

Proceedings prepared by:  
Clive Lightfoot and Anne Dennig.



*International Support Group (ISG)*  
<http://www.isglink.org>

# *Linking Local Learners*

## *Strengthening Market Linkages in Soroti, Uganda*

April 13<sup>th</sup> to 14<sup>th</sup> 2006.  
Uganda Flying School, Soroti, Uganda



with  
National Agricultural Advisory Services  
(NAADS), Uganda

## **PROCEEDINGS: Strengthening Market Linkages in Soroti**

### **Objectives of the ‘Trade Fair’ Workshop**

- To review the level of development of marketing chains in the district
- To derive the way forward for strengthening of marketing chains in Soroti district
- To document and share success stories and experiences of Associations in the district

### **Schedule for the ‘Trade Fair’ Workshop**

**Thursday 13<sup>th</sup> April**

| <b>Time</b>  | <b>Activity</b>   | <b>Organization</b>  | <b>Materials</b>         | <b>Learning objectives</b>   |
|--------------|---|--|--------------------------|--|
| <b>09.00</b> | Registration  |  |                          |  |
| <b>10.00</b> | <b>Tea break</b>  |  |                          |  |
| <b>10.30</b> | Opening Speech, participant introduction<br>NAADS Objectives & Strategy<br>Sharing Tanzanian Marketing Experience | Plenary<br>Chair: JW<br>Presenters: CAO, JW, CA                    | Workshop handouts        |  |
| <b>12.00</b> | Introduction to market chains and task for the group work on current situation in marketing                       | Plenary<br>Chair JW<br>Facilitator CL                              |                          | To understand the concept of market chains                                 |
| <b>12.30</b> | What are the Associations doing in milk, fruit, sweet potato and honey marketing?                                 | Group work by associations<br>Facilitators CL, JO, JW, AD          | Flip Charts, pens, tape, | To understand the level of development of market chains in the district    |
| <b>13.30</b> | <b>Lunch Break</b>  |  |                          |  |
| <b>14.00</b> | Associations Trade Fair of Marketing Experiences and drop box of ideas for strengthening marketing                | Plenary<br>Chair: CA<br>Facilitator: CL<br>Trade Fair and Drop Box | Cards, drop box          | To share experiences and identify learning needs for capacity building     |
| <b>16.00</b> | <b>Tea break</b>  |  |                          |  |
| <b>14.30</b> | Development and presentation of matrix of ideas for strengthening marketing.                                      | Plenary<br>Chair: CA<br>Facilitator: CL                            | Flip Charts, pens, tape, | To identify what associations need to learn to strengthen marketing chains |

## **PROCEEDINGS: Strengthening Market Linkages in Soroti**

**Friday 14<sup>th</sup> April**

| <b>Time</b>  | <b>Activity</b>  | <b>Organization</b>  | <b>Materials</b>            | <b>Learning objectives</b>   |
|--------------|--|--|-----------------------------|--|
| <b>08.30</b> | Action Plans for strengthening marketing               | Group work by common interests<br>Facilitators CL, JO, JW, CA      | Flip Charts,<br>pens, tape, | To develop Action Plans for associations to strengthen market chains           |
| <b>10.30</b> | <b>Tea break</b>                                       |  |                             |  |
| <b>11.00</b> | Presentation of Action Plans by common interest groups | Plenary<br>Facilitators: CL, CA, JO, JW<br>Presentations by groups |                             | To reach common agreement on action plans to improve marketing by associations |
| <b>13.00</b> | <b>Lunch Break</b>                                     |  |                             |  |
| <b>14.00</b> | Ways forward to implement the action plans             | Plenary<br>Facilitators: CA, JW, JO                                |                             | To identify the next steps to implement action plans                           |
| <b>15:00</b> | Evaluation<br>Closing Speech                           | Plenary<br>Chair: JW<br>Presenters: CA, CL, DAO.                   |                             |  |

For Service Providers only:

|              |  |  |                     |   |
|--------------|--|--|---------------------|---|
| <b>16:00</b> | Introduction to LLL training resources CD.<br>Introduction to LLL service for online learning between associations and districts | Internet Cafe in Soroti town<br>Facilitators: CL,AD,JO, CA | Computers<br>Online | To introduce the LLL training resource CD<br>To demonstrate the use of the LLL internet learning platform |
|--------------|--|--|---------------------|---|

**NAADS Objectives and Strategies in Strengthening Marketing and Market Information to Farmer Groups.**

**Presentation by John Wakikona, NAADS secretariat, Kampala.**

The general objective for NAADS is to increase farmer incomes through increased productivity at farm level and increased access to market outlets. The specific objectives are to:

1. Empower farmers to demand for extension services through their groups
2. Increase farmer application of modern technologies
3. Increase farmer access to market outlets so that the farmers maximize earnings from market outlets.

These steps are a priori to commercialization of agriculture in Uganda.

Next stage requirements

In confronting marketing, farmers are better organized in high level marketing groups to: 1) bulk farmers' produce, 2) quality control, 3) storage, 4) transportation, 5) market intelligence, 6) marketing planning and 7) setting prices.

Need for high level marketing groups to have: 1) warehousing stores, 2) technical staff, 3) proper plans, 4) market information, 5) value addition facilities, 6) suitable linkages and networks, and 7) suitable infrastructure.

