



Research Proposal

ACTION RESEARCH TO EMPOWER SMALL HOLDER FARMERS IN THE MARKETS

May 2009

LIST OF ABBREVIATIONS

NAADS: National Agricultural Advisory Services

FAO: Food and Agricultural Organization of the United Nations

IFAP: International Federation of Agricultural Producers

UCA: Uganda Cooperative Alliance

DFA: District Farmer Association

UNFFE : Uganda National Farmers Federation

NARO: National Research Organisation

USAID: United States Agency for International Development

ECART: European Consortium for Agricultural Research in the Tropics

TABLE OF CONTENTS

LIST OF ABBREVIATIONS	2
TABLE OF CONTENTS	3
1.0 INTRODUCTION.....	4
2.0 BACKGROUND TO PROJECT.....	4
3.0 CONTEXT OF THE RESEARCH PROJECT	5
4.0 RESEARCH PROBLEM.....	6
5.0 RESEARCH QUESTION	6
6.0 RESEARCH OBJECTIVES.....	6
7.0 SCOPE AND LIMITATIONS OF THE RESEARCH.....	7
8.0 METHODOLOGY	8
9.0 WORK PLAN.....	10
10 BUDGET SUMMARY	11
11. DETAILED ACTIVITY BUDGET FOR UNFFE-IFAP RESEARCH PROJECT.....	12

1.0 INTRODUCTION

About Uganda National Farmers Federation

Uganda National Farmers Federation (UNFFE) is a home to over six million (6,000,000) farmers across Uganda. The Federation draws its history from farmers' agricultural competitions which were organized by the Ministry of Agriculture, Animal Industry and Fisheries of the National Resistance Movement (NRM) government from 1988 - 1993. As a spontaneous need emerged to institutionalize these competitions, the Ministry facilitated the formation of Uganda National Farmers Association (UNFA) on 22nd January 1992. The Association later metamorphosed into Uganda National Farmers Federation (UNFFE) in 2002 to incorporate large National Farmers enterprise specific groups and corporate enterprises. Membership has since grown from 39 in 1992 to current 91 comprising of mainly the District Farmer Associations. UNFFE structures run up to the parish level, with a parish farmers association being the lowest unit with registered individual farmers as members. All UNFFE branches have elaborate capacity and are institutionally sound with operational offices run by farmer coordinators at district and sub county level where as parish farmer associations are run by parish extension link farmers. UNFFE is an active member of the International Federation of Agricultural Producers (IFAP).

2.0 BACKGROUND TO PROJECT

1. Small-holder farming is the major economic activity for over 80% of Uganda population. Most of the farmers live in rural areas that are characterized by endemic poverty. Their households barely have access to essential services such as water, electricity, health facilities, good roads and means of communication. Their crops are produced on small fragmented plots of land, typically less than 4 acres. With each new generation, the size of land owned by each household is becoming smaller due to inheritance practice that lead to dividing up the land into smaller plots to be shared up among descendants of the deceased.

2. Small holder farmers in Uganda are unable to access markets due to lack of capacity to produce in sufficient quantities on a sustainable basis. They also lack information and means of implementing standards required for accessing international markets. Costs of essential inputs such as fertilizers and pesticides are beyond what the farmers can afford. Their production is highly dependent on rainfall patterns and is becoming less predictable each year due climatic changes that induce spells of long draughts, floods, hail storms that damage crops, and such other unpredictable natural calamities. Farmers lack means of influencing policies on issues that affect their lives such as conservation of the environment, land use, taxation and tariff regimes, crisis prevention/mitigation, government funding for the agricultural sector, regional and international trade issues, etc.

3. Majority of Small holder farmers in Uganda produce at subsistence level. In actual fact, many of these producers are elderly parents that have the burden of bringing up

orphans of their children or relatives that have passed away due to HIV/AIDS. Small-holder commercial farming is still largely confined to traditional cash crops such as coffee, cotton and tobacco as well as maize, beans, groundnuts, sorghum and millet. Upland rice has been recently introduced in the country. Other crops such as vanilla, ginger and pepper have been tried out but have been unsuccessful due to failure to sustain their markets. In all cases, farmers lack means of storing their produce and losses are incurred when what cannot be sold off or consumed is simply thrown away.

