

SARAH MAYANJA

AUGUST 2009 REPORT – MID WESTERN/WESTERN REGION

INTRODUCTION

During the month of August, the trade partners some of the IBMs and Trade Agents affiliated to Excel Hort Consult MAC were able to earn modest commissions from local deals as well money from adverts. At the National Level, no deals were initiated principally because the RM was away.

IBM PERFORMANCE

As mentioned above, some IBMs in the western region have continually registered income from their businesses. However, some have not made any money to date. In a bid to expand their income generating streams, 3 IBMs under the BCI network have been registered as MTN Mobile money agents and soon be trained before they can commence business. One IBM located in Mityana town lost her phone, yet she had registered as a mobile money agent. The RM has agreed to extend a 'soft' loan to bail her out in this.

DEALS

The Moringa deal fell flat, as a result of the buyer's terms which could not be negotiated. There was a lot of maize harvested in the area, however, the prices being offered by the buyers were way low compared to what the farmers' asking price.

SMS SUBSCRIPTIONS

No sales were made this month, however a number of prospective clients have been approached and hopefully they will buy the service in the near future.

OTHER ACTIVITIES

A meeting was held at NMC level and was attended by all RMs, the Database Manager and the MD. During the meeting, the business plan was reviewed, as well as performance from each region. The meeting was important in that a lot of learning and sharing was done in terms of how to deal with non performing IBMs, deal making and tracking, among others.

PLANNED ACTIVITIES FOR SEPTEMBER

- Preparations for the trade fairs (national and regional)
- Assist 3 IBMs and 1 MAC in launching their mobile money business
- B2B learning, mentoring and coaching of MACs and IBMs
- Support IBMs and MACs in business development

## MAC - IBM CONTACTS

DISTRICT	MAC	IBM	LOCATION	MOBILE	EMAIL		
Kabale	Excel Hort Consult (Alex Ariho)	Rita Nimusiima	Kabale Town,	772467207	<a href="mailto:ariho_alex@yahoo.com">ariho_alex@yahoo.com</a>		
		Byahuka Julius	Excel Office, Kabale town	775514662	<a href="mailto:excelhort@gmail.com">excelhort@gmail.com</a>		
		Turyamureeba Robert	Noozi, Rwamucucu	702500241			
		Rwamahe Keith	Kabale Central Market	774610730			
		Atukwatse Rose	Kyanamira	715284648			
Bushenyi	Excel Hort Consult (Bazitire Grace)		Excel Office, Kabale town	702712114	<a href="mailto:atukwatserose@yahoo.com">atukwatserose@yahoo.com</a>		
			Bushenyi Town	772699268	<a href="mailto:graceariho@gmail.com">graceariho@gmail.com</a>		
	Excel Hort Consult (Robert Esimu)		Bushenyi Town		<a href="mailto:Robertesimu@yahoo.com">Robertesimu@yahoo.com</a>		
		Rusiima Grace	Bitooma, Kyamuhunga	755336202			
		Mugisha Fred	Ndagaro, Ryeru	703130037			
		Umaru Kakwihikire	Bitho, Ryeru	772419527			
		Tumwesigye Vincent	Buzenga, Ryeru	774229038			
		Tumwebaze Robert	Mwogera, Katerera	754402944			
		Kyaruhe Joinus	Bushenyi Town	775392543			
		Tumwesigye Nicholas	Ishaka Town	702960926			
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		Dennis Tugume	Kanungu Town	772624155	<a href="mailto:dtugume22@yahoo.com">dtugume22@yahoo.com</a>		
Kanungu	Excel Hort Consultants	Kamara Jackson	Rutenga, Kanungu	782144197			
		Musimenta Jeninah	Mbarara Central Market	772640824	<a href="mailto:nsimentaj@yahoo.com">nsimentaj@yahoo.com</a>		
Mbarara	Excel Hort Consultants	Tweheeyo Herbert	Mbarara Taxi Park	772460096			
		Batarana	Ibanda town	752863298			
Ibanda Mityana	Excel Hort Consultants BCI (Damalie Magala) BCI (Ronald Mpungu)		Mityana Town	712808829	<a href="mailto:dbmagala@yahoo.com">dbmagala@yahoo.com</a>		
			Mityana Town	782659156	<a href="mailto:mpunguronald@yahoo.com">mpunguronald@yahoo.com</a>		
		Siraj Walugembe	Banda, Mityana	777503079			
		Mubiru GW	Sserinya, Mityana	753384783			
		Nakibirango Robinah	Bulabakalu, Mityana	773760970			
		Sebanginga Ditto	Maanyi, Mityana	774821060			
		Sylvia Nakazibwe	Mityana Town	773507639			
		Sebalamu Henry	Kajoji, Mityana	753904443			
		Annemavet	Mityana Town	772442762			
		Mpungu Sam	Bulera, Mityana	774116024			
		Mpigi	BCI	Ssazi Richard	Nkokoma , Mpigi	772334627	

