

A success story:

Bukawa Area Cooperative Enterprise

Bukawa has received two volunteers to provide assistance in the areas of farm business development and management skills and post-harvest handling of grains. As a result of the business plan developed, the organization solicited a microfinance loan to purchase a tractor and trailer. By using this improved equipment, the organization anticipates a 40% increase in production. To improve the quality of already increasing yields, another volunteer then trained farmers on proper grain handling and storage. After the volunteer assignment, postharvest crop losses were reduced by half and the cooperative leveraged its volunteer recommendations to access a grant for the renovation of its warehouse. This new structure allows farmers to store grain during the off season until prices are favorable, increasing the farmers' overall incomes.



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USAID
FROM THE AMERICAN PEOPLE



Farmer-to-Farmer



UGANDA



John Ogonowski
and Doug Bereuter
Farmer-to-Farmer
Program (FTF)

Who we are:

CNFA is a Washington, DC based non partisan, not-for-profit organization, dedicated to stimulating economic growth around the world by nurturing entrepreneurship, private enterprise and market linkages.

CNFA is the largest implementer of the Farmer-to-Farmer (FTF) Program, funded by the United States Agency for International Development (USAID). The primary goal of the FTF program is to generate rapid, sustained economic growth in the agricultural sector.

This is accomplished through technical assistance provided by:

- Short-term volunteer consultants from the United States, many with decades of agribusiness experience
- Highly trained CNFA Ugandan staff

Assistance is provided to:

- Farms and farmer organizations
- Agro-processors
- Financial institutions
- Industry associations
- Government entities
- Educational institutions

FTF assistance in Uganda focuses on grains and oilseeds, although we do limited work with other crops and livestock.

Our areas of expertise include:

- Production (pest management, crop management, soil conservation, irrigation)
- Post-harvest handling
- Leadership and cooperative development
- Strategic and business plan development
- Business and financial management
- Marketing

Do you want to grow your business and maximize your potential?

Take the opportunity to grow your farm or business by working with CNFA's volunteer consultants!

CNFA provides assistance in the following fundamental areas:

Improved Analysis & Financial Control

- Ability to centrally monitor and manage your sales, costs, and profits
- Capability to plan and implement justified investment decisions with financial visibility and transparency
- Increased capacity to optimize resources leveraged

Product Development & Technology Adoption

- Integrate local resources available to your farm or business with modern technological innovations
- Create new product offerings and expand your business into new markets

Marketing & Competitiveness

- Improve your company's strategic position within the market
- Maximize market potential through differentiating your product from the competition or by targeting specific market segments
- Put strategies in place to protect against market volatility



Frequently Asked Questions:

How long will the volunteers work with my company or organization in Uganda?

Volunteers typically work for a period of three weeks, depending on the availability of both the company management and the volunteer, and on the nature of the assignment.

How many volunteers can one company request?

The total number of volunteers depends on availability and your needs; on average companies work with one to three volunteers.

What should I do in order to receive volunteer assistance?

A company/organization should be able to clearly identify its constraints, present a compelling interest in working with a volunteer, and be willing to contribute time and resources before, during, and after the assignment.



How will CNFA staff in Uganda be involved?

CNFA Uganda staff will conduct an assessment of your company and work with you to outline anticipated volunteer assignments. You will be encouraged to follow up on preliminary recommendations given by the CNFA staff in preparation for upcoming assignments. We will work with you to make arrangements for the volunteer assignment and CNFA will oversee the logistics throughout. CNFA staff will remain engaged with your company to support consideration of the advice provided by the volunteer consultant. We will also collect specific financial and organizational data on a regular basis in order to closely monitor your progress.