4. Due to the need to sell off the farm produce urgently, the farmers are usually underpaid by traders who buy off their products at ridiculously low prices. The farmers lack means of adding value to their products. They also lack voice and means of influencing policy makers towards creating a friendly agro-business investment environment that would favor the small-holder farmers.

5. Whereas there have been many actors that have attempted to address some of the above issues, the approach has been rather random and uncoordinated. There exists data from several actors such as World Bank, FAO, USAID, NARO, NGOs, CBOs, local governments, microfinance institutions, NAADS and other national programs, and this data needs to be integrated, condensed and disseminated to the farmers' associations so that members of these organisations may become well informed to take advantage of existing markets.

3.0 CONTEXT OF THE RESEARCH PROJECT

The proposed research study shall take place in 20 districts out of 80 in Uganda and shall be reached through their District Farmers' Associations (DFA) and a network of Savings and Credit operatives that are members of the Uganda Cooperative Alliance (UCA). In December 2008 UNFFE organized a national workshop that identified and ranked key constraints related with the policy and regulatory environment of small farmers that limit their access to markets. The National workshop also identified entry points for action to remove the said constraints and evaluated the need for research in addressing small holder farmers constraints in the markets. Notable among these are:

- Difficulties encountered by farmers in accessing credit for their inputs and investments; low coverage of microfinance services, and reluctance of commercial banks to extend credit to small-holder farmers.
- The need to address difficulties faced by DFA in implementing warehouse receipt arrangements. These warehouses are to be based on the model of those that existed in the pre-privatization era.
- Lack of commercial orientation for the majority of farmers, and extremely low levels of competence in marketing and money management.
- Lack of agriculture insurance services: The rural financial services, especially credit, are faced with many challenges ranging from the nature of economic activities (agriculture, market uncertainties) and other vulnerabilities like illness and death of the people.

- The need for capacity building for farmers' groups: Weak farmer groupings lead to weak bargaining positions of the farmers and lack of incentives/mechanisms to adhere to quality standards and sustain bulk quantity market requirements. Stronger groupings would also enable farmers market their products more effectively. They would also enable them acquire the critical mass required for negotiating on issues such as taxes, rural infrastructure development, acquisition of machines, and attracting long term projects such as solar irrigation, tractors, etc.

4.0 RESEARCH PROBLEM

In line with IFAP aim to stimulate learning and sharing of experiences between farmers' organisations on key international policy issues, the proposed study to be undertaken by Uganda National Farmers' Federation (UNFFE) intends to obtain data on important bottlenecks that prevent small-holder farmers in Uganda from participating in local, regional and international markets. This data is to be used for generating policy advocacy positions and proposals. Whereas a number of actors such as development agencies, universities, local governments, line ministries, national programs and private research institutions have attempted to obtain such data, the involvement of the small-holder farmers has been minimal. Therefore this study aims at empowering the local farmers with the information, knowledge, skills and platform for identifying, coordinating and taking action on policy issues that affect their participation in markets.

5.0 RESEARCH QUESTION

The proposed study shall attempt to obtain data on the following research question:

What local and national policy issues in Uganda need to be addressed so as to enhance the capacities of small-holder farmers to improve quality, quantities and efficiency in accessing markets gainfully?

6.0 RESEARCH OBJECTIVES

6.1 General Objective:

The goal of this research project is to generate policy evidence that will strengthen the capacity of Uganda National Farmers Federation to empower its small holder members (farmers) in markets. The research aims at obtaining, organizing and analyzing data on constraints faced by farmers in the market place, including their causes, effects, and how they can be addressed.

6.2 Specific Objectives:

1. To analyze the role of SACCOs in enabling small-holder farmers to have access to financing for value addition and leverage in niche' markets.
2. To obtain an inventory of data on market information systems/ initiatives that are already taking place to enhance the participation of small-holder farmers in local, national, regional and international markets; to assess the effectiveness of these initiatives and identify gaps that need to be addressed by various actors and stakeholders.
3. To obtain crop specific data on requirements for inputs, investments, value addition, storage and marketing logistics, and to identify and prioritize the related policy issues.
4. To audit the effectiveness of legislation and policies that affect farmers with specific reference to the National Agricultural Advisory Services (NAADS)

Accordingly, four studies shall be conducted in order to meet the above four objectives, i.e. there will be a study for each objective.

