganda Breweries Limited, Total Uganda and Hima Cement Industries Limited, to get these companies to share their marketing and distribution models with the ag-sector, to stimulate adoption of these practices by the agriculture sector. This sharing event provided role models to support the adoption of improved distribution practices. A sharing and learning event will be held in Q2 (3<sup>rd</sup> week of January 2017), supported by the Activity.

The private sector seed certification effort under AgVerify is a collaborative effort between various private sector players, public actors, USTA, MAAIF, the National Seed Certification Service (NSCS), and technical assistance providers. Ag Results, a multi-donor facility, engaged AgVerify to provide production verification and sales data for their legume incentives project. Funding for capacity building (CLIIC training) is shared with EEA. NUTEC (a DFID project) intends to partner with AgVerify on demand estimation and promotional activities to popularize the quality scheme. ISSD intends to support seed quality improvement efforts as it launches its second project phase, by end of the first quarter of 2017.

During the implementation period the team also strengthened collaboration with different stakeholders including DLGs, especially the Agricultural Production Department, Operation Wealth Creation (OWC) officials, and local officials responsible for the enforcement of agricultural bylaws.

In coming quarters the activity will collaborate with Feed the Future Producer Organizations Activity to:

- Link established SSPs to producer organizations for service provision
- Train additional SSPs (a minimum of 75) in FtF districts who are members of producer organizations supported by FtF POA (Ideal timing is Dec 2016 – Mid Feb 2017).
- Continue to follow up trained SSPs and link them to agro dealers who can supply genuine crop protection products to POs.

The activity will collaborate with Commodity Production and Marketing Activity to:

- Support training and CropLife certification of VAs in spray service provision to professionalize VA services.
- Enable VAs dealing in agricultural inputs to undertake the Safe Use Certificate course to facilitate industry registration and compliance.

The activity will collaborate with Feed the Future Youth Leadership for Agriculture Activity to:

- Support business management and entrepreneurship training for SSPs;
- Link interested shop attendants and women to training in responsible agro-input use in order to enhance their ability to run agro-input enterprises;
- Link YLA SSPs to certification training from CropLife trainers;
- Link YLA POs to agro dealers able to deliver quality inputs.

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<sup>2</sup> This number does not include agro-dealers trained by UNADA outside of Feed the Future Ag Inputs Activity target districts.



## LEARNING AND ADAPTATING

As part of a learning agenda, several studies were done this quarter to further inform Activity implementation.

A **stakeholder consultative process on ag-input distribution** was undertaken to identify opportunities and challenges to streamlining distribution, to improve efficiency in the supply chain. It uncovered eight areas that have a significant effect on distribution, which are worthy of more attention. Study findings include:

- There is a large number of agro dealers, which is problematic for suppliers. They engage in bad competition, suffer from ineffective or inadequate training, and lack proper incentives to invest in more solid business practices.
- Only a few companies have any sort of formal distribution system, and even fewer have actual appointed distributors. The companies report insufficient capacity to invest in this type of structure.
- Suppliers lack adequate capital, do not have proper storage facilities outside of Kampala, have weak management systems, and have little trust that distributors will work hard on behalf of their companies.
- Pricing structures within supplier companies are largely opaque. In most cases, they do not seem to have been developed strategically, and they create perverse incentives in the field. For example, they create a pressure to “Empty the Vans” when their sales people are selling to farmers directly, thereby creating direct competition with their rural agents.
- Credit availability is severely limited for both dealers and farmers. Companies have little trust when it comes to extending credit, and do not share information with one another about who is and who is not a good credit risk. There is no “credit scoring” mechanism operating in Uganda.
- Some companies are of the opinion that the inputs distribution system implemented by Operation Wealth Creation is poorly run, creates dependency on government, and systematically undermines more sustainable distribution mechanisms. OWC created opportunities for fraud and corruption, and is thought to increase the likelihood of counterfeit products entering the market.
- Both seed and chemical companies know that they sell more of their product in the market than they actually produce.
- It is worth noting that almost every company has high expectations for Ag Verify & e-Verification. Unfortunately, they’ve only registered a limited proportion of their product line with these initiatives, and have not invested in other mechanisms to fight counterfeits.
- When it comes to the idea of implementing new solutions, there is a fairly low appetite for disrupting the status quo. There is little confidence that changing systems will make a difference, and company investment in innovation is low. With few exceptions (perhaps just one) companies still operate on the principle that quick profit trumps sound business practices.
- Finally, when it comes to advocating for better agricultural regulations, price supports, more efficient and equitable government investment, etc., there is a very low degree of trust that any of these things might actually happen in Uganda. All of the companies want these things, but are doing very little to make them happen—particularly if they perceive a risk to their own business or the need to collaborate closely with competitors to achieve their goals.

The Activity conducted **exit interviews** with 165 farmers who made purchases from agro dealers in November and December 2016, to triangulate information on the impact of the anti-counterfeit education campaign. 88% of the 165 farmers interviewed were aware of the problem of counterfeit agricultural inputs. 30% reported that they could tell the difference between genuine and counterfeit products. 68% had purchased Kakasa products – but very few of them actually followed through with the full verification process (scratching and sending a SMS).

The Ag Inputs team collaborated with a graduate student from the University of Missouri on a community research project entitled “The Role of Networks and Information and Communication Technologies (ICTs) in Agriculture Input Adoption”. The study was designed to establish the level of farmer awareness and utilization of ICT, including the Kakasa e-verification system. A survey of 203 farmers from four districts revealed that 45% of household had heard about Kakasa, but only 4% felt they understand how Kakasa works. There is more work that needs to be done to educate the public to use e-verification effectively.

Results confirm that agro dealers remain the primary source of agricultural inputs for the farmers. The majority of the households purchase herbicides (57%), and improved seed (53%) from agro dealers; the adoption of fertilizers is significantly lower (36%). Few farmers reported purchasing inputs from the market or from a cooperative society.

## LESSONS LEARNED

1. The Activity learned from URA and URSB that the TREP (Tax Register Expansion Programme) has started taking root. Fifteen districts opened combined “one stop shop” offices and are operational, including Mbale, Mbarara, Gulu, Arua, Kitgum, Lira, Soroti, Koboko, Hoima, Masindi, Kabarole, Mityana, Mubende, Busia, Soroti, Iganga, Jinja, Mukono and Masaka. TREP is a government project that is intended to bring business compliance services closer to each district by opening a one stop center where registration and tax information can be accessed. This, as opposed to traveling to Kampala, not only makes compliance cheaper and convenient, but also makes compliance and registration efforts more sustainable. The activity has linked agro inputs businesses to TREP centers, so that they can access services closer to their areas of operations. Through business networking meetings and other fora, this information has been cascaded down, and plans are underway to invite TREP officials to make presentations and hold discussions. DLGs will be advised to include these officials in invitations to various meetings, and to accord them time during free weekly radio programs. The Activity’s collaboration with URA and URSB will continue under TREP.
2. Companies participating in e-verification felt they were not sufficiently involved in the previous KAKASA education campaign. They strongly recommended that going forward the campaign should be both “Product specific” & “Company specific”, to elicit more company buy-in. For a joint promotion campaign to be effective, close communication and information sharing between stakeholders is key to ensure that all companies have similar branding/messaging. Coordination meetings will be held more regularly during the new education campaign. All of the logos and branding materials have been shared with participating companies, and joint reports from UNBS, Ag Inputs and IFPRI will be circulated on a quarterly basis.
3. As exhibited in their respective end of training evaluations, agro dealers and local government authorities who underwent training by UNADA this quarter indicated that they learned a lot, especially about the factors they need to consider when identifying counterfeit inputs.
4. Agro dealers were impressed with the electronic verification system (KAKASA) as an additional technique to verify inputs before purchase. However, they expressed disappointment that not all of the products from the same company are registered with E-verification. This causes confusion, especially because Bukoola is one of the only two agro-chemical companies registered for KAKASA. It is confusing to agro-dealers that they continue getting products that are not KAKASA registered, from a KAKASA-registered company.
5. There is still a big knowledge gap between end users and input originators and manufacturers. A surprising number of uninformed farmers still buy counterfeit inputs, and a good number of middlemen and retailers are still unaware of the best ways to avoid counterfeits. Efforts to extend community sensitization to ten additional districts will continue in FY17.
6. There is need for a concerted multi-pronged effort to lobby the government to approve seed regulations and the national seed policy in order that private companies can be accredited to offer certification services on behalf of MAAIF.
7. A single tag that combines all seed quality certificates and verification codes would greatly reduce the costs of seed certification and verification to seed companies. MAAIF should ensure this is achieved. It will take time before AgVerify is in a position to cover all companies and all crops. Hence the need for careful roll out and a clear agreement on the path forward. This will be the subject of intense negotiations over the coming months. Early adopters should use this time period to position their products in the market and gain market share over their competitors. This will undoubtedly be opposed by those who do not yet have quality assurance systems in place.
8. Additional sensitization of policy makers on seed regulations and policy, and the proposed structure for the involvement of private companies in seed certification schemes such as AgVerify, is needed.

