



Gender Transformation & Empowerment

UGANDA WOMEN'S NETWORK

MARKET RESEARCH AND VALUE CHAIN LINKAGES REPORT | JULY 2019

AGAGO, PADER, KITGUM AND LAMWO DISTRICTS OF
NORTHERN UGANDA

Submitted By:



Table of contents.....	ERROR! BOOKMARK NOT DEFINED.
LIST OF CHARTS AND FIGURES.....	III
Charts.....	iii
Figures.....	iii
List of acronyms.....	IV
Executive summary	V
.....	8
Section i	8
Introduction.....	8
1.1 RESEARCH BACK GROUND AND OVER VIEW.....	8
1.2 RESEARCH QUESTIONS	9
2. Approach and methodology.....	10
2.1 ANALYTICAL FRAMEWORK	10
2.1.1 QUALITATIVE DATA ANALYSIS.....	10
2.1.2 QUANTITATIVE DATA ANALYSIS.....	11
2.1.3 SECONDARY DATA ANALYSIS.....	11
2.1.4 TRIANGULATION.....	11
2.1.5 RESEARCH SAMPLING TECHNIQUES	11
2.1.6 SELECTION OF RESPONDENTS.....	11
2.1.7 evaluation tools / instruments	12
2.1.8 market research survey questionnaire.....	12
2.1.9 focus group discussions guides.....	12
2.1.10 key informant interview.....	12
2.1.11 documents reviewed	12
Section ii	13
2. Context analysis	13
1. TARGET POPULATION: WOMEN IN INFORMAL BUSINESS IN NORTHERN UGANDA?	13
3. Geographic context.....	15
3.1 LOCATION	15
Section iii	17
5. FINDINGS.....	17
5.1 SOCIAL DEMOGRAPHIC CHARACTERISTICS	17
5.2 GENERAL MARKET ASSESSMENT	19
5.2.1 INTRODUCTION	19
5.2.2 SECTORS WHERE WOMEN ARE MOSTLY INVOLVED.....	20
5.2.3 DIFFERENT AGRICULTURAL ENTERPRISES WOMEN ARE MOSTLY INVOLVED IN.	21
5.2.3 CROP PRODUCTION AND MARKET DEMAND.....	22
5.2.3 CHALLENGES FACING WOMEN IN AGRIBUSINESS.....	23
5.2.3 TYPE OF SKILLS NEEDED TO ENTER OFF FARM BUSINESS.....	24
5.3 VALUE CHAIN ASSESSMENT	25
.....	25
Section iv	29
6. Maize value chain analysis	29
6.1 MAIZE VALUE CHAIN ACTORS.....	29
7. Sun flower value chain analysis.....	31

7.1 SUN FLOWER VALUE CHAIN ACTORS.....	31
8. Sesame value chain analysis.....	33
8.1 SESAME VALUE CHAIN ACTORS	33
9. Constraints to value chain development.....	34
8.1 PRODUCTION CONSTRAINTS	34
8.2 PROCESSING CONSTRAINTS	35
8.3 MARKETING CONSTRAINTS	36
8.4 GENDER ISSUES	36
8.5 UNPREDICTABLE WEATHER.....	37
10. Conclusions and recommendations	37
10.1 CONCLUSIONS	37
10.1 RECOMMENDATIONS	38



List of Charts and Figures

Charts

Chart 1: Where did we interview.....	11
Chart 2: Age Distribution	11
Chart 3: Disability Status	11
Chart: 4 Education Level.....	11
Chart 5: Type of Disability.....	12
Chart 6: Sectors Where women are mostly Involved	15
Chart 7:Different Agricultural enterprises women are mostly involved in	16
Chart 8: Challenges facing the women in Agribusiness	18
Chart 9: Type of skills needed to enter off farm business	21
Chart 10: Agago District.....	22
Chart 11: Lamwo District.....	22
Chart 12: Pader District	22
Chart 13: Kitgum District.....	22

Figures

Figure 1: Planting and Harvest Only	28
Figure 2: Showing the maize mapping framework	31
Figure 3: Sunflower value chain mapping	32
Figure 4: Sesame value chain mapping.....	34

List of Acronyms

UNADA: Uganda National Agro-input Dealers Association

CCO : Customary Certificates of Ownership

PSA : Private Sector Actor

UBOS : Uganda Bureau of Statistics

M&E : Monitoring and Evaluation

GBV : Gender Based Violence

FGD : Focus Group Discussion



Executive Summary

Project Background

Uganda Women's Network (UWONET) is an advocacy organization that exists to coordinate collective action among women's rights and gender equality stakeholders for the attainment of gender equality and equity in Uganda.

The project on Enhancing Women's Agency and Organizing for the Protection of Social and Economic Rights, seeks to strengthen the promotion of social justice through the reduction of social tolerance towards Gender Based Violence (GBV) and the protection of women's rights to land and as well as increasing women's access and benefit from existing economic resources and opportunities. This intervention is implemented in the 4 target districts of Kitgum, Lamwo, Pader and Agago.

The Market Research and Value Chain Linkages Methodology

This research covered all the four (4) target project districts of Kitgum, Lamwo, Pader and Agago. A mixed-methods approach involving both qualitative and quantitative methods was used. Primary data sources included; market research questionnaires for women in business and farmers' groups, district women networks, interviews for women group leaders, political leaders, district technocrats, PSA, Key Informant Interviews for project implementers i.e. partners. Focus Group Discussions (FGDs) for women groups, and local leaders were also used. The secondary sources of data included project documents (project proposal, M&E frame work, annual reports, other external reports) among other relevant documents.