IBM	LOCATION	identified	Step 1 training	Step 1 Cert	Step 2 Train	Step 2 Cert	Step 3 train	License	Operational	number of adverts	income from advert fees	number of deals	Income from commissions on deals	amount of rent paid	number of days send in price data
												1	400,000.00		
Rita Nimusiima	Excel Office, Kabale town	1	15-Jan-09	01-Apr-09	05-Jan-09	01-May-09									8
Byahuka Julius Turyamureeba	Noozi, Rwamucucu	1	10-Sep-08	15-Jan-09	23-Mar-09										
Robert	Kabale Central Market	1	10-Sep-08	15-Jan-09	23-Mar-09					1	5,000.00	1	25,000.00		
Rwamahe Keith	Kyanamira	1	10-Sep-08	15-Jan-09	23-Mar-09					1	7,000.00	1	30,000.00		
Rose Atukwatse	Excel Office, Kabale town	1	15-Jan-09	01-Apr-09	01-May-09	01-May-09									
Rusiima Grace	Bitooma, Kyamuhunga	1	01-Oct-08	15-Jan-09	23-Mar-09										
Mugisha Fred	Ndagaro, Ryeru	1	01-Oct-08	15-Jan-09	23-Mar-09										
Umaru Kakwihikire	Bitho, Ryeru	1	01-Oct-08	15-Jan-09	23-Mar-09										
Tumwesigye Vincent	Buzenga, Ryeru	1	01-Oct-08	15-Jan-09	23-Mar-09										
Tumwebaze Robert	Mwogera, Katerera	1	01-Oct-08	15-Jan-09	23-Mar-09										
Kyaruhe Joinus	Bushenyi Town	1	01-Oct-08	15-Jan-09	23-Mar-09					1	50,000.00	1	0.00		5
Tumwesigye Nicholas	Ishaka Town	1	19-May-09	14-Jun-09						1	0.00				

Ahimbisibwe Alfred

David Niwagaba  
Kamara Jackson

1 800,000.00

Musimenta Jeninah	Mbarara Central Market	1	18-May-09	01-May-09
Tweheeyo Herbert	Mbarara Taxi Park	1	18-May-09	01-May-09
Batarana	Ibanda town	1	18-May-09	01-May-09
Kihosho Rutebuka	Ibanda			

Siraj Walugembe	Banda, Mityana	1	22-Jan-09	31-Jan-09	25-Mar-09
Mubiru GW	Sserinya, Mityana	1	22-Jan-09	31-Jan-09	25-Mar-09
Nakibirango Robinah	Bulabakalu, Mityana	1	22-Jan-09	31-Jan-09	25-Mar-09
Sebabinga Ditto	Maanyi, Mityana	1	22-Jan-09	31-Jan-09	25-Mar-09
Sylvia Nakazibwe	Mityana Town	1	22-Jan-09	31-Jan-09	25-Mar-09
Sebalamu Henry	Kajoji, Mityana	1	22-Jan-09	01-Apr-09	28-Mar-09
Annemavet	Mityana Town	1	14-Apr-09	5th May 09	
Sam Mpungu	Bulera, Mityana	1	16-Jun-09	18-Jun-09	
Ssazi Richard	Nkokoma, Mpigi		22-Jan-09		

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TOTALS	23		0	4	62,000.00	5	1,255,000.00	0	13
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Details of deal	Registered deal No1	Registered deal No2
date buyer agreement signed	date	
date seller agreement signed	date	
client	ORGANIC BIOBEST	ORGANIC BIOBEST
commodity	HONEY	MORINGA
target volume	500KG	5 MT
quality	text	FAQ
transaction unit (bag, crate)	CARTON	BAG
transport unit (pick up, 5 - 10 ton lorry)	text	
farmer price per kg	7,000.00	\$550/MT
farmer income target volume	3,500,000.00	2,750.00
commission per kg	200.00	\$50/MT
commission for deal	100,000.00	250.00
start date	To be determined	To be determined
end date	To be determined	To be determined
certified volume at collection point	500 kg	5 MT
collection point locations	Kampala	Kampala
collection dates	To be determined	To be determined
collected volume	amount	
amount paid to farmers	money	
date paid to farmers	date	
amount of commission paid	money	
date commission paid	date	
MAC/IBM participating	Excel Hort Consult	
Remarks	Deal cancelled	Deal cancelled