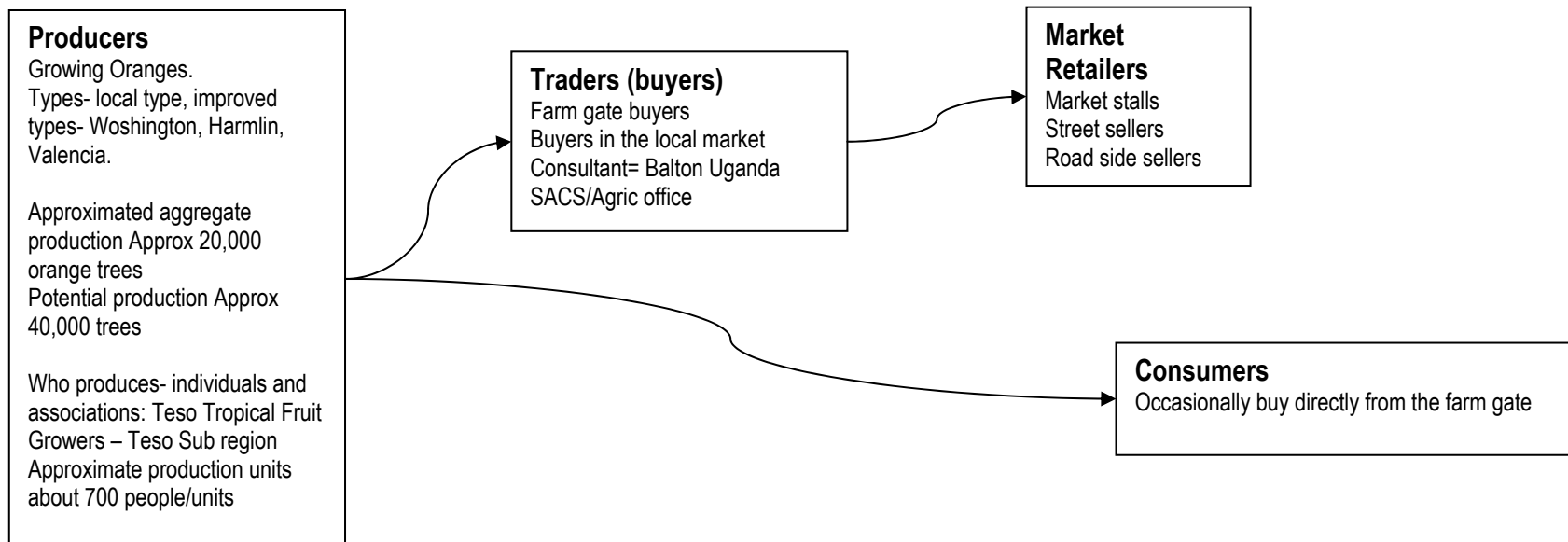
Stores receipt system requires: 1) stores registered, 2) handle storage, 3) issue receipts which are recognized as collateral security, 4) monitor markets and market prices, and 5) quality control.

Information Strategy

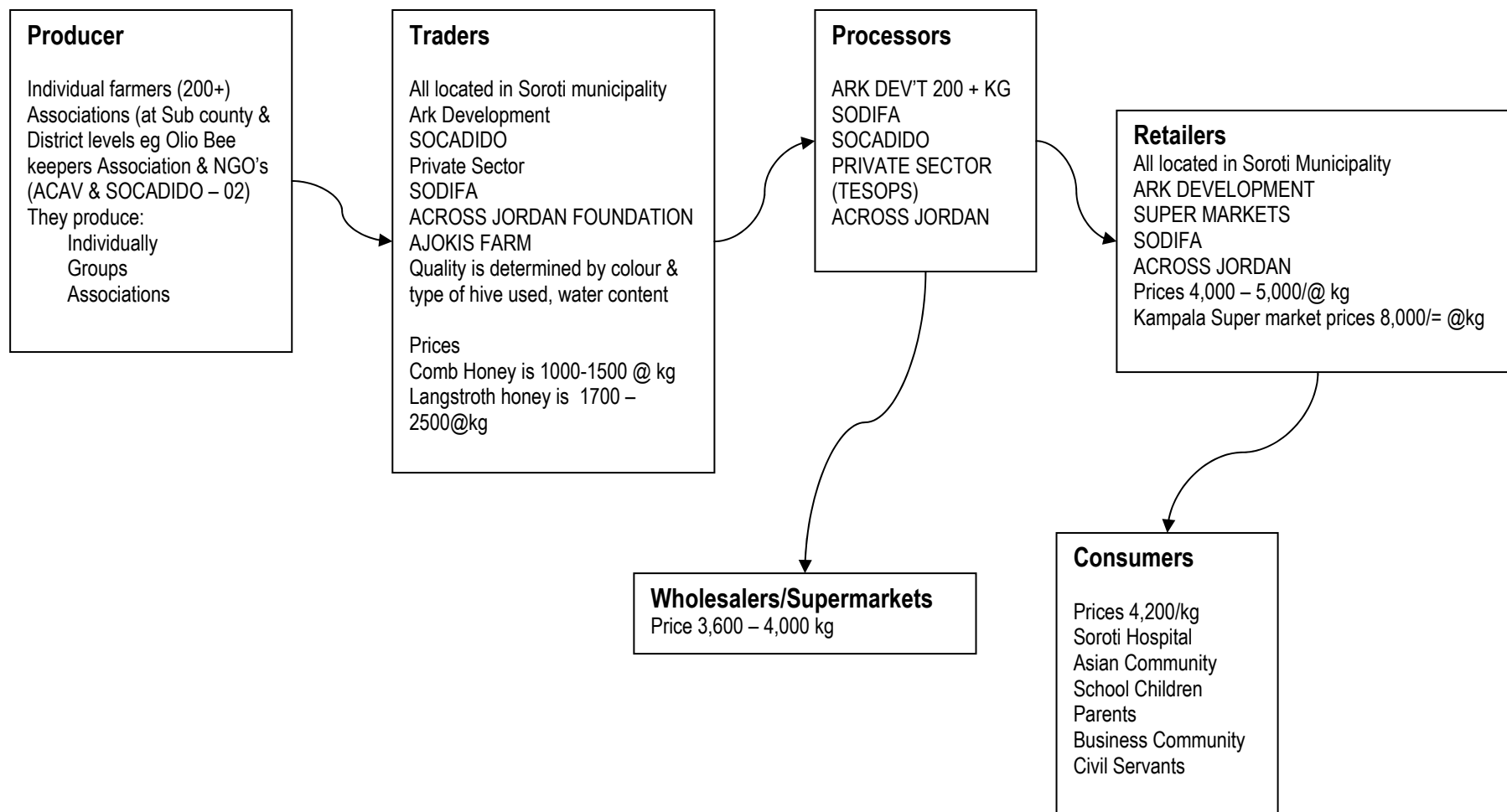
Macro level includes market surveys, production surveys and regular collection of International market prices.