7.0 SCOPE AND LIMITATIONS OF THE RESEARCH

7.1 Geographic Coverage:

Geographically, the research shall cover the whole of Uganda. However, regional and international policy issues that affect small-holder farmers in Uganda shall be taken into account while building capacities of the beneficiaries.

Whereas secondary data shall be collected regarding all areas of Uganda, primary data collection and participatory action research shall focus on only 20 districts due to time and resource limitations. Studies will focus on districts in which the problem is most urgent. Similarly, data from other countries shall be used mainly for benchmarking, comparison and sharing of experiences and best practices.

7.2 Subject Scope:

The research shall focus on the market access requirements of small-holder farmers that deal in cash and domestic crops such as coffee, cotton, bananas, maize, beans, millet, pineapples, etc. The concerns of large scale farmers such as tea and sugar plantation estate owners are beyond the scope of this study because they are a minority in the country and their needs are of a different nature.

The research shall deal with the critical issues that affect small-holder farmers in Uganda, namely:

- Access to financing for small farmers:
 - Funding and credit for inputs, investments and value addition.

- Implementation of rural financial and insurance services.
- Market information systems/ initiatives
 - Implementation of warehouse receipt arrangements.
- Crop-specific data regarding inputs, investment, warehousing/storage and logistics, market potential and marketing requirements.
 - Technical and managerial skills of the small-holder farmers, as well as advocacy skills.
- Evaluation of NAADS policy:
 - Strengthening farmers' groupings.
 - Assessing existing national policies, strategies and programs with focus on NAADS.
 - Coordination of effort by the various actors and stakeholders to create an enabling policy environment for small-holder farmers to overcome factors that hinder them from accessing markets for their products.

The subject matter of the research shall be confined and directed towards empowering small-holder farmers to influence policies that affect their access to markets.

8.0 METHODOLOGY

The research will be conducted using a combination of approaches to obtain primary and secondary data as follows:

- Focus group discussions, questionnaire surveys and key informant interviews targeting relevant line ministries, local government officials, local leaders, leaders of farmers' organisations and cooperatives, implementing agencies, trade unions, opinion leaders, etc.
- Document reviews of publications and reports of key actors in the agricultural sector. These shall include reports by NAADS and other agricultural research systems, national poverty reduction programmes, development agencies, academic institutions, private sector organisations, NGOs and other key actors.
- Case Studies shall be taken for particular organisations, efforts and specific crops.
- Action research using Participatory Resource Monitoring Techniques (PRMT) that will ensure inclusion of even the most marginalized farmers. The district farmers associations (DFA) shall be facilitated to conduct regular meetings with representatives of the small-holder farmers and to engage their leaders on development issues that affect the farmers.

As there will be 4 studies (one for each of the stated specific objectives), UNFFE shall engage 2 principal researchers and 2 research assistants.

A triangulation approach to data analysis shall be used to synthesize data from the above multiple sources. This shall enable UNFFE to quickly examine existing data to strengthen interpretations and improve policy and programs based on the available evidence. By examining information collected by different methods, by different groups and in different populations, findings can be corroborated across data sets, reducing the impact of potential biases that can exist in a single study. This approach shall enhance capacity building for farmers' organisations in policy advocacy through:

- Conducting joint analyses between UNFFE, Uganda Cooperative Alliance (UCA), DFA members, local governments and other in-country actors.
- Practicum-based training of the beneficiaries using country data analyses and specific advocacy goals.
- Ongoing mentoring with local collaborators to assure transfer of skills and capacity in policy advocacy planning, research and implementation processes.
- Establishment of an in-country task force to guide planning, implementation and monitoring of farmers' issues policy advocacy in the context of pertinent strategic information, activities, systems and priorities.

More detailed workplans will be made for each of the four studies with the principal researchers involved and ECART researchers (which is a separate activity in the workplan).