## SUSTAINABILITY PLAN

To ensure sustainability, the Activity continues to focus on building collaborations among permanent actors in the ag-inputs sector. Examples include the following:

- Solar now has partnership with DFA's (Kiboga, Bushenyi, Masaka, Kapchorwa, and Tororo) through collaboration with UNFFE to continue promoting solar powered irrigation to farmers. Balton Uganda partnered with DFA's in Tororo, Sironko, Mbale, and Kapchorwa to promote green houses and irrigation systems in those districts. Seed companies (NASECO, Pearl & East African Seeds) have partnered with Jorumat, Climate Smart Training and Demonstration Centre to run CSA seed demos as part of the seed marketing program.
- Current role models promoting climate smart technologies (Solar Now, Jorumat Climate Smart Training and Demonstration Center) focus mainly on market based business models. The value proposition is paid for by the final consumers, especially farmers. Revenues generated from trainings and demonstrations create a viable business case for entrepreneurs to continue investing in Customer Service Business Strategies (CSBS).
- DLG's (especially the Production Department) take the lead and actively participate in convening SSP and agro dealer meetings and trainings, and integrate supervisory roles into their work plans and budgets to ensure sustainability. .
- The Activity focuses on consolidating linkages and forging strong collaborative relationships between suppliers (e.g. equipment and agrochemical suppliers) input dealers, SSPs, farmers, producer organizations and DLGs.
- As a result of widespread public education, law enforcement officers and districts' political leadership have become more aware of the presence of counterfeits, and have promised to join the campaign against counterfeits.
- Our collaboration with different stakeholders within the value chain, and the regulator environment has yielded some promising results for program sustainability. The agricultural and veterinary extension workers, Operation Wealth Creation officials and District Commercial Officers have all promised to integrate the anti-counterfeit program activities into their routine work.

## CHALLENGES

- Delayed contract negotiations for AgVerify funding from EEA and Ag Results meant a loss of time towards completion of the five sessions of CLIIC which is now expected to be completed by early February 2017.
- Implementation delays and funding limitations have meant that Ag Inputs will have to scale down our support to the public education campaign which should ideally have required an additional couple of seasons to achieve maximum impact.
- Obtaining accurate and timely data on production from seed companies continues to be a problem even when such requests are tagged to future support from Ag Inputs. Accurate data will only be available once seed inspection is all online.
- The failure by government to approve the seed regulations and policy continues to slow down progress in the strengthening the role played by private actors in seed certification.
- Power outages that affected internet connection causing the UNBS call center to be off for longer periods than necessary. The change in aggregators for UNBS at the end of year resulted in the e-verification system going offline for a period of time affecting verifications since the service at those times does allow callers to verify products purchased.

## OPPORTUNITIES

- In time, the seed sector can combine all certificates and verification tags into one tag which would in effect lower costs to them. For the coming season the AgVerify tag will combine quality assurance with e-verification, while government mandated certification will remain separate.

## 4.0 PERFORMANCE AND KNOWLEDGE MANAGEMENT

### Performance Management

Performance against expected results is summarized in this section. Insights regarding key achievements by Intermediate Result and indicator, as well as an overview of related changes in the wider agro-inputs environment is described.

**Table 2: Summary of Year 4 Annual Results for AMELP Indicators**

	Indicator	Base -line	Actual Y1	Actual Y2	Actual Y3	Actual Y4	Y5 Target	Y5 Q1	% Achieved
<b>IR 1: Increased availability of high quality inputs to farmers in focus districts</b>									
<b>1.0.5</b>	Number of private enterprises, producer organizations, water users associations, women's groups, trade and business associations, and CBOs receiving USG assistance.	0	61	387	878	1,931	2,000	232	12%
<b>1.0.6</b>	Number of private enterprises producer organizations, water users associations, women's groups, trade and business associations, and CBOs that applied new technologies or management practices as result of USG assistance.	0	38	193	255	595	400	64	16%
<b>1.1.2</b>	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training	0	167	502	788	2,334	1,000	1,762	177%
<b>1.1.3</b>	Value of new private sector investment in the agriculture sector or food chain leveraged by Feed the Future implementation	0	\$10,864	\$14,986	\$41,195	\$374,982	\$300,000	\$1,195,525	399% <sup>3</sup>
<b>1.2.1</b>	Total number of marketing and promotional activities implemented by targeted firms as a result of USG assistance	0	66	335	587	6,868	800	720	90%
<b>1.2.4</b>	Number of farmers/beneficiaries reached as a result of USG assistance	New	NA	NA	7,310	26,520	15,000	4,630	31%
<b>1.3.1</b>	Total number of informational messages disseminated through the various communication channels about nutrient depletion, saved seed degradation and the potential of improved inputs by targeted firms.	0	0	62	173	522	500	130	26%

<sup>3</sup> The unexpectedly high level of investment leveraged resulted from the large number of farmers who purchased solar pumps and other irrigation equipment/supplies following decentralized supplier led demonstrations coordinated by Ag Inputs Activity as part of our climate smart agriculture campaign. The country faced a significant drought last season, and that stimulated considerable response.

## Key Performance Indicators (Year 5 Quarter 1)

**Indicator 1.0.5** Number of private enterprises, producer organizations, water users associations, women's groups, trade and business associations, and CBOs receiving USG assistance.

The Activity reached 232 private enterprises with different interventions including trainings, demonstrations, consumer network meetings and campaigns. 79% of the private enterprises reached were agro dealers, 6% were association members and the rest include government staff, suppliers and media houses.

**Indicator 1.0.6** Number of private enterprises, producer organizations,

water users associations, women's groups, trade & business associations, CBOs that applied new technologies/ management practices as a result of USG assistance.

The Activity registered 64 management practices applied by different stakeholders as shown in Table 3 below. E-verification was the most common management practice adopted this quarter.