Micro level includes market intelligence (local market price collection), collection of production data, and analysis of operations of local markets. Information dissemination includes: radios, posters, mobiles and ICTs

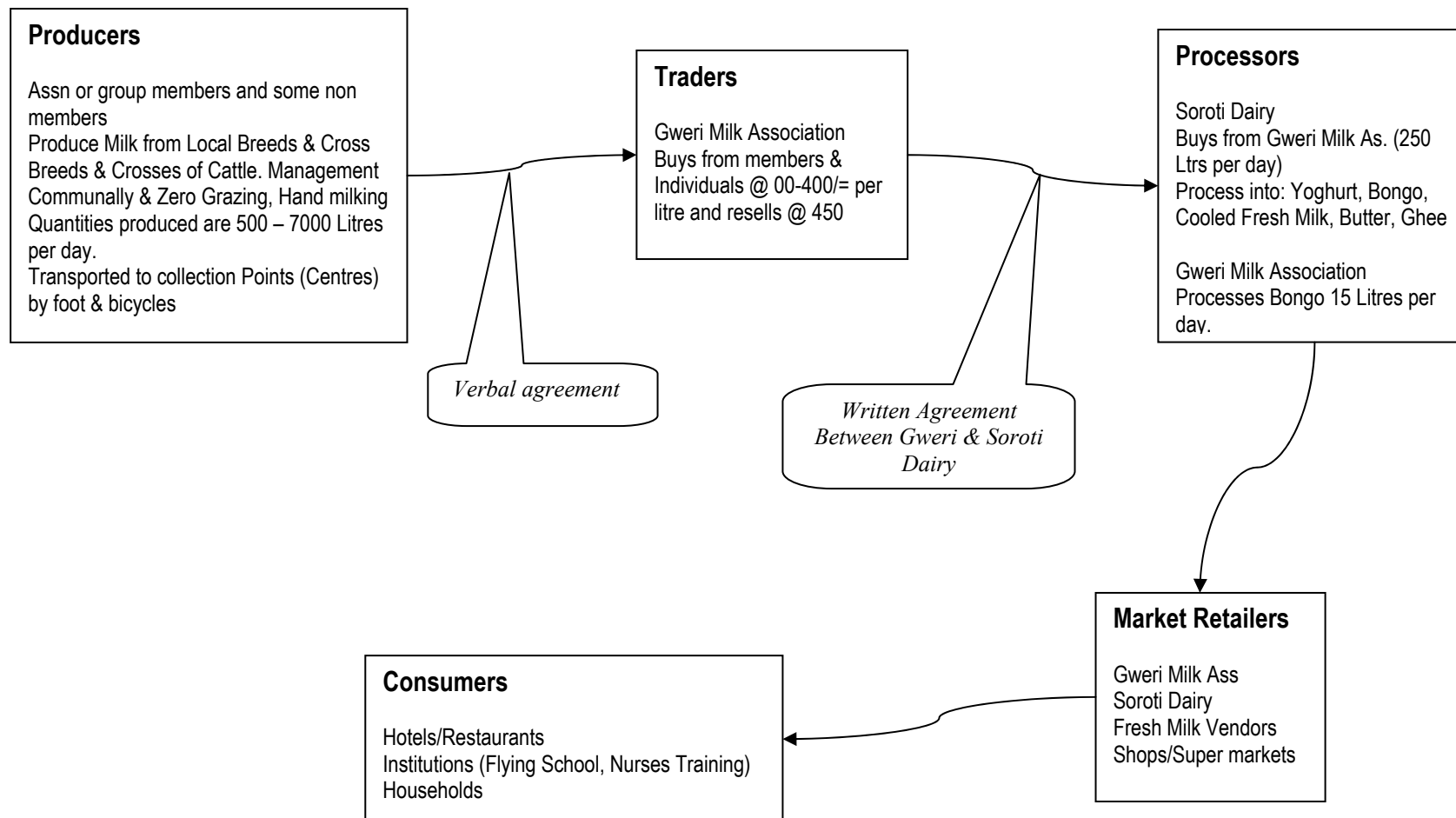
**Orange Association Existing Marketing Situation**



