



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: *Elaine Kub*
- b) Host Organization: *Namubuka ACE*
- c) Assignment: *UG58 Collective marketing*
- d) Dates of Assignment: *3 April 2016 to 28 April 2016*
- e) Number of days worked: *26*

1.2.1 Objective 1 in your SOW – **Farmers trained on evaluating breakeven prices**

- a) Progress with the objective – Estimated 480 adults and 200 children attended 11 training sessions
- b) Expected impacts/results – Better budgeting when borrowing money; better negotiating when selling maize; more aggressive interest in improving yields
- c) Recommendations¹ - Standardize CRS training

1.2.2 Objective 2 in your SOW – **Farmers trained on importance of having a marketing plan, especially with collective marketing**

- a) Progress with the objective – Estimated 480 adults and 200 children attended 11 training sessions
- b) Expected impacts/results – Farmer groups renewed their resolve to work together; better strategy for selling at higher seasonal prices; less risk via seasonal sales; more aggressive interest in modern storage technologies
- c) Recommendations – Standardize CRS training

1.2.3 Objective 3 in your SOW – **Cooperative management trained on ag marketing principles, especially collective marketing**

- a) Progress with the objective – Cooperative management interacted with approximately 15 local farmer groups, addressing frustrations and renewing interest in programs
- b) Expected impacts/results – Farmer groups feel empowered to use collective marketing with or without success of Namubuka ACE
- c) Recommendations – How are ACE's responsible to farmer groups or farmers themselves? Follow up.

¹ **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.

1.2.4 Objective 4 in your SOW – **Cooperative management trained on increasing market access, reducing risks, and increasing profits**

- a) Progress with the objective – Cooperative management trained with a detailed written guide, showing who and how to approach commercial traders to establish forward contracts and trade farmers' maize profitably at back-to-back (risk reduced) prices.
- b) Expected impacts/results – With reduced risk, Namubuka ACE may obtain an operating loan and farmers may be able to sell grain directly to a responsible, honest ACE for up-front cash!
- c) Recommendations – ACE management must execute the action plan!

1.3 Action Plan

Recommendation	Specific Action	Responsible person	By when
1. Market history	Record price data over time and transparently communicate that record to farmers	Doreen (Accountant)	Ongoing
2. Forward contracts	Expanded list of old & new buyers, expanded list of member farmers	Enid (Project Manager)	End of May
3. Pay upfront	Write a new business plan to approach commercial lenders, now with reduced risk because of known forward price	ACE staff	Once contract signed
4. Re-investment	Write a wish list of value-adding activities	ACE board	Once profitable
5. Diversify into more crops and more grades	Keep a long / short grain account by month & anticipated location. Trade more volume for more profits.	ACE management	Once profitable
6. Pay patronage	Review P/L annually and reimburse member farmers with profit sharing.	ACE management	Once profitable
7. Track breakeven costs individually, year-by-year	Each farmer should write down individual costs of production, each season, compare to market prices received, and evaluate profits season after season.	Individual farmers	Ongoing

1.4 Number of people Assisted

- a) Through formal training – 409 (680 estimated but not documented)
- b) Through direct technical assistance (Do not double count) - 8
- c) Out of these above, number of host staffs - 2
- d) Training/assistance by field

Category	Total	Males	Females
Members/ owners	409	201	208
Employees	6	2	4
Clients/ Suppliers			
Family Members			
Total	415	203	212

1.5 Gender

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

Women seem to do more of the menial physical labor (water pumping, carrying seed sacks) and men seem to do more heavy physical labor (plowing). During presentations, men seemed to get the chairs and benches and women seemed to be relegated to the floor. Men seemed somewhat more likely to speak up with questions or comments, but not exclusively so. I was happy to have both genders so well represented at the meetings.

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

*I think it is crucial for Namubuka to become a running, profitable venture that buys grain from farmers with up-front cash. Otherwise, it risks being seen as a gender-based charity. Namubuka's coordinator and staff are so competent and so in charge (I'm very impressed), but ... **demonstrating that women can only be in charge of a charity, but not a profitable business, is definitely the wrong message to be sending to girls in this changing community!***

1.6 Value of volunteer contribution in \$ 1,175

- a. Hours volunteer spent preparing for assignment – 20
- b. Estimated value of all material contributions volunteer contributed to host during assignment –

1.7 Value of hosts' contribution in \$ 878.78

- a) Meals
- b) Transportation- \$636.36
- c) Lodging - \$0
- d) Translation - \$166.67
- e) Other (Specify) –Farmer mobilization:\$ 45.45, Training venue (2 days): \$ 30.30



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.

They serve a greater number of farmers than the SOW background shows (2,019 instead of 800). They don't currently do "bulking and marketing of farmers' produce." They're not "newly registered," having been in existence since 2013.

1.9 Recommendations for CRS:

Standardize grain marketing training and gender training and cooperative management training. As a volunteer, I was apparently free to say any foolish, false, or irresponsible thing I wanted (I didn't; but I could have!). With a full, formal program, maybe CRS could 'certify' (like a 'Fair-Trade' certification) host organizations that have done all three subjects, like Namubuka has done, and award them a sort of diploma.



1.10 Press Release

FOR IMMEDIATE RELEASE

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Ipswich Area Volunteer Travels to Uganda to Share Skills with Local Farmers

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

Elaine Kub, a **grain market analyst** from **Ipswich, South Dakota** travelled to **Uganda** for **3** weeks to share her technical skills and expertise with local farmers. Kub's assignment is part of Catholic Relief Services' Farmer-to-Farmer (FTF) program that promotes economic growth, food security, and agricultural development in East Africa.

"Uganda farmers face many challenges, some of which they solve with incredible creativity, but building a better system to hedge price risk could stabilize their incomes," said Elaine Kub.

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**, **Kub** worked with **Namubuka Grains Producers Area Cooperative Enterprise** in **marketing strategy** training and giving technical assistance to **farmers and cooperative staff** to enable them to **plan tactics to receive higher prices for their corn**. Up to **680** beneficiaries were reached.

Kub's 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

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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 or crsespanol.org.