**Table 3: Summary of practices applied by agro-input stakeholders in Q1, FY17**

Type of Stakeholder	E-ver	Customer care	Climate smart	Finance and accounting	SSP	Business registration	Access to loan	Others	Seed certification
Supplier	7	0	1	0	0	0	0	0	2
Media	5	0	2	2	1	0	0	0	0
Agro dealer	16	1	2	1	0	0	0	0	0
Associations	5	0	2	0	1	0	0	0	0
Government	5	0	2	0	5	1	1	1	0
Finance institutions		0	1	0	0	0	0	0	0
<b>TOTAL</b>	<b>38</b>	<b>1</b>	<b>10</b>	<b>3</b>	<b>7</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>

**Indicator 1.1.3** Value of new private sector investment in the agriculture sector or food chain leveraged by Feed the Future implementation

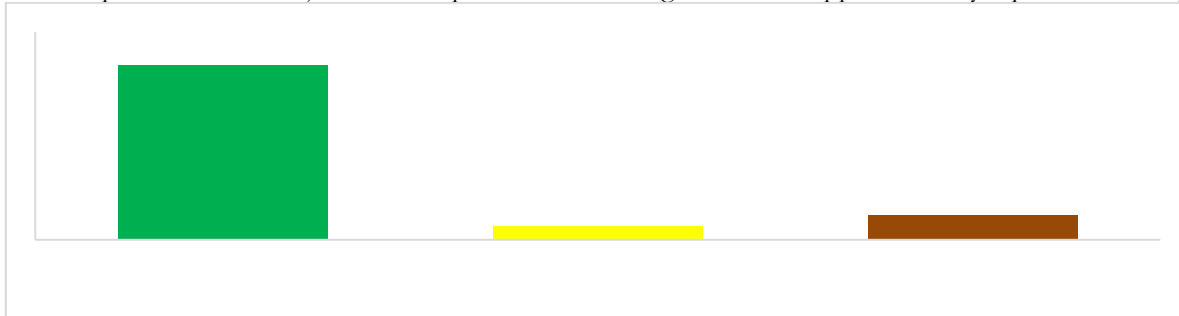
The amount of money invested by different stakeholders in new practices encouraged by the Activity are included in the value of new investment reported. In Q1 FY17, the Activity registered \$1,193,082.86 in new investment; this is 395% above the Year 5 target. The amount of money invested by different stakeholders is presented in Table 4. The most unexpected investments were made in solar irrigation equipment, in response to last season's drought.

**Table 4: Summary of investments made by agro-input stakeholders in Q1, FY17**

Type of investment	UGX	US Dollar
Farmers buying Solar Now irrigation pumps	4,026,000,000	\$1,150,285.71
Promotion	93,660,000	\$26,760.00
Training	41,320,000	\$11,805.71
Other	8,180,000	\$2,337.14
Seed	3,500,000	\$1,000.00
Agro Dealer Business Registration	2,800,000	\$800.00
E verification	330,000	\$94.29
<b>Total</b>	<b>4,175,790,000</b>	<b>\$1,193,082.86</b>

**Indicator 1.2.1** Total number of marketing and promotional activities implemented by targeted firms as a result of USG assistance.

Marketing and promotional events included field days and demos, joint marketing and market days. The spray services professionals had joint market promotions with agro dealers, suppliers mainly reported field days.



**Indicator 1.2.1:** Total number of informational messages disseminated through the various communication channels about nutrient depletion, saved seed degradation and the potential of improved inputs by targeted firm. The Activity stakeholders were able to disseminate 130 information messages 119 were disseminated and funded by the activity stakeholders and 11 were funded by the Activity. This is 26% achievement against target. Below is the breakdown by stakeholder.

Topics covered	Communication channels				
	Newspaper	Other print materials	Radio Station	SMS	
Access to finance	0	0	2	0	2
Anti-counterfeit	2	0	14	0	16
Climate Smart Farming	3	0	25	1	29
Compliance	0	0	5	0	5
e-verification/kakasa	2	0	13	1	16
Other	2	2	13	0	17
Professional Spray Services	0	2	12	0	14
Quality seed	2	5	17	1	25
DJ Mentions, Radio spot messages, jingles, climate smart seed varieties	0	0	5	0	5
Radio talk show, world Food Day national celebrations Lira 6 Oct 16	0	0	1	0	1
<b>TOTAL</b>	<b>11</b>	<b>13</b>	<b>107</b>	<b>3</b>	<b>130</b>



**Indicator 1.2.4** Number of farmers/ beneficiaries reached as a result of USG assistance

The Activity reached 4,197 people in quarter one. This included 1249 (30%) women, 2,948 (70%) men. Youth below 30 years of age constituted 40% of the total beneficiaries. Most beneficiaries are agro dealers 1,332 (32%) and farmers 1,416 (34%).

Type of Intervention	Gender		Age range		Type of business						Grand total
	Female	Male	Below 30	Above 30	Agro dealers	Associations	Farmer	Government	Others	Supplier	
Product knowledge training	4	7	4	7	10	0	0	0	0	1	11
SSP training	52	122	111	63	114	7	18	15	18	2	174
Ant counterfeit TOT	84	200	75	209	45	44	154	40	1	0	284
Irrigation demo	765	1754	1016	1502	771	177	899	285	337	50	2,519
E verification TOT	230	344	170	404	148	2	229	147	38	10	574
Consumer Network	65	120	46	139	5	4	170	2	4	0	185
Climate change mentorship	4	20	7	17	0	0	0	0	24	0	24
Compliance handbook launch	117	305	177	245	199	21	27	68	105	2	422
CLIIC	10	24	18	16	0	2	0	7	6	19	34
Climate change agent network	77	180	108	149	42	34	86	41	49	5	257
Business network meeting	10	91	59	42	54	6	18	9	14	0	101
Finance simulation	8	37	20	25	27	1	0	0	16	1	45
Grand totals	1,426	3,204	1,811	2,818	1,415	298	1,601	614	612	90	4,630
Percent	31%	69%	39%	61%	31%	6%	35%	13%	13%	2%	100%

**Indicator 1.1.2** Number of individuals who have received USG supported short-term agricultural sector productivity or food security training.

The Activity trained 1,762 people in quarter one. This included 569 (32%) women, 1,193 (68%) men. Youth below 30 years of age constituted 37% of the trainees. The majority of trainees are agro dealers 543 (31%) and farmers 506 (29%).

Type of training	Gender		Age range		Type of business						Totals		
	Female	Male	Below 30	Above 30	Agro dealers	Associations	Farmers	Government	Others	Supplier	Grand total	Duplicates	Individuals trained
Product knowledge	4	7	4	7	10	0	0	0	0	1	11	0	11
Responsible use	52	79	77	54	114	1	1	11	2	2	131	0	131
SSP training	0	43	34	9	0	6	17	4	16	0	43	0	43
Anti-counterfeit TOT	84	200	75	209	45	44	154	40	1	0	284	0	284
E verification TOT	230	344	170	404	148	2	229	147	38	10	574	0	574
Climate change	4	20	7	17	0	0	0	0	24	0	24	5	19
Compliance handbook	117	305	177	246	199	21	27	68	105	2	422	20	402
CLIIC	10	24	18	16	0	2	0	7	6	19	34	5	29
Climate change agent network	77	180	108	149	42	34	86	41	49	5	257	13	244
Finance simulation	8	37	20	25	27	1	0	0	16	1	45	28	17
<b>Grand totals</b>	586	1,256	695	1,148	586	112	514	318	272	40	1,842	80	1,762
<b>Duplicates</b>	17	63	37	44	43	5	8	6	17	1	80		
<b>Individuals trained</b>	569	1,193	658	1,104	543	107	506	312	255	39	1762		
<b>Percentage</b>	32%	68%	37%	63%	31%	6%	29%	18%	14%	2%	100%		