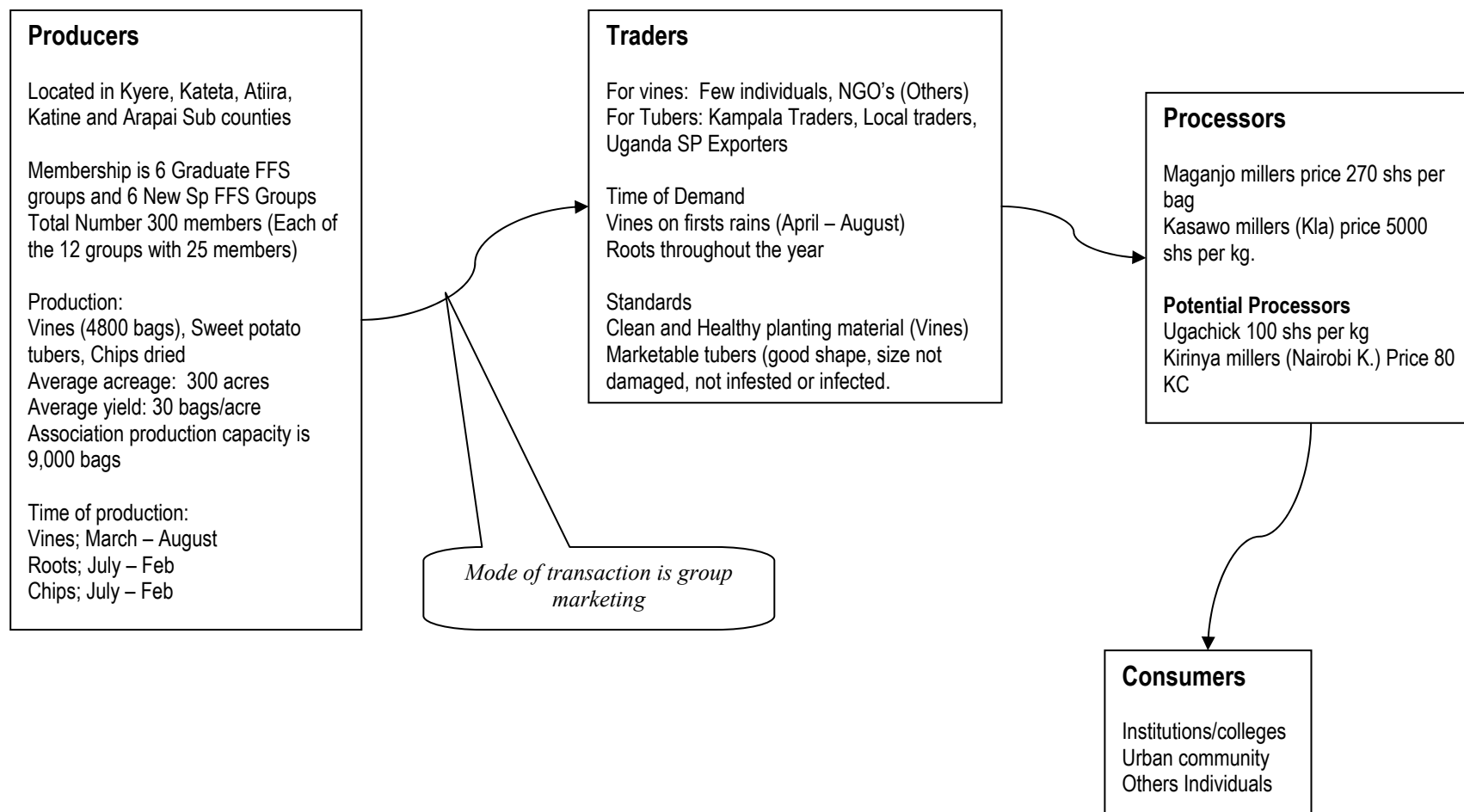
**Honey Association Existing Marketing Situation**



**Milk Association Existing Marketing Situation**



**Sweet Potato Association Existing Marketing Situation**





## **PROCEEDINGS: Strengthening Market Linkages in Soroti**

### **Ideas to Strengthen Marketing and Priorities for the Higher Level Associations**

| <b>Ideas to Strengthen Marketing</b>  | <b>Higher Level Associations</b> |                                |  |                                     |
|---|----------------------------------|--------------------------------|--|-------------------------------------|
|   | <b>Milk</b>                      | <b>Sweet Potato</b>            | <b>Oranges</b>                                     | <b>Honey</b>                        |
| How to find out the final prices which the consumer pays  |                                  |                                |  |                                     |
| How to find and link up with processors, wholesalers and big buyers   |                                  | Gabriel                        | Ezekial Ethuno                                     | Umega Constant                      |
| How to improve the quality of the products  | Nelson<br>John Onangole          | Lucy Omiat<br>Jennifer         | Egaja Celestine<br>D David<br>Cornelius            | Dan Edepu<br>Carol<br>Epere Josheph |
| How to prepare a business plan to get the equipment need eg milk coolers, transport, warehouse, cold storage.   | Joseph Opus                      | Ekinyu Eu<br>Otiira Gabriel    | Opin Joremn<br>Amuriat Michael<br>Enokokin Erarkit |                                     |
| How to determine the correct scale for production for the market  |                                  |                                |  |                                     |
| How to strengthen our higher level associations eg capacity for office bearers / having a good inventory of members / discipline among members / establishment of office with good communication facilities | Otim Okello                      | John Opola<br>Max              | Emura Steven<br>Asege Winnie                       | Betty                               |
| How to organise collective marketing strategy for the association   |                                  | Ameu Martin                    | Ejoku  |                                     |
| How to maximize adding value to our raw product including packaging and labelling   |                                  | Ekinya Christine<br>Amati Mary |  | Olega John<br>Eriaku                |
| How to set up a market information system   |                                  |                                |  |                                     |
| How to set up reliable data gathering for production weights and measures   |                                  |                                |  | Carol                               |

