

SARAH MAYANJA

PROGRESS REPORT FOR THE MONTH OF JUNE 2009

1. IBM ROLL OUT AND PERFORMANCE

EXCEL HORT CONSULT NETWORK

During this month, one IBM based in Ishaka town who had been identified in May was leased an Information Board. Excel Hort Consult have in the recent past shared information on LLL about this IBM (Tumwesigye Nicholas) who identified a unique way of using the IB by posting job adverts run in the newspapers on a weekly basis. He makes money from the sale of Local Government job application forms, which he photocopies and makes available for people who respond to the adverts. Mr. Tumwesigye's core business in sale of stationery and related services.

BCI NETWORK

One IBM was identified and leased a board which was installed at Bulera Trading Center, in Mityana District. The IBM has already posted 2 adverts on his board, which has drawn a lot of attention from the general public due to its strategic location. A sale of sms bulletins/trade alerts was registered to a big buyer based in Mubende Town. One potential buyer was also identified and hopefully he will register for the sms bulleting service this month.

2. DEAL TRACKING/SOURCING

During this month, efforts were made to source and broker a deal on Moringa. The enquiry was obtained by the RM Kampala from BIOBEST a company that had expressed interest to buy honey last month. A proforma invoice was sent to the buyer, who in turn asked for a sample. The sample was sent and approved, and we are still waiting for a go ahead to commence delivery.

3. OTHER ACTIVITIES – BUSINESS COUNSELLING WORKSHOP

Traidcraft held a business counseling workshop for the 3 NMCs. The workshop was of great value in terms of skills obtained, which I will immediately use in mentoring and coaching my trade network. As one of the way forward, am going to launch a discussion on 'Criteria for IBMs' on LLL.

4. CHALLENGES

The biggest challenge faced was obtaining the payment for the sms bulletins from the buyer. It was difficult to meet personally yet the amount of money was relatively small and didn't warrant a trip to the buyer.

MAC - IBM CONTACTS

| DISTRICT | MAC | IBM | LOCATION | MOBILE | EMAIL |
|-----------|-------------------------------------|---------------------|---------------------------|-----------|--|
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| Mpigi | under BCI MAC? | Ssazi Richard | Nkokoma , Mpigi | 772334627 | |

[illegible]

| 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 | Buyer made a counter offer of 4000/kg | Sample approved, waiting for order |