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Volunteer Name: Scott W. Stovall
Country: Uganda
Country project: Farming as a Business
Host: Odokibo Farm
Venues: Farm Locations
Audience: Women/Group farmers
Number of people trained/assisted: 183
Date/duration: Feb. 29 to Mar. 20, 2016



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1. Assignment Objectives as in SOW

- Record keeping
- Farming as a Business
- Cost Benefit Analysis
- Loan Management

Objectives Achieved

- All the objectives were achieved
- 176 farmers and 7 staff for a total of 183 were trained, of which 123 were women and 60 were men.



Recommendations

- Continue to train farm groups on simple record keeping.
- Follow up with farm groups to see if they can answer the question of what their total cost of production for each of their crops is.
 - Ask the farmers to see if they know their cost of production per kilogram (breakeven).
- Ask farmers if they made a profit or loss per crop.

Recommendations (con't)

- Conduct a profit/loss analysis for each of the Odokibo Farm enterprises
- Update the Odokibo Farm strategic plan for the next five years.
- Side Consideration - Consider utilizing the existing warehouse space for maize storage for off season price movements.
- Update the Odokibo Farm strategic plan.



Action Plan

<u>Rec.</u>	<u>Action</u>	<u>Person</u>	<u>When</u>
Breakeven follow-up	Ask farmers for cost of production for each crop grown	Odokibo Farm trainer	Continually
Farming as a Business Trainings	Train remaining Farm Groups	Odokibo Farm trainer	Prior to planting
Profit/Loss Analysis for each of the Odokibo Farm enterprises	Complete income statement for each enterprise	Accountant Manager	2016
Update Odokibo Farm Strategic Plan	5- year plan	CRS- Volunteer	Soon

Anticipated Impacts

- Farmers will be able to determine which crops to grow prior to planting to maximize profits.
- Farmers will be able to negotiate a better price for their product if they know their cost of production per kilogram.
- Farmers will be able to realize that by improving their yields by using certified seeds and modern farming practices that they will be able to increase the money into their pockets.

Anticipated Impacts (continued)

- Farmers will be able to understand the importance of paying off loans as soon as possible to reduce their interest costs and reduce their total cost of production.
- More farmers will now be able to farm as a business and negotiate for a better price



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Future Volunteers

- Odokibo Farms is considering moving into maize storage and selling when prices are higher since they have the ware house space. Volunteers with experience in warehouse and post harvest management, and maize production could be needed.
- The Odokibo Farm needs to update their strategic plan for the next five years and also should have a business a plan. Volunteers with experience in these areas could help them.

Thank You