## **PROCEEDINGS: Strengthening Market Linkages in Soroti**

### **Action Plans for Strengthening Market Chains**

#### **How to maximize adding value to raw products**

| <b>Action</b>   | <b>Activity</b>  | <b>Responsibility</b>                | <b>Time Table</b> |
|---|--|--------------------------------------|-------------------|
| Sweet potato flour and milk products labelling              | LAB analysis to get product composition                                | UNBS contact with local private labs | Jan, Feb          |
|   | Information on lab (Names Orgn, dates Trade marks)                     | Association                          | March, April      |
| Packaging of honey, milk products and sweet potato products | Identify types of packaging material that is suitable for each product | Association                          | Feb, March, April |
|   | Research on quantity and size required by the processors or consumers  | Association                          | Jan - June        |
|   | Research on quality demanded by consumers                              | Association                          | April, May        |
| Sealing packages for sweet potato products                  | Identify the appropriate apparatus required                            | Association                          | Feb, March        |
| Storage for sweet potato                                    | Training on post harvest handling & storage                            | Technical persons                    | Jan, Feb          |
|   | Building warehouse   | Partners & Ass                       | March, April      |

#### **How to find and link up with processors, wholesalers and big buyers**

| <b>Activity</b>   | <b>Responsibility</b>                                  | <b>Time Table</b> |
|---|--|-------------------|
| Identification of all Association members and their production potential.                               | Association leadership and members at Sub county level | April, May        |
| Formation of leadership committee for linking and partnership negotiation                               | All Associations members at all levels                 | May               |
| Getting information from news papers, radio and media houses, stakeholders in market chain and internet | Linkage leadership committee members                   | April - Sept      |
| Documentation of contacts to follow up with   | Association secretariat                                | April -Sept       |
| Convening meeting of Association members to decide on next steps  | Association all members                                | May               |
| Linking up with designated Processors, Wholesalers and or big buyers                                    | Linkage leadership committee members                   | Sept              |

## **PROCEEDINGS: Strengthening Market Linkages in Soroti**

### **Action Plans for Strengthening Market Chains (continued)**

#### **How to strengthen higher level associations**

| <b>Activity</b>  | <b>Responsibility</b>      | <b>Time Table</b> |
|--|----------------------------|-------------------|
| Take Inventory of existing Associations including: Number of Assocs., What they do, Membership and geographical coverage | Assoc Secretariat          | May - Sept        |
| Review organisation of the Associations Bye laws, Bank Accounts and Executive  | Assoc office bearers       | May, June         |
| Organise relevant trainings to improve weaknesses in: Financial management, Savings & credit, others                     | NGO/Firm doing FID         | July - Nov        |
| Establish linkage for networks and improve office communications   | Assoc Secretariat          | Sept - Nov        |
| Reflection meeting to assess results and ideas to forge way forward.   | Assoc members and partners | Nov               |

#### **How to prepare a business plan to get the equipment need (example of milk cooler)**

| <b>Action</b>   | <b>Activities</b>  | <b>Responsibility</b>   | <b>Time Table</b> |
|---|--|---|-------------------|
| Survey available of equipment                               | Conduct visits to possible suppliers, surf Internet  | Association appointed committee                                 | April             |
| Consultation on durability of equipment and appropriateness | Interview potential suppliers, people already with knowledge on equipment. Surf for information from manufacturers on internet | Assoc appointed committee                                       | May               |
| Sourcing technical experts in Business Plan preparation     | Conduct stakeholders consultative meeting  | Appointed committee   | May               |
| Gathering information needed in Business Plan               | Conduct stakeholders consultative meeting  | Association members, consultants, business communities, traders | June              |
| Writing Business Plan Draft                                 | Committee members workshop or retreat  | Appointed committee and consultants                             | June              |
| Presentation of Business plan draft for approval            | General Assembly of Association members  | Appointed committee   | July              |
| Writing of Final Business Plan & Its Approval               | Committee members workshop/retreat   | Appointed committee with Assoc executive committee              | August            |
| Share Business Plan for possible funding                    | Share with donor projects, Gov't programmes (NUSAF), local financial Institutions  | Appointed committee and Executive committee                     | September         |

## **PROCEEDINGS: Strengthening Market Linkages in Soroti**

### **Action Plans for Strengthening Market Chains (continued)**

#### **How to improve the quality of products**

Milk quality: white colour, density, butter fat content, no smell, sweet taste and UNBS standards compliance

| <b>Action</b>                                 | <b>Activity</b>   | <b>Responsibility</b>  | <b>Time Table</b> |
|---|---|------------------------|-------------------|
| Improve health and nutrition of milkers       | Disease and parasite control, provide balanced nutrition and observe hygiene & sanitation                           | Farmers and technician | April – Sept      |
| Quality packaging for yoghurt and ghee making | Purchase of proper packaging materials  | Individual groups      | April, May        |
| Get cooling facility                          | Mobilised get agreement for site selection, mobilise funds hire contractor, follow up NUSAF pays location of cooler | Association and groups | April – Sept      |
| Get good crates and packs                     | Mobilize funds for purchase   | Individual groups      | May - July        |

Sweet Potato quality: uniform colour and size, pest & diseases free, No chemical residues, UNBS compliant moisture content

| <b>Action</b>      | <b>Activity</b>   | <b>Responsibility</b> | <b>Time Table</b> |
|--------------------|---|-----------------------|-------------------|
| Improve sorting    | Select proper sizing of tubers  | Individual groups     | April             |
| Improve processing | Use quality slicing machines for correct thickness of slice   | Individual groups     | April             |
| Improve packaging  | Association to purchase good quality papers for groups  | Association           | April             |
| Improve storage    | Mobilise members on need to use warehouse, Finish construction of warehouse, Improve farmers' stores. | Assoc and groups      | April - May       |