# ANNEX I: FINANCIAL REPORT

## Cumulative Financial Expenditures

	Expenditures through Sept 2016	Expenditures Q1 FY17	Total Expenditures	Total Budget	Percent Expensed
<b>Labor and Fringe</b>	\$2,622,409	\$163,595	\$2,786,004	\$3,742,940	74%
<b>Other Direct Costs</b>	\$2,047,990	\$188,271	\$2,236,261	\$2,324,805	96%
<b>Subcontracts</b>	\$1,220,532	\$169,941	\$1,390,474	\$1,260,345	110%
<b>Indirect Costs</b>	\$1,501,077	\$44,905	\$1,545,981	\$2,119,436	73%
<b>Fixed Fee</b>	\$443,528	\$37,145	\$480,673	\$566,852	85%
<b>Total</b>	<b>\$7,835,536</b>	<b>\$603,857</b>	<b>\$8,439,393</b>	<b>\$10,014,378</b>	<b>84%</b>

The obligated amount as at the end of this quarter (December 30 2016) was \$9,091,000.00. At the current projected spending rate, this obligation will be sufficient through February 2017. However, a request to increase the Activity's obligation was submitted in June 2016. Current expenditures represent 93% of currently obligated funds; incremental funding was received in January 2017.

In early September a Request for Approval (RFA) for a budget re-alignment was submitted (RFA No.77) to reflect expected category spending compared to approved contract budget lines. This budget re-alignment moved labor savings (resulting from exchange rate savings) to Other Direct Costs and Subcontracts categories for Year 5 activities. This budget realignment was approved via e-mail and the detailed modification was included with the incremental funding contract modification received in January 2017.

The Activity actively tracks VAT payments. Although annual VAT expenditures on purchases over \$500 USD are relatively modest (approximately \$3,000 USD/ year), cumulative VAT payments over the four-year life of the program on all payments add up to approximately \$82,000. The Activity expects to pay approximately \$100,000 in VAT over the life of the program when all procurements (above and below the \$500 threshold) are added together. This could have important implications for budgeting future programs in Uganda.

## ANNEX II: SUCCESS STORIES

(sent separately)

## ANNEX III: PROGRESS AGAINST WORK PLANS

<b>E-Verification</b>		<u>Indicators</u>						Target	Actual
		Number of companies participating						10	5 chemical, 5 seed
		Number of products tagged						20	27
		Change in sales/market share							Being compiled
		Number of Districts empowered to do enforcement						38	Q2
		# agro-dealers trained						800	148
		# of extension staff trained						3 per district	147
		% of labelled products authenticated						10%	1%
Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
UNBS & mPedigree roll out e-verification services in Uganda	Follow up review meeting with existing companies							UNBS/ mPedigree	Happened in November
	Mobilize meetings with CropLife & fertilizer companies							CropLife	UNBS has been following up individual companies
	Case Studies with existing companies cost benefit analysis							AIA Task Force	To take place in January once quarterly data is available.
Agro-dealers trained	Contracting mechanism for Agro dealer training (Kakasa/ climate /simulations)							UNADA	Training packets procured and UNADA contracted. UNADA carried out agro dealer training in 14 Districts, including Kampala. ToT for CPMA planned for Jan.
	Procure training packets again								
	Agro dealer training in all other districts collaborate with UNADA								
	Collaborate with CPMA to train VAs on Kakasa								
Ag Inputs Implements public education campaign in support of e-verification utilization	Continue education campaign-more interpersonal & more detailed. Cost share with Brand Owners.							UNBS, mPedigree, Companies	Wall branding contract was completed. Budget does not allow for expansion.
	Wall branding expanded,								
	SMS platform options								
	Talk shows which will involve DLG, DFA, UNADA								

Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
	Product knowledge meetings by suppliers with Kakasa								Cost share Call for Proposals issued. Will be contracted for first season. Video is pending conclusion of the contract for the next education campaign. Will be replaced by a documentary for now.
	Social media campaign led by USTA/UNADA/Croplife/Ag Inputs Platform								
	District stakeholders email list for news letters								
	Animation Video produced and disseminated (Sema app and Web platform)								
MAAIF and UNBS formulate and implement a strategy for enforcement	Strategy formulation meeting with UNBS/MAAIF/USTA/Croplife							UNBS & MAAIF	MOU signing event completed. Two meetings have been held to work on details of the strategy
	UNBS/MAAIF hold regional enforcement meetings with DLG							UNBS & MAAIF	Delayed pending agreement between MTIC and MAAIF. Planned for Q2
	DLG reps hold district Town/Hall pre enforcement education meetings & talk shows							DLG	Will be delayed until end of Q2 or Q3 following regional meetings.
	Support call center—Publicize							UNBS	Call center is ongoing and will be highlighted in the upcoming publicity campaign.
	Support EEA in lobbying for anti-counterfeit bill							EEA	Pending



Anti-Counterfeit		Indicators Farmers Sensitized DLGs with improved enforcement on counterfeits (bye laws and enhanced inspection)						Targets	Actual
								10,000 5	198 Not Yet
Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
Farmers are mobilized and sensitized on counterfeits and demand for quality	Expand farmer sensitization meeting to additional sub counties per district							UNFFE, DFAs AIA Task Force	10 additional districts received ToT in Q1
	Add 10 new districts to promote anti-counterfeit through UNFFE ToT model								Radio agribusiness programs continued to run on 15 radio stations. Topics on anti-counterfeit aired
	Develop and disseminate anti-counterfeit messages through mass media (radio and others)								
	DFAs and other stakeholders in the district conduct 5 consumer networks per districts at sub county level. Develop specific topics for discussion							DFAs, AIA taskforce, BGS	Consumer networks to be done in Q2 in selected sub counties
	Engage suppliers to identify local agro-dealers with whom they can sensitize farmers at sub county level							Suppliers, agro-dealers, DFAs	District level meetings held by anti-counterfeit coalitions
	Hold a meeting between DFAs and DLGs for synergies of sub-county sensitization meetings.							DFA/DLG	3 radio stations (Kasese guide, Voice of Kigezi and radio Wa were engaged to develop a strategy for drama series on their station
	Engage radio stations to work with drama groups to produce and disseminate skits on anti-counterfeits at sub county level (5 per district)							Radio stations/ drama groups	
	Collaborate with YLA, CPMA POA to target women groups and youth and disseminate anti-counterfeit messages							CPMA/YLA/ POA	Interviewed an average of 5 agro dealers per district
	Develop and administer KAKASA questionnaire for agro-dealers on KAKASA sales.							AIA, Agro-dealers	

Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
Stakeholders are informed on the status of the Fertilizer market in Uganda (Desk review)	Strategy formulation meeting between CropLife and fertilizer companies							National Task Force	Not done. This activity suspended due to budget constraints.
	Engage a consultant to do secondary research (DESK review) about status of soil fertility and fertilizer use in Uganda. Repackage this information and develop a popular version for easy dissemination in a user friendly manner								
	Stakeholder meeting to disseminate the research findings								
	Collaborate with CPMA to find out on the status of using village agents on fertilizer use public education. Print materials (popular version from research findings)								
	Identify eligible fertilizer companies and cost share on promoting key specific fertilizer product relevant for particular region								