8.1 Role of EFSIM and ECART

The EFSIM team consists of UNFFE, IFAP and the ECART researchers. The EFSIM team will jointly draft ToRs for the researchers involved and have a say in the final choice. The ECART researchers will provide research assistance, mainly concerning content and research methodology and will help provide and assist students who can participate in the research and lobby activities. They will participate in the main key events (workshops). The ECART researchers will work closely with the principals researchers, while liaising with IFAP and UNFFE.

9.0 WORK PLAN

Time Frame	Activity	Outputs	Results
Weeks 1-2	Designing and planning of the research	<ul style="list-style-type: none"> • A research guide pamphlet developed. • Data collection and analysis instruments designed. • Indicators of progress established. • Input from DFA obtained 	UNNFE well prepared to carry out collaborative research on small-holder farmers' policy issues.
Weeks 3-5	Document reviews	<ul style="list-style-type: none"> • Secondary data obtained from key actors and collated. • References to reports and data from key actors made available to farmers. 	Potential created for farmers to assess achievements and gaps by key actors.
Weeks 6-7	Data collection through questionnaires	<ul style="list-style-type: none"> • Primary data collected from a large number of key stakeholders 	Data from key stakeholders made available for further analysis.
Weeks 8-10	Data collection using interviews and focus group discussions	<ul style="list-style-type: none"> • In-depth data and views collected from key stakeholders 	More in-depth data from key stakeholders and policy makers made available for further analysis.
Week 11	Case studies	<ul style="list-style-type: none"> • Sample cases of successes and failures identified, studied and documented. 	Past lessons, best practices and experiences provided for learning and reference.
Weeks 12-14	Data analysis and triangulation	<ul style="list-style-type: none"> • Data from multiple sources analyzed, collated and synthesized. 	Unified observations, trends and gaps identified and interpreted across data sets.
Weeks 15-18	Participatory action research workshops for DFA leaders	<ul style="list-style-type: none"> • Key questions of interest identified. • More data sources obtained. • Research questions and issues refined 	Accurate real specific data on needs and priorities directly obtained from farmers.
Week 19	Training and facilitation of farmers' advocacy task force	<ul style="list-style-type: none"> • 30 farmers trained in policy advocacy and engaged in developing advocacy strategies. 	Policy positions refined and means of advocating for them established.
Weeks 20-21	Final report preparation and dissemination to key stakeholders	<ul style="list-style-type: none"> • Final report prepared and distributed to key stakeholders. 	Key stakeholders equipped with information regarding policy advocacy requirements for enabling small-holder farmers in Uganda to gain access to markets.

10.0 BUDGET SUMMARY

BUDGET SUMMARY FOR UNFFE -IFAP RESEARCH PROJECT		
	AMOUNT	AMOUNT
	IN USHS	IN EUR
Human Resources:		
Principal researchers (4 people)	24,112,000	8000
Research assistants (4 people)	15,672,800	5200
Facilitators of workshops	9,644,800	3,200
Data entry clerks (4 people)	3,014,000	1,000
IT specialist for web updating	602,800	200
Travel, Meals and Accomodation		
Internal travel costs for DFA coordinators	22,665,280	7,520
Transport refund for workshop participants	904,200	300
Meals, refreshments and accommodation	10,983,826	3,644
Venue hire for meetings and workshops	1,808,400	600
Fuel	10,021,550	3,325
Administrative costs	1,953,072	648
Other services		
Printing (research instruments, guidebooks, reports)	19,064,586	6,325
Invitation letters	3,716,870	1,233
Radio announcements	619,478	206
Telephone air time	1,606,563	533
Library and internet services	232,304	77
Program management		
GRAND TOTAL	126,622,530	42,011