Honey quality: dark brown colour, honey smell, free water content, 80% Brix by UNBS refractometer

| <b>Action</b>                | <b>Activity</b>   | <b>Responsibility</b> | <b>Time Table</b> |
|------------------------------|---|-----------------------|-------------------|
| Good storage of comb honey   | Safety free from insects  | Groups                | July, Aug, Sept   |
| Improve processing           | Type of hive harvested (determines the type of processing)                  | Groups                | July, Aug, Sept   |
| Good storage of liquid honey | Ambient humidity and Temp. of 370C, No direct light and free from any scent | Groups                | July, Aug, Sept   |
| Promotion of good packaging  | Use of quantity bottles at standard capacities and standard levelling       | Association           | July, Aug, Sept   |

## **PROCEEDINGS: Strengthening Market Linkages in Soroti**

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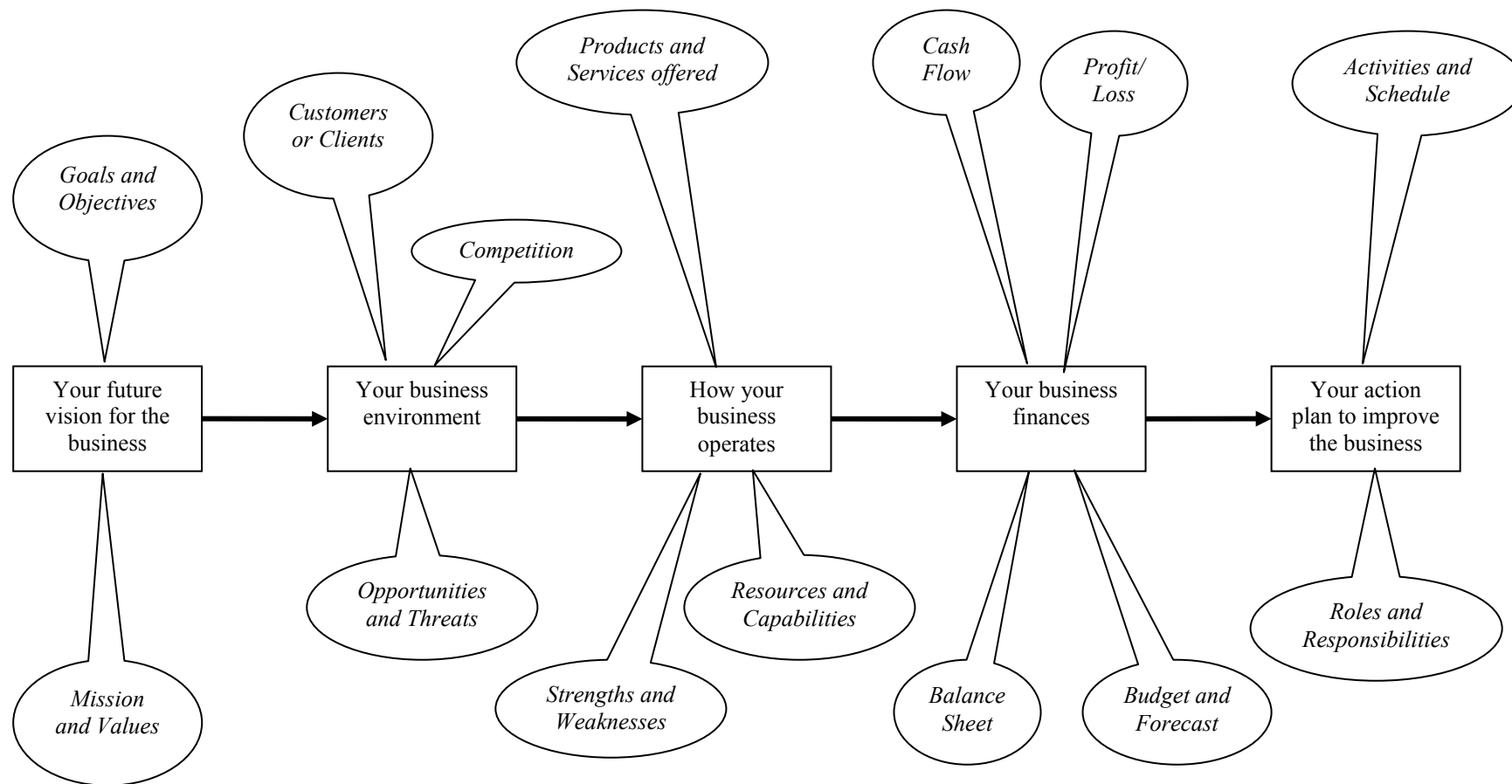
### **Action Plans for Strengthening Market Chains (continued)**

#### **How to improve the quality of the products (continued)**

Orange quality determined by: size, colour, shape and appearance.

| <b>Action</b>              | <b>Activity</b>  | <b>Responsibility</b>  | <b>Time Table</b> |
|----------------------------|--|------------------------|-------------------|
| Improved production        | Correct variety selection, proper budding                          | Individual groups      | April - August    |
| Improved harvesting        | Select only ripe fruits  | Individual groups      | April - August    |
| Proper sorting and grading | Use only correct sizing  | Individual groups      | April             |
| Improved packaging         | Purchase of recommended materials<br>Use only recommended material | Association and groups | April             |
| Transportation             | Purchase of good crates<br>Use only good crates                    | Association and groups | April             |

**The Building Blocks for a Business Plan**



## **Way Forward for Higher Level Associations**

### **Sweet Potato Association**

- Strengthen the membership of the Association through subscription by new groups and individuals.
- Find alternative market for the dried sweet potatoes chips.
- Improve on packaging and labelling of all the sweet potato products.
- Revamp and strengthen the existing leadership of the Association.