Compliance		Indicators						Targets	Actual
		Number of businesses registered Districts requiring compliance before issuing trading licenses						400 5	N/A Will monitor Q2
Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
DLGs formulate ordinances to deal with local compliance challenges	Develop criteria for identification and supporting new districts							DLG, Municipal Councils, DFAs, Agro Dealer Associations, JLOS	Iganga, Mbale, Kamuli, Kasese, Kapchorwa and Sironko have begun on the drafting process.
	Identify and engage key collaborators								
	Collaborate with EEA to engage DLGs on by-laws and ordinances and popularize the developed ordinances, byelaws and other instruments through sensitization meetings and media								
	Involve USAID and the districts to come together to meet the Solicitor general's office and demand passing of enforcement instruments								
Ordinances by-laws and other enforcement instruments popularized	Sensitization meetings to demand for enforcement							DLG/DFAs	Districts are doing this through council meetings and radio talk shows without our support. They are talking about the process and not necessarily the final product.
	Anti-counterfeit messages on radio talk shows and content for audience led programming							DLG/DFAs/ Agro-dealers, UNFFE	
The Agro Dealer Compliance Handbook is popularized and disseminated at district level	Undertake district level launch of the Agro Dealer Compliance Handbook							DLG, Municipal Councils, DFAs, Agro Dealer Associations, JLOS, OWC	24 district launches held 410 agro dealers reached. 691 participants given a copy of the handbook. Other IPs and Associations given
	Identify key stakeholders and work with them to disseminate the handbook								
	Coordinate with the key DLG and Municipal Council to ensure that every agro dealer has a copy of the handbook and understands its content								
	Collaborate with other task forces to identify opportunities for dissemination								

Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
	Regional workshops to disseminate agro dealer certification, compliance and KAKASA information								Handbooks to disseminate. Mercy Corps disseminated in Karamoja. Regional meetings have been planned for Q2.
Key permanent actors collaborate better to support and enforce compliance	Work with key stakeholders to sensitize and support Agro-dealers to meet the minimum standards							DLG, Municipal Councils, DFAs, Agro Dealer Associations, JLOS, OWC	UNBS is heading a coalition of enforcement agencies including MAAIF to lay a strategy that aligns all their activities from national to district level. This will make enforcement efficient and effective.
	Engage permanent actors to support and coordinate safe use/handling training								
	Support joint agro dealer inspections by key local permanent actors								
	Support permanent actors to vigorously lobby for action from MAAIF through the district politicians								
Industry Associations actively support their members to comply	Link Industry Associations to TREP and support them to understand how their members can benefit							UNADA, USTA, DFAs, URA, URSB	This is work in progress. TREP offices have not yet been opened in all the upcountry towns. We are monitoring the situation with keen interest. Otherwise, we have linked them to URSB and URA individually.

<b>Professionalizing Agro-dealers and SSPs</b>	<b>Indicators</b> # of Trainers, SSPs, and Agro-dealers Trained Sustainable Business demand DLG closing unlicensed dealers	<b>Targets</b> 14 trainers, 400SSPs 200 refresher, 400 RU	<b>Actuals</b> 10 trainers 43 SSPs 114 Agro dealers did refresher 45 VAs did RU
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Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
Strengthened relationships between SSPs, DFAs and agro-dealers in 10 pilot districts	10 District Level agro dealer –SSP - DFA meetings (Joint promotions as well)							DFAs, CLU	3 District Level agro dealer –SSP - DFA meetings 40 Demos to showcase SSPs to DFAs, Farmers and agro-dealers
	30 Demos to showcase SSPs to DFAs, Farmers and agro-dealers								
Collaborate with CPMA to professionalize VA's in SSP and RU	Training of 400 CPMA VAs in SSP							CLU, CPMA	45 CPMA VAs trained (Kasese) in Responsible Use
	Training of 400 CPMA VAs in Responsible Use								
SSPs established in other districts	Refresher Training for 14 SSP Trainers (TOT)							CLAME, CLU	10 Trainers trained
	Collaborative meetings with interested IPs							CLU, DLGs, DFAs	Conclusive meetings held with POA and CPMA, Not completed with YLA Refresher trainings for 43 SSPs previously with poor scores Ongoing Radio Promotions of SSPs
	Refresher trainings for SSPs with poor scores								
	Selection and trainings of SSPs in <b>other</b> districts								
	Promotion of SSPs								



Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
	Development of sustainability plan for continuous roll out							DLGs, CLU	Intergrating DLGS in supporting SSPs and supervising agrodealers & strengthening linkages with PS permanent actors
AIA DLGs integrate Professionalizing SSPs and agro-dealers in their LG work plans	Refresher Training of <b>20</b> Trainers - Responsible Use (TOT)							CLAME, CLU	10 Trainers attended Refresher training by CLAME
	<b>10</b> Responsible use refresher Trainings for 200 agro-dealers in 10 other FtF districts							DLGs, CLU	5 responsible use trainings for 120 agrodealers in 5 districts – Bukomansimbi, Kamuli, Kiboga, Gulu and Sironko
	Role model agro-dealers showcased and promoted by DLGs							DLGs – DAOs	Planned for Q3&4
SSPs run as viable businesses	Collaboration meetings with IPs especially YLA							AIA, YLA, CLU	YLA initial meetings held 17 Male SSPs trained in business skills by YLA – Mubende.
	Business skills trainings for <b>150</b> SSPs								
	Exchange visits showcasing role model SSPs								
	Case study /Cost - Benefit analysis for SSPs								
Agro-dealers in 20 FtF districts certified by MAAIF	Safe use Certificated training for <b>400</b> agro-dealers							UNADA, MAAIF, DLGs	Planned for Q2 & 3.
	DLG, MAAIF meetings with agro-dealers on certification								
	Agro dealer inspections by MAAIF for certification/ compliance								

Finance		Indicators # of agro business preparing financial reports # of fin. Insti. who have developed and promoted products				Targets 140 6	Actual Will Monitor Q2
Stakeholder Responses	Activities	Q1 O N D	Q2	Q3	Q4	Lead Institutions	Progress Q1
<b>Agro Inputs businesses leverage their business records for decision making</b>	Training agro-dealers to improve on business management practices (Financial Management Simulation Training)	140		140		UNADA	2 Financial simulation trainings were conducted and 28 agro dealers trained
	Follow up one-on-one meetings with agro-dealers to support the implementation of the learning from the training in their businesses	35	35	35	35		Coaching sessions were conducted but hard to quantify because they are conducted as and whenever BGS visit agro dealers
	Conduct an agro dealer business plan competition to select agro-dealers to pilot using a cloud based accounting package for business record keeping.	35	35				Not done due to budgetary challenges
	Documenting and developing of material of business management practices (topics) that the agro-dealers should focus on						Work in progress (about 45% done)
	Quarterly business network meeting at district level to show case role models in the market system with focus on CSBS	19	19	19			8 out of 19 were conducted in 8 districts
	Complete the procurement process and support private sector actors to incorporate simulation approach to train agro-dealers						Activity cancelled due to budgetary limits
<b>Financial Institutions (Commercial Banks, VSLA's, SACCO's, Associations, MDI's, Insurance Cos.) continue to develop and promote appropriate agricultural products</b>	Continue engaging financial institutions both at headquarters & branch level to promote buy-in to finance the core Ag Inputs Market Actors					Centenary Bank, Pride MDI, Housing Finance Bank, MAMIDEC OT, Equity	This was done both at district level and Kampala level and it's a continuous process. This was through business network meetings
	continue to support linkages between financial institutions & ICT firms to promote DFS						
	Support financial institutions to promote and market agricultural products through radio, TV, platforms, networks, agricultural fairs and branding opportunities	2	2				

Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
	Support Uganda Insurers Association (UIA) to promote crop insurance to farmers and agro-dealers							Bank, FACTS Africa	and one-on-one meeting
	Support Uganda Agribusiness Alliance to advocate and lobby for policies focused on increasing agricultural financing e.g. a % minimum of commercial bank loan portfolio to agriculture as a licensing requirement							Uganda Agribusiness Alliance	Continuous process and Ag Inputs is on the steering committee
Agro input businesses and farmers demand and utilize agricultural financial products	Support DFA's to facilitate consumer network meetings between financial intuitions, Agro-dealers, supplier, farmers etc. to promote demand for financial services	19			19	19		DFA's, Media Firm, AIA Task Force	No Done
	Integrate financial literacy in farmer and agro dealer sensitization engagements							UNFFE, UNADA	Was partially done (50%)

Distribution		Indicators						Targets	Actual
		# of suppliers with identified distribution channels						8	Not yet monitored!
		# adopting external traceability mechanisms						8	
		# of agro-dealers adopting improved business mgmt. practices						464	
Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
Major Suppliers adopt and implement a PDP Model of Distribution	Research to identify current distribution channels, gaps and inefficiencies, followed by key stakeholder meeting to discuss ways to streamline sustainable distribution and build a preferred distributorship model							CropLife (Balton, Bukoola, Osho Chemicals, Hangzhou), AgVerify, USTA, EA Seed, Savana Commodities, prominent agro-dealers from different districts, Kinyara Sugar Works, Yara	Held one on one and a roundtable discussion with 07 supplier companies. 03 have expressed interest in setting up functional distributorships. i.e (Balton, Bukoola and Pearl seeds)  There is ongoing research by the taskforce to identify distribution channels. A preliminary presentation will be made in early January 2017 (3 <sup>rd</sup> week of Jan)
	Work closely with identified distributors to build their rural outreach networks (VAs and rural retailers)								
	Collaborate with suppliers to facilitate their distributors to educate farmers on value for quality								
	Support professionalization and product knowledge training of distributors, their staff and agents								
	Support streamlined business management for distribution channel (Agro-chem companies) Support suppliers to understand the model and own the process Explore roll out of inventory management tracking system at distributor level								
	Explore opportunities for an exchange visit with KMT to look at franchise model options								
Government programs supported to understand the	Stakeholder meetings with suppliers to strategize on government purchases and its long term effects on their businesses							Industry Associations	No Progress yet!

Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
dynamics of sustainable commercial supply channels for agro inputs	Support suppliers to lobby government to work through existing distribution channels							(UNADA, USTA)	

Seed Quality				Indicators				Targets	Actual
				# of companies participating in AgVerify Quality Mark				10	6
				# of promotional events/messages				60	Will be Q2
Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
An autonomous voluntary Quality mark is established. Seed companies commit to a quality management scheme with independent field and process checks and audits to uphold adherence to COMESA standards.	Facilitate the signing of contracts between AgVerify Ltd and seed companies for the implementation of the quality scheme							AgVerify Ltd	16 seed companies hired at least one internal Inspectors now being trained.. AgVerify Ltd held a Consultative meeting with UNBS and M-Pedigree to agree on printing of a single tag/ label with the database incorporating the seed quality verification data from the web based app
	Prepare Proactive Communication and Advocacy Strategy and Plan, including Branding and Tag design, including e-verification							Heartland Global, AgVerify Ltd	
Seed companies improve internal business and quality management systems and NSCS improves its capacity to audit / Inspect AgVerify Seed Companies	• Completion of CLIIC trainings for Seed Companies, AgVerify, USTA and MAAIF staff.							Heartland Global	Contract for EEA to finance Sessions 4 and 5 concluded. Session 3 and 4 of CLIIC on seed quality management completed (16th Oct – 3rd Nov, 6th – 14th Dec 2016. Final session to take place at the end of January. Web Application financing contract signed with Ag Results. Afri-Inc Ltd contracted by AgVerify to develop the web based app and this is in progress. Development of quality manual initiated and expected to be complete during Q2. NASECO was facilitated to undertake field demos, Field days and promotions. Budgetary constraints have made it impossible to contract consultants to work with individual companies on financial management or quality manual development.
	• Complete the development of the web-based app for AgVerify							AgVerify Ltd	
	• Facilitate the development of AgVerify Generic Quality manual							AgVerify Ltd	
	Preparation of scope of works and contracting of a consultant to carry out a needs assessment/ audit for the Seed Companies on quality and financial management systems (BIPS)							Seed Task force, AgVerify Ltd	
	• Recruit a consultant to facilitate the adoption and implementation of the quality manual for AgVerify Seed companies.							AgVerify Ltd, Seed Task force	
	• Facilitate Seed Company demonstrations and promotional activities (BIPS)							Seed Task force	
	• Launch of AgVerify quality scheme™							AgVerify Ltd	



Stakeholder Responses	Activities	Q1			Q2	Q3	Q4	Lead Institutions	Progress Q1
		O	N	D					
Seed companies, AgVerify Ltd and USTA promoting seed certification and quality seed	• Strengthen linkages with organizations promoting quality seed production practices and carryout stakeholder awareness							Seed Task force, AgVerify Ltd	A meeting between MAAIF and AgVerify agreed on an implementation plan which will hopefully lead to an MOU between the two parties. Ag Inputs and AgVerify made a presentation to the parliamentary committee of Agric on the quality scheme being implemented. New PR firm was recruited and contracted to conduct public education campaign in Quarters 2 and 3. Grow out trials conducted in Q1. Results will be finalized Q2.
	• Facilitate Marketing& National Education Campaign after launch of the AgVerify quality scheme							Seed Task force, USTA, Seed Cos	
	• Facilitate PPEPs and Grow out Trials							AgVerify Ltd	
	• Facilitate EGS planning activities for AgVerify Seed Companies							AgVerify Ltd, NARO	
	• Facilitate negotiations and dialogue with MAAIF for the use of AgVerify quality model							AgVerify Ltd	
	Carryout surveys and buyer campaigns with OWC, FAO etc.							AgVerify and USTA	

Climate Change				Indicators				Target	Actual
				# of individuals trained in climate change adaption				1,140	2,800
				# of trained individuals implementing adaption practices				285	Not yet monitored
				# of climate smart technologies demos conducted				114	9
Stakeholder Action	Activities to Achieve the Stakeholder Response	Targets						Leading Institutions	Progress Q1
		Q1			Q2	Q3	Q4		
		O	N	D					
Farmers using climate smart farming practices	Facilitate UNFFE to conduct farmer trainings and demonstrations on climate smart farming practices	1			1	1	1	UNFFE, DLG District CAN's, ACCRA	UNFFE district trainings are ongoing but climate change demos were dropped due to budgetary constraints
	Ag Inputs staff orientation on climate change and climate smart practices and technologies							ERICCA & MUCCURI	Done (100%)
	Support Climate champions who have set up Climate Smart Agricultural Training Centers promote these centers to farmers through mass media							Climate Champions	Done 100%, though its continuous
	Facilitate NARO scientists to support the CANs & UNFFE in the district level trainings and demonstrations							NARO	Not done due to budgetary issues. This activity is being dropped
	Document recommended climate smart agricultural practices for the different stakeholders to use during the trainings							ERICCA & MUCCURI	Not done because other stakeholders have already done it and leveraging this was a viable option
	Develop media content - messages for dissemination on different platforms							AIA Task Force	Being coordinated with other IPs
	Identify, train and support the Climate Agent Network as a scale up measure for the climate champion initiative							UNFFE,	CAN were established in 12 districts (100%)

