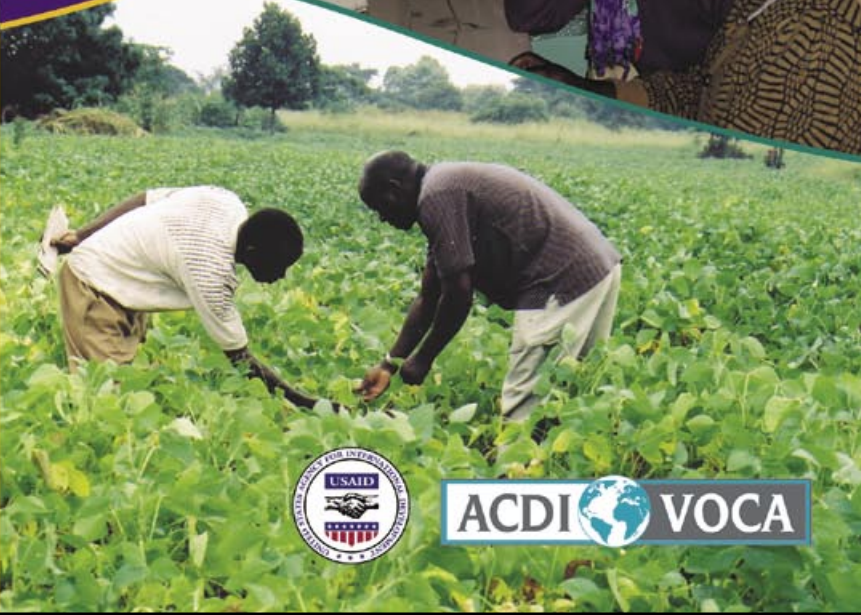




Farmer-to-
farmer
East Africa



Long-Term Economic Growth

A CIDI/VOCA, in partnership with Virginia State University, is implementing the USAID-funded Farmer-to-Farmer (FTF) Program in Kenya and Uganda. Rather than financial assistance, FTF provides short-term technical assistance in the maize, dairy and horticulture sub-sectors in each country by placing specialized volunteer consultants with clients based on their specific requests in agricultural and agribusiness-related support services. In addition, Virginia State University (VSU) fields volunteers to complement ACIDI/VOCA's intervention by establishing embedded extension services in these commodity sub-sectors and seeking to build the capacity of agricultural and cooperative development support institutions.



from Short-Term Assignments

The long-term goal of the Farmer-to-Farmer Program in East Africa is the creation of private sector-oriented agricultural services available to a wide range of farmer organizations. Volunteer assignments support the underlying program objective of encouraging the economic and social development of the agricultural sector with the ultimate goal of helping farmers get more profit for their products. The program focuses on increasing farmer incomes and profits to agribusinesses by supporting the integration of processes to enhance productivity, product quality, marketing, marketing information and access, and organizational management.



Volunteers

ACDI/VOCA uses qualified with extensive experience in their specific fields and a genuine desire to improve the standard of living of the people with whom they work by transferring new skills, innovative ideas and proven methods. Their range of expertise includes the following categories:

- Agricultural extension and education
- Business Development and Management
- Cooperative and association development
- Irrigation, soil and water management
- Domestic, regional and international marketing
- Dairy processing and manufacturing
- Agricultural product marketing
- Fruit, vegetable and plant production, processing, and quality control
- Natural resources management
- Rural credit and micro-finance

Volunteers donate their time, talent and experience over a 2 to 4-week period to provide cost-effective, results-oriented advice targeted to their clientele. ACDI/VOCA draws on a database of more than 10,000 volunteers from a wide variety of backgrounds in order to fulfill its clients' requests for technical assistance.



Strategy

The strategy of the Farmer-to-Farmer program is to improve the efficiency of crop commodity chains in Uganda and Kenya by focusing volunteer resources on increasing:

- Productivity* of farmer organizations in dairy, maize (Kenya only) and horticulture
- Technical & management capacity* of producer associations, cooperatives, private enterprises and NGOs
- Domestic, regional and international *agricultural trade*
- Long-term *food security* by providing technical assistance on-farm natural resource management practices.

Focus

Dairy

To help strengthen the dairy sectors in Kenya and Uganda, FTF volunteer consultants provide organizational and sectoral assessments of inputs, product quality and improved dairy feeds. They also conduct training in herd management, animal nutrition and health and safe and hygienic handling of raw and processed milk products and offer technical assistance to milk processors in quality testing and marketing.

Horticulture

Since the horticulture subsector has great income-generating potential in Kenya and Uganda, ACDI/VOCA volunteers support the development of this industry by promoting increased productivity and product quality to prepare goods for domestic and export markets, particularly for the stringent standards of EUREPGAP and HACCP certification. FTF fields volunteers with expertise in post-harvest handling methodology, small-scale horticultural processing, irrigation technologies and capacity-building for producer organizations and small firms.

Maize

In Kenya, FTF addresses inefficiencies in production and marketing in the maize value chain. To reduce production costs, volunteers work with organizations to trim down the cost of inputs, improve product quality and encourage sound agronomic practices. ACDI/VOCA fields volunteers in the following areas:

- Managerial and financial capacity-building in maize producer associations
- Technical advice to cooperatives, associations and private-sector firms in post-harvest handling, packaging and storage of maize
- Maize processing for high-value animal feed
- Training in setting and enforcing industry grades and standards
- Market information systems
- Grain warehousing and inventory credit systems



Virginia State University

ACDI/VOCA's partner Virginia State University uses its technical skills to assist in institutional development at the Cooperative College of Kenya and extension support institutions to develop farmer and market-driven curricula in business, marketing, cooperative development, and economic and policy analysis – all intended for practitioners. Using its success in the establishment of successful extension services, VSU also provides volunteers in Uganda to complement the efforts of established embedded extension services within the dairy and horticultural sub-sectors.

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