### **Oranges Association**

- Convene meeting of all Citrus growers from the different sub counties.
- Recruit other members into the Association from those who have not joined the Association but are involved in Citrus growing.
- Set up a committee that will work on the Action Plan developed at the workshop.

### **Milk Association**





- Meeting of association members to review action plan developed at workshop.
- Collection of funds to construct two milk collection centers.
- Follow up with NUSAF on proposal for milk cooler purchase and installation.

### **Bee Keepers Association**

- Review the organisation of Soroti Integrated Honey Bee Keepers Association (SIBA).
- Finalise the substantive leadership of SIBA.
- Put a three year business plan in place.
- Establish information contact points and functional offices.
- Increase emphasis on payment of registration of more members under SIBA.
- Ensure adoption of improved methods of bee keeping for quality products that can earn better market.

## PROCEEDINGS: Strengthening Market Linkages in Soroti

### Participant's Evaluation of the Workshop

| The Learning Objectives (Did you feel the learning objectives of the workshop were reached?) | <br>No! | <br>A little | <br>Yes | <br>Very much |
|--|--|---|--|--|
| To review the level of development of marketing chains in the district                       |  |   | <b>71%</b>   | <b>29%</b>   |
| To derive the way forward for strengthening of marketing chains in Soroti district           | <b>4%</b>  | <b>4%</b>   | <b>54%</b>   | <b>37%</b>   |
| To document and share success stories and experiences of Associations                        |  | <b>35%</b>  | <b>54%</b>   | <b>11%</b>   |
| <b>The facilitators, teaching methods and materials</b>                                      |  |   |  |  |
| Did the facilitators help you to learn?  |  |   | <b>54%</b>   | <b>46%</b>   |
| Were the presentations clear and easy to follow?   |  | <b>4%</b>   | <b>50%</b>   | <b>46%</b>   |
| Was the workshop done in an interesting way?   |  | <b>3%</b>   | <b>50%</b>   | <b>46%</b>   |
| Were the visual aids and handouts helpful?   |  | <b>8%</b>   | <b>57%</b>   | <b>34%</b>   |
| Were the instructions for group work clear and easy to follow?                               | <b>4%</b>  | <b>7%</b>   | <b>66%</b>   | <b>22%</b>   |

(responses from 24 participants)



**What in your opinion were the three main strengths of the workshop?**

Building of associations is now going to take place; The participants can now go to their groups to inform what is to do, Participants are going to produce more crops; Ideas how to strengthen the higher level associations (x2); How to prepare a business plan (x2); How to link up with processors; Trained most of the members to know how to strengthen their association; Given associations way forward to establish markets; Identifying challenges and using them as activities in market linkages;

Participation by all members (x4); Group discussions (x3); Sharing of all sessions; Simple facilitation skills used by facilitators (x6); Having knowledgeable facilitators; Friendly way the workshop was facilitated; Right participants invited to the workshop (x2); Workshop was participatory and not discriminatory (x3); Delivery presentations was superb by the facilitator; Handouts given concise to follow (x2); Group work and presentations were lively; Open of our minds; Developing an action plan; free and fair detailed information discovery; learning by doing; participants were actively involved; Sharing of knowledge; free flow of the ideas; participatory learning was highly involved – participation gave answer to their problems; the ability of facilitators to deliver the material the ability of the DNC and secretariat representative to backstop; clarity and simplicity of the facilitation and presentations (x2); participation of the attendants kept the workshop alive; documentation and flow of issues was good; Participants communicated with ease – language.

It helped the capacity building; Associations to make money through being informed through their own efforts; togetherness of the farmers; quality of all the products attract market; learning ideas for strengthening business groups; addressing the existing challenges of the associations in the District; has a future as far as strengthening marketing is concerned

**What in your opinion were the three main weaknesses of the workshop?**

Time was short we could have had a 4 day workshop; The days allocated were not enough to cover much; Poor time management by participants (x3); little time in terms of duration; Starting time, time of ending was not kept;

Poor coordination especially the organisers; Organisation was a bit poor (x7); Mobilisation of participants; Abrupt invitation communication; Load shedding was experienced; Invitation was not uniform for all participants other were asked to come on the second day.

What I learnt was not in my mind since I joined NAADS; Some participants thought that they could be linked directly to the market; The documentation of experiences from other parts were not so much shared.

Some relevant stakeholders didn't attend e.g. executive members of the associations; Poor representation of some of the associations.

**Do you have any other comments you would like to share?**

Well designed workshop developed and implemented; Time was limited; Workshop started and ended well; Organise a workshop for at least 2 weeks preferably residential so that even at night we can cover certain aspects exhaustively; Come back again for more knowledge (x4); this should take place in other districts as well.

Please keep monitoring the associations; a follow up should be made; organise more workshops to review the progress and share experiences (x2) Action plans should be implemented and relevant authorities to do constant follow up to make this venture a success; Ensure follow up is done to see the associations are operational in the enterprises they represent.

Tour to learn what others are doing; A concerted effort to follow up this workshop will see associations taking root after a long time of stagnation marketing is an important component of production; All members who attended the workshop should practice what they found in the workshop.

If this programme continues by joining two parties of Uganda and Tanzania so that we collaborate; It is better to do a practical visit to see what other groups are doing and share their experiences.