11.0 DETAILED ACTIVITY BUDGET FOR UNFFE-IFAP RESEARCH PROJECT

Activity 1: Designing and planning of the 4 studies	COST PER UNIT IN Euro	UNIT DESCRIPTION	NO. OF UNITS	NO. OF DAYS	TOTAL COST (USh)	TOTAL COST (€)
Principal researchers' professional fees (2 people)	80	Persons	2	5	2,411,200	800
Research assistants' per diem (2 people)	40	Persons	2	5	1,191,304	395
Telephone air time	25	Studies	1	5	376,750	125
Fuel for coordination	35	Studies	1	5	527,450	175
Stationery:						
- Plain paper size A4	4	Reams	4	1	48,224	16
- Ruled paper	4	Reams	4	1	48,224	16
- Notebooks	4	Notebooks	4	1	48,224	16
Travel costs for DFA coordinators	20	Persons	4	4	964,480	320
Sub-total Activity 1					5,615,856	1,863

Activity 2: Document reviews	COST PER UNIT IN Euro	UNIT DESCRIPTION	NO. OF UNITS	NO. OF DAYS	TOTAL COST (USh)	TOTAL COST (€)
Principal researchers' professional fees (2 people)	80	Persons	2	10	4,822,400	1,600
Research assistants' per diem (2 people)	40	Persons	2	10	2,411,200	800
Telephone air time	21	Studies	1	10	619,478	206
Fuel for secondary data collection	30	Studies	1	10	904,200	300
Stationery:						
- Plain paper size A4	4	Reams	4	1	48,224	16
- Ruled paper	4	Reams	4	1	48,224	16
- Notebooks	4	Notebooks	4	1	48,224	16
- Pens and markers	4	Sets	4	1	48,224	16
Library and internet service costs	5	Persons	1	15	232,304	77
Travel costs for DFA coordinators	40	Persons	20	4	9,644,800	3,200
Sub-total Activity 2					18,827,279	6,247

Activity 3: Data collection through questionnaires, interviews etc	COST PER UNIT IN Euro	UNIT DESCRIPTION	NO. OF UNITS	NO. OF DAYS	TOTAL COST (USh)	TOTAL COST (€)
Research assistants' per diem (2 people)	40	Persons	2	10	2,382,609	791
Printing of questionnaires (4 sets)	0	copies	4,000	1	4,955,826	1,644
Telephone air time for coordination	3	Studies	4	5	195,910	65
Fuel for coordination	30	Studies	4	10	3,616,800	1,200
Travel costs for DFA coordinators	40	Persons	4	5	2,411,200	800
Sub-total Activity 3					13,562,345	4,500

Activity 4: Data collection using interviews and focus group discussions	COST PER UNIT IN Euro	UNIT DESCRIPTION	NO. OF UNITS	NO. OF DAYS	TOTAL COST (USh)	TOTAL COST (€)
<i>Interviews:</i>						
Printing interview guides/research instruments (4 sets)	0.16	Copies	4,000	1	1,906,087	632
Research assistants' per diem (4 people) for interviews	40	Persons	2	10	2,382,609	791
Telephone air time for coordinating interviews	5	Studies	2	10	301,400	100
Fuel for coordinating interviews	30	Studies	2	10	1,808,400	600
<i>Focus group discussions (FGD):</i>						
Printing FGD guides/research instruments (4 sets)	1	Copies	3,000	1	6,969,130	2,312
Radio announcements for FGD	26	Announcements	2	4	619,478	206
Invitation letters for FGD	3	Letters	100	4	3,716,870	1,233
Venue hire for FGD	25	Venues	4	4	1,205,600	400
<i>Stationery:</i>						
- Plain paper size A4	4	Reams	4	1	48,224	16
- Ruled paper	4	Reams	4	1	48,224	16
- Notebooks	4	Notebooks	4	1	48,224	16
- Pens and markers	4	Sets	4	4	192,896	64
- Flip charts	4	Charts	4	4	192,896	64
Meals/refreshments for FGD	5	Persons	100	4	6,028,000	2,000
Research assistants' per diem (4 people) for FGD	40	Studies	2	5	1,205,600	400
Telephone air time for coordinating interviews	3	Studies	4	5	195,910	65
Travel costs for DFA coordinators for FGD	40	Persons	4	5	2,411,200	800
Sub-total Activity 4					29,280,748	9,715

