

## VOLUNTEER REPORT FORMAT

*To be submitted to CRS at the end of volunteer assignment and shared with the Host*

### 1.1 Assignment information

- a) Volunteer Name: **Heather Fabriès**
- b) Host Organization: NilePro Trust Limited
- c) Assignment: U72 – Market analysis and Feasibility study for Sesame Value-added products
- d) Dates of Assignment: June 10, 2016 – June 29, 2016
- e) Number of days worked: 19 days total; NilePro Trust - 10

Objectives have been modified to better reflect Nile Pro Trust's needs.

#### 1.2.1 Objective 1 - conduct a marketing analysis of sesame cleaning and packaging through discussion and research with stakeholders.

- a) Progress with the objective: Met with stakeholders across the value-chain including: farmers' organizations, agro-dealers (middle-men and buyers), exporters, extension, banks, landowners (for planting facility) and competitors.
- b) Expected impacts/results: Created SWOT summary for each group interviewed and inserted into feasibility study. Identified constraints and threats along the value-chain that must be addressed.
- c) Recommendations<sup>1</sup>: Address each constraint to ensure that the business plan can be achieved.



Farmer's organization in Yumbe District

<sup>1</sup> **Note:** Only make not more than 6 recommendations. The most useful recommendations for hosts are ones that they can implement themselves with minimal expense. For example, a cooperative might change its financial reporting procedures or hold more regular meetings of its board. Broad recommendations on tax or credit reform, changes in government policy, or investment in large-scale equipment, are usually not within the host organization's reach.



Farmer's organization in Arua District



Reading questions to farmers



Preparing market study questions



1.2.2 Objective 2 - feasibility study of business opportunity for sesame cleaning and packaging facility in West Nile region

- a) Progress with the objective: Final draft attached.
- b) Expected impacts/results: Feasibility study to be submitted to CRS for impact investment opportunity. Expected result is funding.
- c) Recommendations: Look at refining business plan based on feasibility study.



Land proposed for processing facility

1.2.3 Objective 3 - guide Nile Pro staff into developing a marketing plan that can inform production and marketing decisions

- a) Progress with the objective: Marketing plan done with previous business plan
- b) Expected impacts/results: NilePro has a strategy in place to market buying of sesame from farmers and sale to exporters.
- c) Recommendations: Marketing plan may need to be revised based on recommendations from feasibility study. Look into E-marketing strategy and training.



Working on feasibility study

### 1.3 Action Plan

Recommendation	Specific Action	Responsible person	By when
1. Organize 2 farmers groups as bulkers or contract farmers	Sensitize farmers groups on advantages of bulk marketing	NilePro/Eric-Ryan	6 months
2. Help farmers to negotiate with buyers rather than middle-men	Create direct link between Olam buyers and farmers	NilePro/Palm	1 month before harvest
3. Build linkages with local government	Contact departments of Works, Water and Sanitation, and District Commercial Officer	NilePro/Ronald	2 months
4. MoUs with exporter	Sign MoU with at least 1 sesame exporter	NilePro/Robinson	1 month before harvest

### 1.4 Number of people Assisted

- |   |           |
|---|-----------|
| a) Through formal training (T)                                    | <b>45</b> |
| b) Through direct technical assistance (Do not double count) (DT) | <b>0</b>  |
| c) Out of these above, number of host staffs                      | <b>4</b>  |
| d) Training/assistance by field                                   |           |

Category	Total	Males	Females
Members/ owners	41	21	20
Employees	4	2	2
Clients/ Suppliers	0	0	0
Family Members	0	0	0
Total	45	23	22

### 1.5 Gender

- a) What gender roles did you recognize in your host community? Did these roles play a part in your assignment? How?

There was a good mixture of males and females in the farmer's organization surveys. Because sesame was a woman's crop before and now has become a cash crop, women seem to be more involved in the process and more aware of the pricing issues.

- b) How might CRS or the host organization improve opportunities for the women in this host or host community?

For this activity, women were well represented. It is important to encourage women to speak, otherwise are sometimes not heard.