## **PROCEEDINGS: Strengthening Market Linkages in Soroti**

### **Participants Contacts Details**

| <b>No</b> | <b>Name</b>           | <b>Organization</b>                | <b>Email</b>   |
|-----------|-----------------------|------------------------------------|--|
| 1         | Jennifer Hire         | FFS, Busia District                | <a href="mailto:hirejennifer2002@yahoo.com">hirejennifer2002@yahoo.com</a> |
| 2         | Betty Ajambo          | FFS, Busia District                | <a href="mailto:ajambob2004@yahoo.com">ajambob2004@yahoo.com</a>           |
| 3         | Nelson Omoding        | Gweri Dairy & Farmers Assoc        | <a href="mailto:gweridairy@yahoo.com">gweridairy@yahoo.com</a>             |
| 4         | Eugene Ekinyu         | Abuket Sweet Potato Assoc, Kyere ( | <a href="mailto:eugene_ekinyu@yahoo.com">eugene_ekinyu@yahoo.com</a>       |
| 5         | Mary Amati            | Sweet Potato Assoc                 |  |
| 6         | B.A.G Onyait          | Sweet Potato Assoc                 |  |
| 7         | Christine Ekinyu      | Sweet Potato Assoc                 |  |
| 8         | Egaja Eeru            | FFS                                |  |
| 9         | Esther Kitui          | SDLG                               |  |
| 10        | Gabriel Otiira        | SDLG, Kyeri                        |  |
| 11        | Vincent Ogwang        | SDLG                               |  |
| 12        | Caroline Asekenye     | KATETA                             |  |
| 13        | Winnie Asege          | Dakabela Rural Women Dev. Assoc.   | <a href="mailto:asegewinnie@yahoo.com">asegewinnie@yahoo.com</a>           |
| 14        | Stephen Okudu         | SDGL                               |  |
| 15        | Jorem Obicho Opian    | Teso Tropical Fruit Growers Assoc. |  |
| 16        | James Okoth           | FAO FFS                            | <a href="mailto:james.okoth@fao.org">james.okoth@fao.org</a>               |
| 17        | Joseph Opus Otuko     | NAADS Gweri                        |  |
| 18        | Cornelius Engwau      | Member Marketing                   |  |
| 19        | Paul Egelu            | Vaqua Inter Consult                |  |
| 20        | John Onangole         | NAADS Asuret sub county            | <a href="mailto:onangolejohn@yahoo.co.ug">onangolejohn@yahoo.co.ug</a>     |
| 21        | David Oumo            | SC Farmer Forum                    |  |
| 22        | Dan Edepu             | Teso Private Sector Dev. Centre    | <a href="mailto:edeputim@yahoo.com">edeputim@yahoo.com</a>                 |
| 23        | William Elengu Arugai | ARK Dev. Services                  |  |
| 24        | Stephen Enokokin      | Dept Agric.                        |  |
| 25        | Michael Amuriat       | Dept Agric.                        |  |
| 26        | F Omuria              | Dept Agric.                        |  |

## **PROCEEDINGS: Strengthening Market Linkages in Soroti**

### **Participants Contacts Details (continued)**

| No | Name              | Organization                    | Email  |
|----|-------------------|---------------------------------|--|
| 27 | J.F Okalany       | SLDG                            |  |
| 28 | Samuel Ejoku      | Soroti District Farmers Assoc   | <a href="mailto:samuelejoku@yahoo.co.uk">samuelejoku@yahoo.co.uk</a>                 |
| 29 | Donald Eligu      | SDLG                            |  |
| 30 | Stephen Emuria    | RIDA                            |  |
| 31 | Max Olupot        | CIP Sweet potato FFS            | <a href="mailto:omaxaben@yahoo.com">omaxaben@yahoo.com</a>                           |
| 32 | E Eriaku          | NAADS Olio                      |  |
| 33 | Lucy Omiat        | SODIFA                          |  |
| 34 | Charles Aben      | NAADS Soroti                    | <a href="mailto:stnaads@yahoo.co.uk">stnaads@yahoo.co.uk</a>                         |
| 35 | Peter Oluka       | SC Farmer Forum, Kyeri          |  |
| 36 | H Asuko           | NAADS Soroti                    |  |
| 37 | John Opola        | FFS Arapai                      |  |
| 38 | John Elamu        | NAADS Kateta                    |  |
| 29 | Isaac Okwang      | SC Farmer Forum, Tubur          |  |
| 30 | Ezekiel Eituno    | Dokolo Gweri Farmers Initiative |  |
| 31 | Veronica Onanyang | PROC. Bugondo                   |  |
| 32 | Sam Edimu         | FF Bugondo                      |  |
| 33 | Constant Omuge    | ARK Dev. Services               |  |
| 34 | Francis Otim      | NAADS, Bugondo sub county       | <a href="mailto:francisotim@yahoo.co.uk">francisotim@yahoo.co.uk</a>                 |
| 35 | Joseph Otim       | SDLG                            |  |
| 36 | C Owera           | Asuret                          |  |
| 37 | John Oleja        | Cross Jordan Foundation         | <a href="mailto:crossjordanfoundation@yahoo.com">crossjordanfoundation@yahoo.com</a> |
| 38 | John Wakikona     | NAADS Secretariat               | <a href="mailto:jwakikona@naads.or.ug">jwakikona@naads.or.ug</a>                     |

## **Acknowledgements**

We wish to acknowledge the hard work and effort of Charles Aben, NAADS coordinator in Soroti District and his staff for organizing and managing this workshop. We also thank John Wakikona from the NAADS secretariat for his support to this work. Lastly, we wish to thank James Okoth of the FAO Farmer Field Schools Network in Uganda for his support to the facilitation of the workshop.

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The facilitators: Clive Lightfoot and Anne Dennig.