Activity 5: Conducting case studies	COST PER UNIT IN Euro	UNIT DESCRIPTION	NO. OF UNITS	NO. OF DAYS	TOTAL COST (USh)	TOTAL COST (€)
Principal researchers' professional fees (2 people)	79	Persons	2	5	2,382,609	791
Printing case study guides/research instruments (4 sets)	0.16	Copies	4,000	1	1,906,087	632
Research assistants' per diem (4 people) for case studies	40	Persons	2	5	1,191,304	395
Telephone air time for coordinating case studies	3	Studies	4	5	195,910	65
Fuel for field visits	30	Studies	4	5	1,808,400	600
Stationery:	0					0
- Plain paper size A4	4	Reams	4	1	48,224	16
- Ruled paper	4	Reams	4	1	48,224	16
- Notebooks	4	Notebooks	4	1	48,224	16
- Pens and markers	4	Sets	20	1	241,120	80
Travel costs for DFA coordinators for case studies	40	Persons	4	5	2,411,200	800
Sub-total Activity 5					22,600,000	3,411

Activity 6: Data analysis and triangulation	COST PER UNIT IN Euro	UNIT DESCRIPTION	NO. OF UNITS	NO. OF DAYS	TOTAL COST (USh)	TOTAL COST (€)
Principal researchers' professional fees (2 people)	79	Persons	2	10	4,765,217	1,581
Research assistants' per diem (2 people)	40	Persons	2	10	2,382,609	791
Allowances for additional data entry clerks (4 people)	25	Persons	4	10	3,014,000	1,000
Stationery:						
- Plain paper size A4	4	Reams	4	1	48,224	16
- Ruled paper	4	Reams	4	1	48,224	16
- Notebooks	4	Notebooks	4	1	48,224	16
- Pens and markers	4	Sets	4	1	48,224	16
Telephone air time for coordination	3	Studies	4	5	195,910	65
Typesetting initial reports of the 4 studies	75	Studies	4	1	904,200	300
Printing and binding of initial report of the 4 studies	10	Studies	40	1	1,205,600	400
Sub-total Activity 6					12,660,432	4,201

Activity 7: Training and facilitation of farmers' advocacy task force (at national level)	COST PER UNIT IN Euro	UNIT DESCRIPTION	NO. OF UNITS	NO. OF DAYS	TOTAL COST (USh)	TOTAL COST (€)
Venue hire	50	Workshops	1	4	602,800	200
Fuel for coordination	30	Workshops	1	5	452,100	150
Telephone air time for coordination	3	Workshops	1	5	48,978	16
Meals and accommodation (20 people per workshop)	21	Persons	20	4	6,400,000	1,644
Stationery						
- Notebooks	1	Notebooks	20	1	45,210	15
- Pens and markers	1	Sets	20	1	75,350	25
- Flip charts	4	Charts	20	1	241,120	80
Facilitators' per diem	40	Persons	20	4	9,644,800	3,200
Travel refund to participants	15	Persons	20	1	904,200	300
Travel costs for DFA coordinators	40	Persons	20	2	4,822,400	1,600
Sub-total Activity 8					23,236,958	7,231

Activity 8: Final report preparation and dissemination to key stakeholders	COST PER UNIT IN Euro	UNIT DESCRIPTION	NO. OF UNITS	NO. OF DAYS	TOTAL COST (USh)	TOTAL COST (€)
Principal researchers' professional fees (2 people)	79	Persons	2	10	4,765,217	1,581
Research assistants' per diem (2 people)	40	Persons	2	10	2,382,609	791
Stationery:						0
- Plain paper size A4	4	Reams	4	1	48,224	16
- Ruled paper	4	Reams	4	1	48,224	16
- Notebooks	4	Notebooks	4	1	48,224	16
Typesetting and graphics for final report	4	Report	1	1	12,056	4
Printing and binding of final integrated report	4	copies	100	1	1,205,600	400
Telephone air time for coordination	3	Studies	1	5	48,978	16
Fuel for coordination and distribution of final report	30	Studies	1	10	904,200	300
Technical person to upgrade UNFFE website with findings	40	Persons	1	5	602,800	200
Sub-total					10,066,132	3,340
<i>Unforeseen</i>					<i>4,521,000</i>	<i>1,500</i>
TOTAL					140,370,749	42,007