

Farming as a Business

Mbalizi Parish, May 2017, Janet Buresh, Farmer to
Farmer

TZ90, Tanzania F2F Grains Project

Objectives

- ▶ Implement Business Practices to Improve Profits
- ▶ Build Group Capacity and Women Participation



Day 1 Itimba Village

Methods for Training

Farmer Work

- ▶ List: Crop cost; yields
- ▶ Observe: costs; risks
- ▶ Math: Price; profits
- ▶ Cash Calendar
- ▶ Brainstorm: profit ideas
- ▶ Vote
- ▶ Volunteer “Ways Forward”

Reason

- ▶ Create records
- ▶ Make choices
- ▶ Practice arithmetic
- ▶ Plan Cash
- ▶ Build confidence
- ▶ Ownership
- ▶ Choose to change

Training the Trainers—Yes they asked to be trained 😊 Not part of SOW

Easy Way

- ▶ Lecture
- ▶ Tell priorities
- ▶ Show Calculations
- ▶ Show maths
- ▶ Demonstrate “How To Use”

Better Choice

- ▶ Ask
- ▶ Ask
- ▶ Farmers build numbers
- ▶ Write farmer steps
- ▶ Ask



Work Groups women in each group

Example Questions

Ask

- ▶ Do you know Maize costs?
- ▶ Do you want to sell for a profit?
- ▶ What is maize cost per bag?
- ▶ What bag price is a profit?
- ▶ Tell me maths

Tell

- ▶ You need costs to know profit
- ▶ Don't work for no gain
- ▶ If you know cost per bag then you know if you sell for a profit
- ▶ Take price per bag minus cost per bag

Maize Profits Mahindi Trainer Work is Neat

<u>Maize Only</u>		<u>MAHINDI</u>
<u>GHAARMAZA</u>		<u>UZALISHAJI</u>
1. KUKODI	50,000f	
2. MBEGU	55,000f	
3. MBEGU	114,000f	
4. DAWA		
5. NGUVUKAZI:-		
- KUSAFISHA	10,000f	
- KULIMA	50,000f	
- KUPANDA	30,000f	
- PALIZI	70,000f	
- KUVUNA	50,000f	
- USAFIRI	40,000f	
- PUKUCHUA	20,000f	
- MAGUNIA		
6. JUMLA	600,000f	
7. MAVUNO-GUNIA	15	
8. MAWZO/GUNIA	70,000f	
9. MAPATO. 15 X 70,000f	1,050,000	
11. FAIDA: 1,050,000 - 600,000	450,000f	

Bean Profits Maharage Group Work is Messy

GHARAMA ZA MATARAGE EKA MOJA.	
1) KUKODI ✓	50,000/=
2) KUSAFISHA ✓	25,000/=
3) KULIMA ✓	50,000/=
4) KIA KUPANDA ^{de Kuweke moko} ✓	40,000/=
5) MBONGU DEBE ✓	30,000/=
6) MBOLEA DAP ✓	62,000/=
7) KUCHORA MISTALI ✓	25,000/=
8) KUPIGA DAWA ✓	20,000/=
9) KUMUNUA DAWA ✓	12,000/=
10) KURALILIA ✓	40,000/=
11) KUVUNA ✓	40,000/=
12) KUSAFIRISHA ✓	40,000/=
13) KUANIKA, KUPIGA, KUPOPARUSHA ✓	40,000/=
14) MIFUKO 12 ✓	12,000/=
15) DAWA, KUFARA, KUSHONA Kuweke Stoo	17,000/=
16	<u>503,000</u>

16

MAUZO:-

- DERE $\rightarrow 30,000\text{f}$

MAQUINIA $\rightarrow 12$

BEI GUINIA MOJA $\rightarrow 30,000 \times 6$

$= 180,000\text{f}$

MAQUINIA 12 $= 180,000 \times 12$

mpuzo $= 2,160,000\text{f}$

FAIDA: $2,160,000 - 503,000\text{f}$

FAIDA = 667,000f

Gharama ya Kurevisha guinia 1 $= \frac{503,000}{12}$

$= 42,000\text{f}$

Groups Work



Training Segments

- ▶ Profits
- ▶ Cash Calendar
- ▶ Profit Ideas
 - ▶ Sell crop together
 - ▶ Standardize bags
 - ▶ Learn price maths; get information
 - ▶ Select honest dealers
 - ▶ Buy inputs as group
 - ▶ Similar to Sell
 - ▶ Work “On Time”

