

SARAH MAYANJA

PROGRESS REPORT FOR THE MONTH OF JULY 2009

1. IBM PERFORMANCE

(a) EXCEL HORT CONSULT NETWORK

The strategy commencing this month has been consolidation and strengthening of the existing network. As such, a review of IBM and TA performance was done with the Team Leader of Excel Hort Consult, in a bid to agree on a course for action for the IBMs that have been overtly dormant in the past few months. IBMs that have not registered any income from adverts or commission from local deals will be deregistered and the IBs given to active TAs who hitherto had no IBs. The IBMs in Mbarara, Ishaka, Bushenyi Town and Kabale Town have continued to be active this month, sharing market information and also posting offers to sell various commodities.

BCI NETWORK – 1 IBM

This month, the BCI network was not very active in terms of market information sharing and deal sourcing. However, the network shares information amongst the IBMs within its area of operation. The most active IBM based in Mityana town is on study leave and as such price information has not been readily available from the area. Efforts to get an alternate person to man the board in her absence have not been successful.

Deal tracking/sourcing

Maize and pineapples are in season in various parts of the country. As a result, offers to sell for these commodities were posted on the Agrinet platform. However, the prices offered by the maize buyer(s) were low, and though the IBMs/TAs really tried to respond with counter offers, the buyers responded that the price was too high and as a result no deals were made. The moringa buyer communicated that the deal had been okayed by his buyer in India but the price was not negotiable. Unfortunately, the dollar had gone down which meant that the price offered to the farmers/sellers was lower as compared to the time when the enquiry was made. Talks are still ongoing with the buyer but no agreement has been reached.

3. OTHER ACTIVITIES – SELL OF SMS BULLETINS

2 prospective buyers have been sourced and identified to procure sms bulletins. They haven't paid yet but hopefully they will pay early next month.

4. CHALLENGES

The biggest challenge faced was deal making. Though there seemed to be high prospects for maize and pineapples, no deals were made. Forward contracts is what seems to be the viable way out and efforts will be made at the start of the coming season to identify farmer groups to undertake this.

MAC - IBM CONTACTS

DISTRICT	MAC	IBM	LOCATION	MOBILE	EMAIL		
Kabale	Excel Hort Consult (Alex Ariho)	Rita Nimusiima	Kabale Town,	772467207	ariho_alex@yahoo.com		
		Byahuka Julius	Excel Office, Kabale town	775514662	excelhort@gmail.com		
		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	atukwatserose@yahoo.com		
			Bushenyi Town	772699268	graceariho@gmail.com		
	Excel Hort Consult (Robert Esimu)		Bushenyi Town		Robertesimu@yahoo.com		
		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			
Rukungiri	"	Ahimbisibwe Alfred	Rukungiri Town	772328451	ahimbisibwealfred@yahoo.com		
			Kanungu Town	772624155	dtugume22@yahoo.com		
Kanungu	Excel Hort Consultants	Kamara Jackson	Rutenga, Kanungu	782144197			
Mbarara	Excel Hort Consultants	Musimenta Jeninah	Mbarara Central Market	772640824	nsimentaj@yahoo.com		
		Tweheeyo Herbert	Mbarara Taxi Park	772460096			
Ibanda Mityana	Excel Hort Consultants BCI (Damalie Magala) BCI (Ronald Mpungu)	Batarana	Ibanda town	752863298			
			Mityana Town	712808829	dbmagala@yahoo.com		
			Mityana Town	782659156	mpunguronald@yahoo.com		
		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
Excell Horti												1	300,000.00		
Rita Nimusiima	Excel Office, Kabale town	1	15-Jan-09	01-Apr-09	05-Jan-09	01-May-09									12
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	10,000.00	1	40,000.00		
Rwamahe Keith	Kyanamira	1	10-Sep-08	15-Jan-09	23-Mar-09					1	8,000.00				
Rose Atukwatse	Excel Office, Kabale town	1	15-Jan-09	01-Apr-09	05-Jan-09	01-May-09						1	150,000.00		
Rusiima Grace	Bitooma, Kyamuhunga	1	15-Jan-09	01-Oct-08	23-Mar-09										
Mugisha Fred	Ndagaro, Ryeru	1	15-Jan-09	01-Oct-08	23-Mar-09										
Umaru Kakwihikire Tumwesigye Vincent	Bitho, Ryeru	1	15-Jan-09	01-Oct-08	23-Mar-09										
Tumwebaze Robert	Mwogera, Katerera	1	15-Jan-09	01-Oct-08	23-Mar-09										
Kyaruhe Joinus Tumwesigye Nicholas	Bushenyi Town	1	15-Jan-09	01-Oct-08	23-Mar-09					1	50,000.00	1	150,000.00		12
Ahimbisibwe Alfred	Ishaka Town	1	19-May-09	14-Jun-09						1	120,000.00				

Dennis Tugume								1	110,000.00					
Kamara Jackson														
Musimenta Jeninah	Mbarara Central Market	1	18-May-09	01-May-09					1	20,000.00	6			
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 Banda, Mityana							1	10,000.00					
Siraj Walugembe		1	22-Jan-09	31-Jan-09	25-Mar-09			1						
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	28-Mar-09					3			
Sebalamu Henry	Kajoji, Mityana	1	22-Jan-09	01-Apr-09										
Annemavet	Mityana Town	1	14-Apr-09	05-Feb-09										
Sam Mpungu	Bulera, Mityana	1	16-Jun-09	18-Jun-09										
Ssazi Richard	Nkokoma , Mpigi		22-Jan-09											
TOTALS		23						0	6	198,000.00	5	470,000.00	0	33

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	Sample approved, waiting for order