### 1.6 Value of volunteer contribution in \$ 1,225

- a) Hours volunteer spent preparing for assignment - **20**
- b) Estimated value of all material contributions volunteer contributed to host during assignment - **\$50.00 USD**

### 1.7 Value of hosts' contribution in \$ 201.17

Details of contribution	Quantity (Liters/persons /groups)	Unit cost	Total cost (UGX)	Total Cost (USD)
Diesel (fuel)	80	2,800	224,000	65.88
Communication for field team	7	10,000	70,000	20.59
Farmer tea	2	40,000	80,000	23.53
Staff time allowance	7	30,000	210,000	61.76
Translation services			100,000	29.41
<b>Grand Total</b>			<b>684,000</b>	<b>201.17</b>

### 1.8 Host Profile Data:

Did you obtain any data that supplements or corrects the data in the existing host information as detailed in the SOW? Please list it. **No.**

### 1.9 Recommendations for CRS:



Overall a great assignment. The staff was helpful and at the ready. Maria is a real asset.

Internet was a real issue. It was difficult to do any meaningful research. The hotel did not have WiFi available at all. I was given 1 Go of data on a stick, which I used in 1 day! I bought 3 more Go, but had to watch every second I was online. Fortunately, I was able to go to the local Café Cosmo and use their internet (when it was working). As well, my personal provider is T-Mobile and I have the international plan and Uganda falls under that plan. I have free text and data. If I didn't have that, I would have needed much more airtime.

1.10 Press Release – **see below.**





## **FOR IMMEDIATE RELEASE**

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# **West Lafayette Area Volunteer Travels to Uganda to Share Skills with Local Farmers**

## **Farmer to Farmer program promotes economic growth and Agricultural development in East Africa**

**Heather Fabriès, a Managing Director from West Lafayette, IN travelled to Uganda for 2.5 weeks to share her technical skills and expertise with local farmers. Fabriès' assignment is part of Catholic Relief Services' Farmer-to-Farmer (FTF) program that promotes economic growth, food security, and agricultural development in East Africa.**

**“Under Heather it has been different approach of work, it exactly made us to see what we will achieve if adhere to plan we have made. she pulled us to move as a unit that has impetus to all of us to understand what we need to do in sesame value chain with ACEs],” said Eric Yasin Angua, NilePro Trust manager.**

Funded by the U.S. Agency for International Development (USAID), the five-year program matches the technical assistance of U.S. farmers, agribusinesses, cooperatives, and universities to help farmers in developing countries improve agricultural productivity, access new markets, and increase their incomes.

**In Uganda, Fabriès worked with NilePro Trust Limited in sesame training and giving technical assistance to NilePro Trust to enable them to create a feasibility study to determine if cleaning and packaging of raw sesame at the regional level for the export will enhance farmer profits]. Up to 45 beneficiaries were reached directly. However, the indirect beneficiaries were up to 10,000.**

Fabriès' volunteer assignment is one of nearly 500 assignments that focus on agriculture, food security and nutrition in Ethiopia, Tanzania, Kenya and Uganda. This is the first time CRS has been involved in the 28-year-old Farmer-to-Farmer Program funded by the U.S. government.

CRS is partnering with five U.S. institutions to tap into the rich diversity of the U.S. agriculture community: the National Catholic Rural Life Conference, Foods Resource Bank, National Association of Agricultural Educators, American Agri-Women, and the University of Illinois' College of Agricultural, Consumer and Environmental Sciences.



The U.S. volunteers will travel to East Africa for anywhere from one to six weeks, their expenses covered by USAID.

“One thing we are certain of is that this program will be beneficial not just to the farmers in East Africa, but also to the volunteers from America,” said Bruce White, CRS’ director for the program. “It’s going to make the world a little bit smaller for everyone involved.”

For more information, visit [farmertofarmer.crs.org](http://farmertofarmer.crs.org)

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*Catholic Relief Services is the official international humanitarian agency of the Catholic community in the United States. The agency alleviates suffering and provides assistance to people in need in nearly 100 countries, without regard to race, religion or nationality. For more information, please visit [crs.org](http://crs.org) or [crsespanol.org](http://crsespanol.org).*