

SARAH MAYANJA

PROGRESS REPORT FOR THE MONTH OF MAY 2009

1. IBM ROLL OUT AND PERFORMANCE

(a) EXCEL HORT CONSULT NETWORK

In the month of May, 2 IBMs that were identified last month in Mbarara were leased information Boards. One board was installed in Mbarara Central Market and the other in the old taxi park structure market at an agro input dealers shop. The IBM in Mbarara Central Market (Jenina) is quite active, sends price info three times a week and has already earned a modest commission on a deal she brokered.

The IBM in the old taxi park –the agro inputs dealer has not yet started sharing info, partly because we have not yet designed a standard format on what kind of information they should share, and the frequency of transmission.

Another IBM was trained and leased with an information board, which was installed in Ibanda town. The IBM is a trader dealing in various commodities including beans, maize, and cassava chips among others. He has shared market information a few times this month.

(b) BCI NETWORK

In a bid to grow the BCI network, an exploratory visit to Mubende was undertaken this month. A big buyer for beans and maize was identified, and also a trader who could be trained as an IBM. Next month, the potential IBM will be recruited into the network and modalities worked out to engage with the big buyer since harvests have already commenced.

2. Deal tracking/sourcing

During this month, efforts were made to source and broker a deal on honey. The RM Kampala identified and shared info on a buyer (BIOBEST) who was interested in procuring honey from Uganda. Excel Hort Consult was interested in the deal, and was requested to provide a sample which they did. The sample was approved, and the buyer provided specifications (quality, packaging) and asked for a price quotation. The quotation was sent (basing on prevailing market prices) but the buyer came back with a counter offer of 50% of the price quoted. Given that the price offered was too low, this deal was put on hold. The benefits of this effort was that Excel Hort Consult was able to establish firm contacts with the producers and now has indicative production capacities and available quantities for sale.

Oranges from Soroti to Kabale: During the training that was held for IBMs and RMs in Soroti, discussions were held with Eng Gaudensius on this deal. He reiterated the fact that 50 bags (which is the current demand in Kabale) is not an economically viable amount to transport. A suggestion was made to explore the demand from Mbarara and make a combined order. Engineer was of the view that the traders should pick the oranges from Kampala, but also suggested for a face-to-face meeting next month.

3. OTHER ACTIVITIES

Training was held for IBMs and RMs in Soroti on May 30th – 31st 2009. The purpose of the meeting was to provide support and bring the new RM to speed on IBM mentoring, deal sourcing, tracking and monitoring among others. Monthly reporting was also emphasized and sharing/learning on LLL. The new LLL guide and IBM training manual were shared, and future upcoming activities agreed upon.

4. CHALLENGES

The biggest challenge is still in sourcing deals. Since the year began, efforts to broker deals have been fruitless and at times I have had to compensate farmers who had commenced on getting the products ready for trade (e.g. the gonja deal).

Market information sharing though is getting better is still not consistent and reliable. As such, it will be difficult to sell sms bulletins when our info is still inconsistent. In addition, one very active IBM in Mityana left the network and relocated from the town.

MAC - IBM CONTACTS

DISTRICT	MAC	IBM	LOCATION	MOBILE	EMAIL
Kabale	Excel Hort Consult (Alex Ariho)	Rita Nimusiima	Excel Office, Kabale town	775514662	excelhort@gmail.com
		Byahuka Julius	Noozi, Rwamucucu	702500241	
		Turyamureeba Robert	Kabale Central Market	774610730	
		Rwamahe Keith	Kyanamira	715284648	
Bushenyi	MAC ?? (Rose Atukwatse) Excel Hort Consult (Bazitire Grace) Excel Hort Consult (Robert Esimu)		Kabale Town,	702712114	atukwatserose@yahoo.com
			Bushenyi Town	772699268	graceariho@gmail.com
			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	Ishaka Town	775392543	
		Ahimbisibwe Alfred	Rukungiri Town	772328451	ahimbisibwealfred@yahoo.com
Rukungiri Kanungu		Dennis Tugume	Kanungu Town	772624155	dtugume22@yahoo.com
		Kamara Jackson	Rutenga, Kanungu	782144197	
Mbarara		Musimenta Jeninah	Mbarara Central Market	772640824	
Ibanda		Tweheeyo Herbert	Mbarara Taxi Park	772460096	
		Batarana	Ibanda town	752863298	
Mityana	BCI (Damalie Magala) BCI (Ronald Mpungu)	Kihosyo Rutebuka	Ibanda		
			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	
Mpigi	BCI (??)	Ssazi Richard	Nkokoma , Mpigi	772334627	

Kakwihikire				Oct-08						
Tumwesigye Vincent	Buzenga, Ryeru	1	date??	1-Oct-08						
Tumwebaze Robert	Mwogera, Katerera	1	date??	1-Oct-08						
Kyaruhe Joinus	Ishaka Town	1	date??	1-Jan-09	??	46,000.00	??	150,000.00		12
Ahimbisibwe Alfred		1	date??							
Dennis Tugume Kamara Jackson		1	date??							
Musimenta Jeninah	Mbarara Central Market	1	date??	1-May-09			??	20,000.00		
Tweheeyo Herbert	Mbarara Taxi Park	1	date??	1-May-09						
Batarana	Ibanda town	1	date??	1-May-09						
Kihosho Rutebuka	Ibanda	1	date??		??	2,000.00				
Siraj Walugembe Mubiru GW	Banda, Mityana Sserinya,	1	date??	1-Jan-09	??	5,000.00	??	20,000.00		
		1	date??	1-						

	Mityana			Jan-09			
				1-			
Nakibirango Robinah	Bulabakalu, Mityana	1	date??	Jan-09			
				1-			
Sebabinga Ditto	Maanyi, Mityana	1	date??	Jan-09			
				1-			
Sylvia Nakazibwe	Mityana Town	1	date??	Jan-09	date??	Mar-09	
				1-			
Sebalamu Henry	Kajoji, Mityana	1	date??	Apr-09			
				1-			
Annemavet	Mityana Town Nkokoma ,	1	date??	Jan-09			
Ssazi Richard	Mpigi	1	date??				

TOTALS	2	59,500.00	2	385,000.00	0	27	
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