Stakeholder Action	Activities to Achieve the Stakeholder Response	Targets						Leading Institutions	Progress Q1
		Q1			Q2	Q3	Q4		
		O	N	D					
Technology developers effectively promote Climate Smart Technologies	Support the development of climate change adaptation information for the CAN through collaboration with other FtF Activities				1			ICT, NARO, UNAMA	Was completed in collaboration with ERICCA and other IPs
	Support Climate agents to disseminate information about climate smart technologies on commission basis							NARO, UNFFE, DFAs, Climate Champions	Process started and at least 4 promoters have established relationships
	Support developers to carry out district level demonstrations of climate smart technologies to farmers							Companies	Solar Now, Balton, Davis & Shirtliff were supported in 4 districts
	Support and facilitate a collaboration between developers of climate smart technologies and financial institutions to increase access to finance for these technologies by the core market actors							AIA Task Force	Not achieved this quarter
Seed Companies and Agro-dealers produce, stock and market climate smart seed varieties	Seed companies and agro-dealers produce and/or stock drought tolerant maize & beans seed varieties							USTA, UNADA, NARO	Continuous process and most of the hybrids are climate smart
	Facilitate and support USTA to carry out mass media campaign to sensitize farmers and the general public about the benefits of Climate Smart Seed Varieties				1			USTA	Done on 11 radio stations in 11 FtF districts
	Support seed companies to conduct seed demos and to carry out cost benefit analysis of the demos							Seed Companies	Supported NASECO to do this
	Out growers multiplying climate smart seed varieties for seed companies							Seed Companies	Ongoing
	Popularize the web platform to promote information about climate smart seed varieties and their best performing areas							USTA, UNADA, CropLife	Ongoing
	Agro dealer product knowledge trainings on climate Smart seed varieties		7			7	7	7	USTA, NARO, AgVerify

## ANNEX IV: SUAP UPDATE

The following approved activities were designed in response to the Mission PERSUAP guidelines and are consistent with the Activity EMMP.

PERSUAP GUIDELINE	PLANNED ACTIONS BY AG INPUTS ACTIVITY	Timing				Progress Q1
		Q1	Q2	Q3	Q4	
Support only the pesticides authorized by the 2014 USAID/ Uganda DO1 PERSUAP	<ul style="list-style-type: none"> <li>Coordinate with CropLife International to train additional SSPs on Safe Use; and Approved and Restricted Use Pesticides</li> </ul>					3 District Level agro dealer –SSP - DFA meetings 35 Demos to showcase SSPs to DFAs, Farmers and agro-dealers
	<ul style="list-style-type: none"> <li>Coordinate a collaborative campaign to encourage farmers to use only certified SSPs for application of any RUPs.</li> </ul>					
	<ul style="list-style-type: none"> <li>Work with Ag Inputs Platform to keep the web-platform updated as new agro-chemicals are licensed or banned in Uganda</li> </ul>					
Pesticide technical assistance and use must be governed by a set of locally adapted, crop-and-pest specific IPM plans and observe enumerated use restrictions.	<ul style="list-style-type: none"> <li>We don't provide pesticide technical assistance per se.</li> <li>Will collaborate and agree with CPMA on this activity since they have more direct responsibility. Training for CPMA VA's on safe use and SSP certification.</li> <li>Develop safe pesticide use and IPM guides/posters for agro-dealers and VAs.</li> </ul>					45 CPMA VAs trained (Kasese) in Responsible Use Training will continue next quarter
	<ul style="list-style-type: none"> <li>New Ag Inputs field staff to attend the CropLife agro-dealer briefing seminars, and participate in one responsible use and SSP certification training</li> </ul>					10 Trainers underwent refresher training from CLAME
Appropriate Activity staff & beneficiaries must be trained in safer pesticide use & pesticide first aid.	<ul style="list-style-type: none"> <li>See above with respect to support to CropLife safe use and certification training for agro-dealers and SSPs as well as promotional material dissemination. We do not support procurement.</li> <li>Encourage seed and agrochemicals companies to continue training agro-dealers on handling seed treated with pesticide.</li> <li>Collaborate with CropLife &amp; MAAIF to encourage periodic refresher training for agro-dealers to maintain their agro-chemical certification with the Ministry.</li> <li>Support CropLife to incorporate IPM into the SSP training curriculum.</li> </ul>					Conclusive meetings held with POA and CPMA, Not completed with YLA. Refresher trainings for 43 SSPs previously with poor scores – they now passed. Ongoing Radio Promotions of SSPs
						Initiated discussion with MAAIF of a sustainable mechanism for agro dealer training and certification
						Curriculum under review by technical committee

<b>PERSUAP GUIDELINE</b>	<b>PLANNED ACTIONS BY AG INPUTS ACTIVITY</b>	<b>Timing</b>				<b>Progress Q1</b>
		Q1	Q2	Q3	Q4	
<b>To the greatest degree practicable, projects must require use &amp; maintenance of appropriate PPE – as well as safe pesticide purchase, handling, storage and disposal practices.</b>	<ul style="list-style-type: none"> <li>NB: Ag Inputs Activity does not purchase, store or handle pesticides. Activity staff only support TFs on good customer oriented practices (including use of PPEs) and their relations with other relevant businesses within and outside the supply chain. Suppliers of PPEs will be included in the coalition for the campaign promote professionalization of agro-chemical supply and spray services. This will promote linkage to SSPs and agro-dealers.</li> <li>Support CropLife to ensure that safe use trainings continue to incorporate pertinent issues on RUP e.g. Use warning signs as a means to communicate to pregnant mothers at agro-dealer shops. This is especially important because some pesticides e.g. Dimethoate is still legal in Uganda and is currently sold in all agro-dealer shops.</li> </ul>					Revised agro dealer training curriculum is still under review by the Agro Chemical Control Technical Committee for approval by the ACB. But it is being used in refresher trainings in all the Ag Inputs Districts.
<b>Projects must follow safety restrictions and precautions</b>	<ul style="list-style-type: none"> <li>Work with MAAIF and CropLife to promote the practice in general. E.g. use of poster, and training of agro-dealers. CropLife and local government will be supported to communicate this message on local media as part of a coordinated campaign to increase demand for professional spray services. Use Warning signs as a means to communicate to pregnant mothers at agro-dealer shops. This is especially important because Dimethoate is still legal in Uganda and is currently sold in all agro-dealer shops.</li> <li>AIA has always coached agrochemical suppliers to emphasize safety and judicious pesticide use during marketing &amp; promotional events, demos, and farmer trainings.</li> </ul>					Integrating DLGs in supporting SSPs and supervising agro dealers & strengthening linkages with PS permanent actors
						4 responsible use refresher trainings conducted for 120 agro dealers in 4 districts – Bukomansimbi, Kiboga, Gulu and Sironko
<b>Projects must be systematic in their pesticide related record-keeping and monitoring.</b>	<ul style="list-style-type: none"> <li>Not applicable since AIA does not handle pesticides per se.</li> </ul>					
<b>Projects engaged in fumigation of Title II commodities must follow PEA guidelines</b>	<ul style="list-style-type: none"> <li>Not applicable since AIA does not engage directly or indirectly in any fumigation whatsoever.</li> </ul>					

