



VOLUNTEER REPORT

1.1 Assignment information

- Volunteer Name: Scott W. Stovall
- Host Organization: Nankoma Rural Producer Cooperative (RPO)
- Assignment: Farm Business Skill Development
- Dates of Assignment: May 1 to May 30, 2014
- Number of days worked: 26

1.2.1 *Objective 1 in your SOW – Basic Farm Recordkeeping*

- Progress with the objective – 100% Completed
- Expected impacts/results
 - Farmers should now know how to farm as a business.
 - Farmers will be in a better position to negotiate selling price.
 - Farmers will be able to know ways on how to increase profits to improve their livelihoods.
- Recommendations
 - Record all expenses and income for each crop.
 - Determine total costs.
 - Divide total cost by the amount harvested to attain cost of production per unit sold – example: cost per bag sold, cost per Kg, etc.
 - Calculate profit/loss for total crop
 - Complete for each crop crop and/or enterprise
 - Use cost of production to negotiate a better selling price for products
 - See manual on record keeping.
 - Train new members and farmer groups on record keeping. Trainings can be held with individuals or groups.

1.2.2 *Objective 2 in your SOW – Cost Benefit Analysis*

- Progress with the objective – 100% Complete
- Expected impacts/results
 - Farmers will be able to use their record keeping skills to make farm management decisions.

- Over time farmers can use their profit/loss calculations to determine what crops to grow when farm planning.
- Recommendations
 - Diversify crops grown to reduce risks and increase profits.
 - Compare profit/loss calculations when determining crops to plant.
 - Farmer Groups and individuals can meet before planting season to determine crops grown for bulking with the RPO based on cost/benefit analysis.

1.2.3 Objective 3 in the SOW – Basic Financial management

- Progress with the objective – 100% Complete
- Expected impacts/results
 - From their experience in record keeping and the calculation of profit/loss, farmers will be able to service (pay off) loans in a timely manner.
 - Farmers will know the mechanics of getting a loan, and know how it can increase profits and/or understand how it can hurt their business if not used correctly.
- Recommendations
 - Loans can provide money to be used to purchase farm inputs but a loan is not free money and has to be paid back.
 - Interest charged on loans is a cost of production and should be listed as a cost when record keeping.
 - Loans should be paid off as soon as possible to help reduce production costs and increase profits.

1.2.4 Objective 4 in the SOW- Business Strategic Planning

- Progress with the objective – 100% Complete
- Expected impacts/results
 - Nankoma RPO will have the ability to submit their business plan when responding to proposals, seeking financing, or telling another business about their Cooperative.
 - Nankoma RPO has a clear direction on the path they want to take and have the strategic plan to ensure that short term goals are met to meet their long term goals.
- Recommendations
 - Business and strategic plans are living documents; they should be reviewed annually and updated to reflect changes that may have occurred to the RPO.
 - When the business plan is presented to development agencies, commercial financial institutions, or possible donors, the RPO should

expect those institutions to ask for additional information. Be prepared to answer any questions that they may ask for and submit additional documents in a timely fashion.

- Strategic plans are like road maps. They show the direction the RPO wants to take over the next three to five years to get to their destination. If the road changes, then the map should change. So if the Nankoma RPO objectives change, then the strategic plan should change.
- The Board of Directors should approve the strategic plan. This way, the management team and Board of Directors are all working in the same direction to meet the RPO's goals.
- The Supervisory Committee should ensure that the RPO is moving in the direction of the strategic plan and should monitor that the goals are being met.

1.3 Number of people Assisted

- Through formal training - 231
- Through direct technical assistance (Do not double count) - 12
- Out of these above, number of host staffs - 2

Training/assistance by field

Topic/field	Total	Males	Females
Farming as a Business <ul style="list-style-type: none"> • Record Keeping, • Cost/benefit, • Financial Mgmt. 	211	62	149
Train the Trainers	20	4	16
Business and Strategic Planning	12	5	7
Total	243	71	172

1.4 Gender

- What gender roles did you recognize in your host community?
 - Most of the people attending the training were women farmers. Women participated in the decision making process and were listened to when they made recommendations. The Chairperson of the RPO Board of Directors is a woman and many of farmer group Boards were comprised of women.
- Did these roles play a part in your assignment?
 - Yes. Women were very involved in the decision making process for the business and stratgic plan. Also women comprised a large percentage of the people who attended the trainings on record keeping.
- How might CRS or the host organization improve opportunities for the women in this host or host community?

- Farming is usually done by the women and the men handle the marketing of the products after harvest. The Uganda government is trying to change that gender gap and encourage men to help with the labor of farming. As a result, future volunteer programs could also help by encouraging men to assist with the actual farming.

1.6 *Value of volunteer contribution in \$*

- 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 \$ (Please consult the host as well)*

- Meals
- Transportation
- Lodging
- Translation
- Other (Specify)

1.9 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.

- See completed business and strategic plans for Nankoma RPO.

Notes

In my opinion, Nankoma A.C.E. and Nankoma RPO has a tremendous amount of potential. They are very proactive, are well managed, willing to learn new ideas, very well organized, and can mobilize a large number of members to attend trainings. As a result, the F2F program can have positive impact on the organization. I think over time, CRS can send many volunteers to them if they would like to continue with the program. Volunteers could be used with technical expertise in production, harvesting, processing and marketing. They also need help in 1) compiling financial information such as the income statement, balance sheet, and the cash flow statement to be included with their business plan and 2) a grant writer so they can apply for grant proposals.

I enjoyed working with the RPO and the assignment. I would like to thank Mrs. Agnes Nangobi for her role of interpreting and help in completing this project. She is the Chairperson of the Nankoma RPO. Her commitment and knowledge was impressive. I would also like to thank Mr. Moses Makaka, Chairman of the Nankoma ACE for his help in completing the assignment.

I would really like to thank the CRS staff in Kampala for the excellent job they did in coordinating this project. It was well planned. I would also like to thank Maria Figueroa in Baltimore for arranging the pre-assignment logistics.