Mshewe Farmers



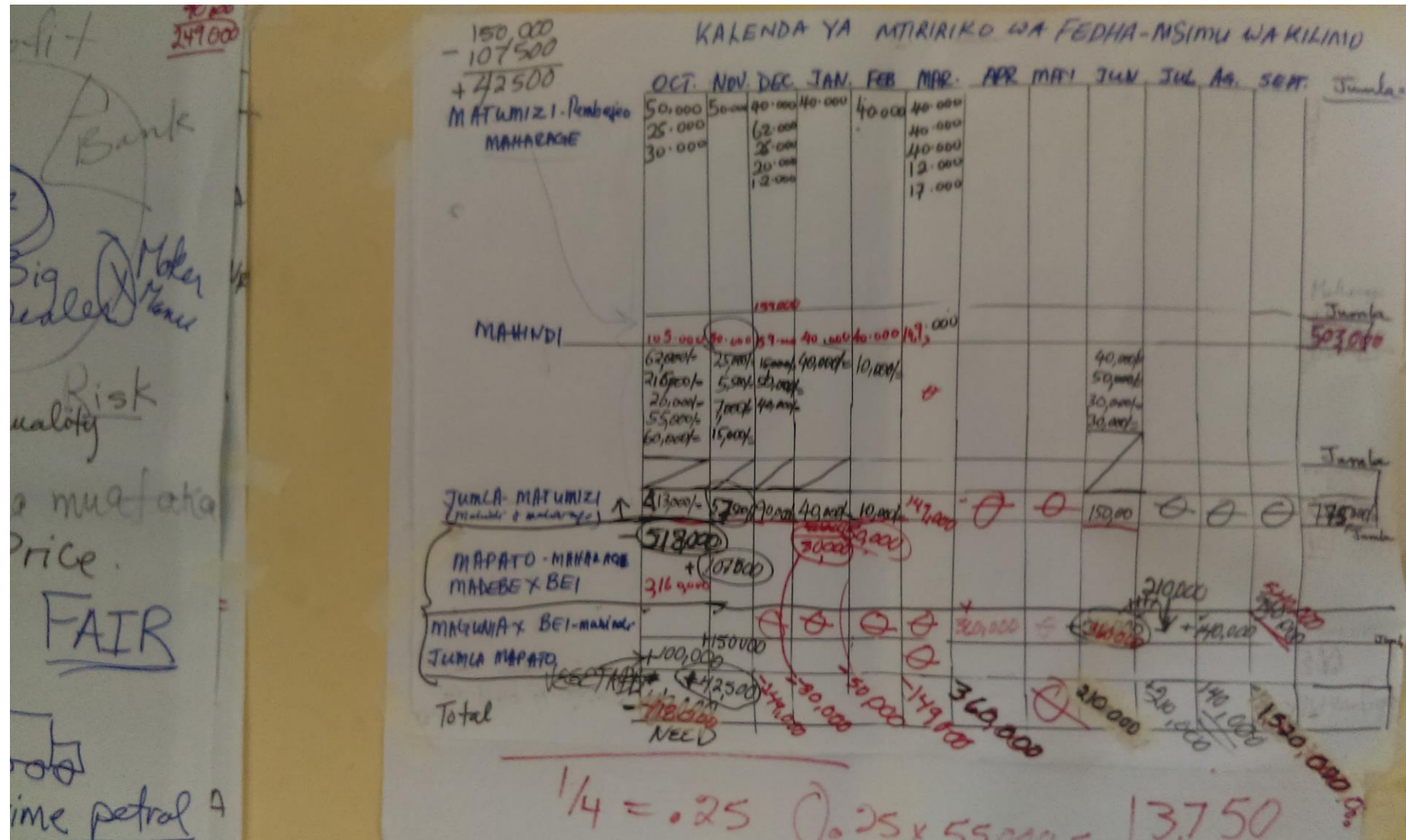
Cash Calendar— Bottom Line Need or Excess

[illegible]

Cash Calendar

- ▶ What Bottom Line?
- ▶ Uses?
- ▶ Plans for Individual Calendars
 - ▶ Measure land
 - ▶ Identify crops
 - ▶ Adjust calculations for individual

Cash Calendar - messy!



Farmer Profit Ideas

- ▶ Sebastian explains Brainstorming
- ▶ Loti describes Vote
- ▶ Luckson takes Votes

Farmer Ideas

Ideas for Profits = MAWAZO YA
KUONGEZA FAIDA

- 1) KujiAJIRI → Self employment
- 2) Kutokutodisha Shamba — To own a farm
(kutumia Shamba lake) (No renting a farm)
- 3) Epuka micheng'izi ya lazima — Evade donations which are not necessary.
- 4) Kuzingatia utaalumu — Follow/Practice
wakilimo bora na kuyaweka kimatendo Good Agric Practices Practically.
- 5) Kuwa na mtandao wa masoko, — Establish market
mazao yanguwe pamoja kwa bei nzuri network Sell as Group
- 6) Kuongeza thamani ya — Value addition
mazao rapate bei nzuri to Agric Products
- 7) Kuboresha bidhaa — good postharvest technology
- 8) Kufuata Kalenda — Adhere to cropping
ya Kilimo calendar.
- 9) Matumizi ya — modernize Agric
Technologia KK Kilimo Practices — machinery,
- 10) Kutumia rasilimali — practice organic
asili farming; FIM,
10) Kilimo Hifadhi — Compost manure etc.
— Conservative Agric Pract.