## ANNEX V: AMELP AND CLA GANTT CHARTS

AMELP Y5 WORKPLAN										
Activity	Sub activity	Data source	Tools	Freq	Q1	Q2	Q3	Q4	Responsible	Progress Q1
Agro dealer survey	Review of feedback from previous season and editing the tools <ul style="list-style-type: none"> <li>Training of enumerators</li> <li>Data collection</li> <li>Data analysis &amp; report writing</li> </ul>	Agro dealer Survey	ePort, Agro dealer survey	Twice a year					M&E team	This is a quarter two year five activity
Supplier survey	<ul style="list-style-type: none"> <li>Review of feedback from previous season and editing the tools</li> <li>Training of enumerators</li> <li>Data collection</li> <li>Data analysis &amp; report writing</li> </ul>	Suppliers that are USTA and Croplife members	ePort supplier survey	Once a year					M&E Team	This is a quarter three year five activity
Further agro dealer investigations	<ul style="list-style-type: none"> <li>Developing the scope</li> <li>Start the qualitative data collection</li> <li>Report writing</li> <li>Disseminate the findings</li> </ul>	Agro dealer Other stakeholder	ePort	Once a year					M&E team	The FGD tool was developed and currently under review. The data collection is now planned for quarter two.
Compliance case study	<ul style="list-style-type: none"> <li>Develop the scope of work</li> <li>document the case study</li> <li>Disseminate the findings</li> </ul>	Registered Agro-dealers Stakeholders		Once a year					M&E Team	This is a quarter two activity. Planning is on going
Data quality assessments	<ul style="list-style-type: none"> <li>Document the standard operation procedures</li> <li>Field visits to check on data sources</li> <li>Office review for the data sources</li> </ul>								M&E Team	The Standard Operating Procedures were reviewed and the field DQA will take place in Quarter two.
Progress monitoring	<ul style="list-style-type: none"> <li>Collect quarterly data from stakeholders</li> <li>Compile and analyze quarterly data</li> </ul>	All stakeholders	ePort, and Activity tracking form	Quarterly					M&E Team	On going
M&E Dash board & Data management	<ul style="list-style-type: none"> <li>Develop the scope of work</li> <li>Recruit a consultant</li> <li>Compile the data from Y1 to Y5</li> </ul>	ePort	ePort data	Once a year					M&E Team	The internal MEL team is currently working on completing the dash board and uploading it on KIPFOLI
Climate change impact learning agenda	Identify the learning	Stakeholders		Once a year					M&E Team	Starting in quarter two
	Data collection									
	Data analysis and report writing									
	Disseminate the findings									



## CLA Y5 WORKPLAN

	Activity	Q1	Q2	Q3	Q4	Progress Q1
<b>Collaboration, Learning &amp; Adaptation</b>	Monthly COP coordination meetings					<p>Monthly COP coordination meetings have not yet been resumed this year.</p> <p>AARs and monthly reports being shared.</p> <p>MOUs have been signed with UNADA, and UNFFE. District coalitions are meeting.</p> <p>Collaboration between IPs on climate change action is progressing.</p> <p>Quarterly review for Q1 will be held in January.</p>
	Individual staff monthly reports and after action reviews shared					
	Ongoing Coalition formation, work plan development, MOUs with key stakeholders					
	Monthly progress blog to share news with coalition partners					
	Quarterly Progress Reviews					
	Annual Progress Review					

## ANNEX VI: MEDIA AND COMMUNICATION PLAN

Communication Objective	Task Force	Target Audience	Media Channels						Status in Y5 Q1	Key message	PERIOD												
			Radio	Phone	Wall branding	Print	Drama	Network Meetings			2016			2017									
											O	N	D	J	F	M	A	M	J	J	A	S	
Farmers /Agro-dealers appreciate the value of e-verification and use it	E-Verification	Farmers/Agro-dealers Policy makers	✓	✓	✓	✓	✓	✓	Last batch of KAKASA radio announcements ended November 27 <sup>th</sup> .	Scratch and send a message before purchasing to identify genuine agro inputs													
Farmers identify counterfeits and demand for quality inputs	Anti-counterfeit	Farmers, Agro-dealers,	✓				✓	✓	✓	Anti- counterfeit campaign started in 10 new districts through ToTs	Buy from registered agro-dealers to get genuine inputs, use agrochemicals safely and responsibly												
Developed enforcement instruments are popularized	Compliance	Agro input businesses, farmers	✓				✓		✓	The compliance handbook launched in 24 different districts	Understand the approved regulations and demand for their implementation												
Farmers value, demand and use professional spray services	Professional ization of Spray Services	Agro-dealers and farmers, youth and women	✓					✓	✓	✓	SSP providers were supported to market themselves on radio in 10 districts	Use professional spraying services to get more output from your farming and save on labor											
Agro-dealers, businesses, farmers are aware of financial products and how to access them.	Access to Finance	Financial institutions, agro input businesses, farmers	✓					✓	✓	✓	One on one meetings held with different financial institutions	Develop better financial products for agro input businesses and farmers											
Farmers, seed companies and agro-dealers understand Ag-Verify quality mark and demand for it	Demand for quality Seed	Farmers, suppliers, agro-dealers	✓	✓				✓	✓	✓	A media firm was identified to spearhead the Ag-verify campaign during Q2	Seed with quality mark assures highest quality standards and genuine products											
Farmers adapt climate smart farming techniques	Climate smart farming techniques	Farmers/ Agro-dealers	✓	✓				✓	✓	✓	Drought tolerant seed was promoted on 11 radio stations.	Drought resistant varieties provide you with high yields											

## ANNEX VI: FEED THE FUTURE UGANDA AG INPUTS ACTIVITY DISTRICT COVERAGE TARGET ZONES

SN	Districts	FtF Target District	FtF Adjacent markets	Field Staff Base	Radio stations	Agro Dealer RU Refresher Training	UNFFE anti-counterfeit ToT & sensitization	Climate change demos /CAN mtg	Financial Simulation Training	Compliance Clinic/ Handbook launch	Supplier led training for agro-dealers	Distribution Roundtable	Business Network Meetings
1	Bugiri	X											
2	Bukomansimbi		X			X		D/S		X			
3	Bushenyi	X			X			S	X	X			
4	Busia		X				X						
5	Gulu	X			X	X		S		X			
6	Hoima		X										
7	Ibanda	X			X					X			
8	Iganga	X		X	X			S		X		X	X
9	Isingiro	X					X						
10	Jinja	X			X		X			X	X		
11	Kabale	X			X			D/S		X			
12	Kabarole		X							X			
13	Kampala		X		X					X		X	
14	Kamuli	X			X	X				X			X
15	Kanungu							D					
16	Kapchorwa	X			X			S		X			X
17	Kasese	X			X			S		X			X
18	Kiboga	X				X				X			
19	Kisoro	X					X						

SN	Districts	FtF Target District	FtF Adjacent markets	Field Staff Base	Radio stations	Agro Dealer RU Refresher Training	UNFFE anti-counterfeit ToT & sensitization	Climate change demos /CAN mtg	Financial Simulation Training	Compliance Clinic/ Handbook launch	Supplier led training for agro-dealers	Distribution Roundtable	Business Network Meetings
20	Kiryandongo	X					X	S		X			
21	Lira	X		X	X			S		X			
22	Luwero	X								X			
23	Lwengo		X					D/S					
24	Masaka	X		X	X			D/S		X			X
25	Masindi	X		X	X			S					
26	Manafa		X				X	S					
27	Mayuge	X											
28	Mbale	X		X	X					X			X
29	Mbarara		X	X	X					X			
30	Mityana		X		X					X			
31	Mubende	X		X	X			D		X			
32	Oyam	X					X						
33	Rakai	X						D/S		X			X
34	Sembabule		X				X						
35	Serere		X										
36	Sironko	X			X	X		D		X			X
37	Soroti		X		X		X		X				
38	Tororo	X			X			D		X			X
		26	12	7	20	5	10	Seed=14 Demos=9	2	24	1	2	9

*Highlighted districts are new this quarter.*

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