



## **VOLUNTEER REPORT**

### 1.1 Assignment information: UG134

- Volunteer Name: Scott W. Stovall
- Host Organization: Twezimbe ACE
- Assignment: Farming as a Business
- Dates of Assignment: February 16 to March 1, 2018
- Number of days worked: 14
- Media Outlet: Group Presentation

*1.2.1 Objective 1* – Training youth farmers in farm business management (business planning, enterprise selection, SWOT analysis, review of cost-benefit analysis concepts, and business skills).

- Progress with the objective – 25% Completed
- Expected impacts/results
  - \* Only one two-hour training occurred with a youth group so this task was not completely fulfilled.
  - \* The focus of the training was on record keeping. By knowing how to record and calculate costs or production, break evens, profits/loss then important business decisions can be made to help manage a farming business and increase profits. The basic understanding of record keeping is the same for all businesses, whether it's farming or something else. From there, cost/benefit analysis can be performed between different crops or enterprises based on expected profit margins to help improve farm or enterprise planning.
- \* Recommendations
  - \* Through cost/benefit analysis, young farmers can compare a farming business to another business enterprise to see what the difference in expected profit is. Most young farmers can see that farming is a viable business.
  - \* With any business, creative marketing, product quality, and innovations are required. Farming is no different. The foundation of any business is to produce a quality product and sell at a reasonable, affordable price.

- \* By associating with a cooperative or ACE, young farmers can learn the skills of marketing, and the advantages of bulking and storing. The ACE should provide more group trainings on farming as a business to youths.

*1.2.2 Objective 2 – Increasing participants’ understanding of the advantages of record keeping in relation to agro business management.*

- \* Progress with the objective – 100% Complete
- \* Expected impacts/results
  - Farmers will understand that farming is a business and it is no different than any other business.
  - Farmers will be in a better position to negotiate with buyers since they will now know their cost of production.
  - Farmers should be able to make farm management decisions that will help increase profits to improve their livelihoods.
- Recommendations
  - Hold trainings on record keeping in groups so farmers can get a sense of what the cost of production is for crops grown. Not all farmers can understand this concept but when they listen and see other farmers suggest things, it helps everyone move forward.
    1. Record all expenses and money received for each crop.
    2. Add all costs to get a total for money spent on growing the crop, called cost of production.
  - Divide total cost by the amount harvested to attain cost of production per unit sold – example: cost per bag sold, cost per kilogram, etc.
    - This is also known as a breakeven.
    - Once the buying price is offered, the farmer will know if they made a profit or a loss
  - Calculate profit/loss for total crop
  - Complete for each crop and/or enterprise
  - Use the cost of production amount or breakeven to negotiate a better selling price for products sold.
  - Compare market prices and profit margins when the crop product is sold at harvest compared to when it is bulked, stored and sold. The profit margins in some instances can increase by 100 percent.

*1.2.3 Objective 3 - Increase the numbers of youth involved in cooperative business and this will in turn increase the quantities of produce bulked and marketed for increased sales and profits.*

- \* Progress with the objective – 50% Complete

- \* Expected impacts/results
  - \* As young farmers realize that farming can be a good business, and provide a viable income, they will look to cooperatives to sell their products, realizing that by bulking and storing, they will receive higher prices for their products. In addition, bulking enterprises attract more buyers.
  - \* At harvest, prices are generally low due to the large supply available. However, as supplies diminish, prices start to increase. By storing and bulking for price movements, losses can be turned into profits and/or profits can increase, allowing the income levels of young farmers to increase.
  - \* Farming is no different than any other business, it requires hard work, good record keeping, and strategic market planning to increase profits. Young farmers can have a successful career by farming as a business and the ACE can be a viable partner in the growth of their new business.

\* Recommendations

- \* ACE can help young farmers by offering trainings in record keeping and calculating profit margins based on selling at harvest compared to selling after storing. It won't take long for the young farmers to realize by storing and bulking, that the income received for their farming activities can be higher.

### **1.3 Recommended future volunteer Assistance**

No recommendations

### **1.4 Action Plan**

<b>Recommendation</b>	<b>Specific Action</b>	<b>Responsible person</b>	<b>By when</b>
1. Encourage young farmers that farming can be a good business	Hold trainings that help young farmers stay current on modern farming practices	ACE staff	Ongoing
2. Record Keeping	Hold simple group trainings. Ask member farmers if they know their cost of production on the crop grown. Demonstrate how the ACE can improve profits	ACE staff	Before crop season begins and before harvest

*Number of people Assisted*

- \* Through formal training - 123
- \* Through direct technical assistance (Do not double count) - 0
- \* Out of these above, number of host staffs - 4

Training/assistance by field

Topic/field	Total	Males	Females
Farming as business – record keeping (Members trained)	123	75	48
<b>Total</b>	123	75	48

1.4 Gender

- \* What gender roles did you recognize in your host community?
  - \* Mostly men participated in the trainings
- \* Did these roles play a part in your assignment?
  - \* Not really
- \* How might CRS or the host organization improve opportunities for the women in this host or host community?
  - \* Focus on women only trainings.

1.6 *Value of volunteer contribution in \$ 6580*

- \* Hours volunteer spent preparing for assignment – 25 hours
- \* Estimated value of all material contributions volunteer contributed during assignment - \$100

1.7 *Value of hosts' contribution in \$ 336.54*

- \* Meals
- \* Transportation for participants: \$168.95
- \* Lodging
- \* Translation services: \$98.90
- \* Other (Specify): Farmer mobilization: \$13.74, training venue: \$54.95

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:

Another item worth noting is that the airport E-visa check in at passport control is very time consuming. It took me up to two hours to go through the process. For those that purchased visas at the airport, the wait time was less than 20 minutes. I would recommend that volunteers purchase their visas at the airport rather than using E-visa.

During this assignment, the rains started and the farmers were busy in the field planting. The trainings were limited to two hours in the late afternoon to accommodate the farmers. Each day it was a new group. In addition, only one training was with a youth group. It's hard to do much in two hours. Going forward I would recommend that the host commits to the idea that groups be trained for two days, with one group trained in the morning and another group trained in the afternoon, followed up with a second day of training to the same groups. This would be a more viable use of the volunteer's time and would allow the participants to think about the material over-night and then get it re-enforced the next day. Another idea is to change the F2F assignment to a time when farmers aren't so busy.

I would like to thank the CRS F2F staff in Uganda for all the great work they do and Maria and Priyanka in the CRS headquarters in Baltimore for arranging the assignment logistics.