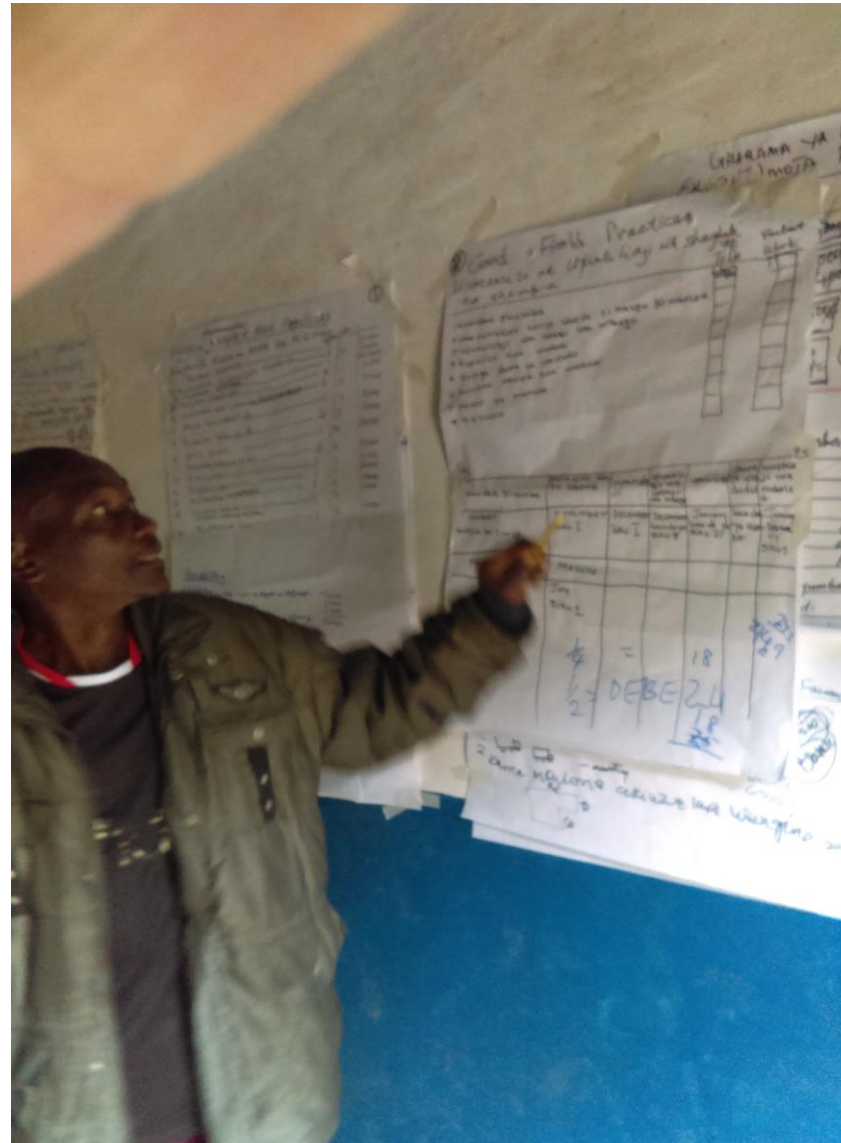
Vote!

Pick 3		1	Group
Big Change	Smaller Change	Big change	Small change
*			* 11
*		*	✓✓ 12
✓✓	*	*	✓✓ 13
*	✓✓	*	✓ 14
* ✓✓	✓✓	*	✓✓ 15
*	✓✓	Name	
*	✓✓	UFOO:	
*	✓✓		
*	✓		

Profit Idea Presentations



Profit Ideas Presentations



Profit Idea Presentations



The Team



Translator Sebastian



Muvwa Farmers



Training Guide Left with Ag Extensionists

- ▶ Training Comments: Whenever possible avoid telling them answers. Ask questions so farmers tell you what is smart. Whenever possible ask farmers to work in groups. The goal is for each farmer to think and participate. Build farmer confidence.
- ▶ **Ask “How to Convert” profit numbers to different sizes of land.**
- ▶ **Ask each farmer to draw the shape of their land.** Ask when they last measured it. Give instructions for walking each side of their land with big steps of 1 meter each. Write the number of steps on each side of their drawing. This is homework.
- ▶ **Say 64 steps on each side is one acre.** Draw a picture of 1 acre and label it. Then divide picture into $\frac{1}{4}$ acres. Ask how many steps (32 each side) is $\frac{1}{4}$ acre. Do it again for $\frac{1}{2}$ acre. Then take totals from profit work and convert to $\frac{1}{4}$ acre. Calculate costs of seed for $\frac{1}{4}$ acre. Calculate fertilizer for $\frac{1}{4}$ acre. Calculate bags for $\frac{1}{4}$ acre. (multiplying is difficult for some so use addition and subtraction and/or pictures when possible.) Use GPS when possible for accurate farm size.
- ▶ **Calculate the profit for $\frac{1}{4}$ acre. Do it again for another farm size.**
- ▶ **Use a different color marker to put $\frac{1}{4}$ acre results on Cash Calendar.** (Adjust for food eaten and work done by farmer)

Farming as a Business

- ▶ Farmers can do the training work
- ▶ Agri Extensionists know agriculture & the farmers
- ▶ Ag Extensionists want to give the training in other villages
- ▶ Thank you!