Quantitative Data was collected using Kobo Collect. A total of 420 women were interviewed.

Key Findings

- o Majority of women (95.2%) were involved in subsistence farming as their main source of income. Other women were also involved in informal sectors like street vendors, domestic workers, petty traders, seasonal workers at the factories.



- o Majority of women (88.6%) were dealing in agro produce, while the rest were agro processors (4.5%), Input dealers (1.2%) and Commodity dealers (2.1%).
- o The most common challenges affecting women in subsistence farming were unfavourable weather (74.8%), pests and diseases (50.7%) and limited capital (46.4%).
- o Majority of PSAs (68.6%) needed only soft skills for women to enter off farm business while the rest needed hard skills (25%) and specific certifications (6.4%).
- o The most top two crops grown in the four districts were as follows; Agago (38.6% Maize & 21.1% Sorghum), Lamwo (32.9% Sorghum & 15.2% Sim Sim), Pader (48.4% Sorghum & 24.2% Maize), Kitgum (21.2% Cotton & 11.5% Sim sim).
- o Maize value chain actors included the producers, local traders, small scale millers and whole salers who buy and sell to regional markets like Gulu, Lira and Kampala.
- o Sun flower value chain actors included Mukwano enterprises, local traders, small scale millers and local retailers.
- o Sim sim value chain actors included farmers, local traders and whole salers

Recommendations

- **Increased production:** through training of farmers on good agronomic practices, support farmers to open up more land and mitigation strategies on climate change.
- **Post-harvest handling and Value addition:** Through training on value addition and strengthen post-harvest handling, provision of equipment for post-harvest handling and small processing.
- **Strengthen market linkages:** This can be achieved through providing market information and improve the coordination structures of the local farmers and local agents or buyers.

- **Advocate for the farmers groups:** Since there is less government interference in the local market. The local farmers who are mainly women need support to address their concerns like unfair trade.
- **Development of sustainable value chain financing:** through linking the financial institutions to the local farmers and strengthening of VSLA groups.
- **Gender issues:** Majority of the PSAs, farmer groups, local traders and business fraternity urgently need gender trainings to address the issues of patriarchy in the community.



SECTION I

INTRODUCTION

1.1 Research Back ground and Over view

The project on Enhancing Women's Agency and Organizing for the Protection of Social and Economic Rights, seeks to strengthen the promotion of social justice through the reduction of social tolerance towards Gender Based Violence (GBV) and the protection of women's rights to land and as well as increasing women's access and benefit from existing economic resources and opportunities. This intervention is to be implemented in the 4 target districts of Kitgum, Lamwo, Pader and Agago.

The goal of the project is improved social and economic status of women in Acholi sub region and the project outcomes are;

- 1) Reduced social tolerance to violation of women's land rights and Gender Based Violence (GBV),
- 2) Improved gender mainstreaming in the administration of justice,
- 3) Improved gender responsiveness in the water sector service delivery,
- 4) Improved capacity of women to exploit and benefit from available economic opportunities.
- 5) Enhanced institutional capacity of UWONET to deliver on gender equality.

The purpose of the assignment was to carry out a market research and establishment of value chain linkages in the 4 districts to understand the existing market trends, the potential of the sub-sector the women business and farmers groups are engaged and its demand in the local and national market, the gaps that exist and the strengths for the intervention to take advantage. Also, the market research involved identification of the sub-sector the women groups are engaged in, the main actors involved, their current activities and the weaknesses and strengths in the value chains. It involved a process of collecting, analyzing and interpreting information about a target market, consumers, and competitors among others.



1.2 Research questions

The following research questions were proposed for the Market research study in the four districts of Kitgum, Agago, Pader and Lamwo;

- 1) What agricultural sectors are women most involved in?
- 2) What types of enterprises are they most concentrated?
- 3) What types of roles do they tend to fill (e.g. as buyer agents or inputs retailers)?
- 4) What agribusinesses do women tend to own as opposed to work at?
- 5) What types of skills and attitudes do employers look for to enter off-farm businesses? Hard skills? Specific certifications? Soft skills?
- 6) What are employer perceptions of how readily available these skills are?
- 7) What are employer's perceptions of the trustworthiness of women as employees?



2. APPROACH AND METHODOLOGY

Largely, the Market Research study was based on a mixed-methods approach utilizing both qualitative and quantitative methods. Both primary and secondary data was collected during the research. Primary data sources included; market research questionnaires for women in business and farmers' groups, district women networks, interviews for women group leaders, political leaders, district technocrats, PSA, Key Informant Interviews for project implementers i.e. partners Focus Group Discussions (FGDs) for women groups, and local leaders. The secondary sources of data included project documents (project proposal, M&E framework, annual reports, other external reports) among other relevant documents.

Value chain approach

This study followed a Value Chain Approach (VCA) of UNIDO, 2009. A value chain can be defined as “the full range of activities which are required to bring a product or service from conception, through the different phases of production (involving a combination of physical transformation and the input of various producer services), delivery to final customers, and final disposal after use. The chain actors who actually transact a particular product as it moves through the value chain include input (e.g. seed suppliers), farmers, traders, processors, transporters, wholesalers, retailers and final consumers.

2.1 Analytical Framework

2.1.1 Qualitative Data Analysis

Qualitative data collected through key informant interviews, FDGs, and observation methods was analysed using thematic procedures basing on the emerging relevant themes and sub- themes. Here, similar responses were categorized in respect to the developed themes and sub themes and then narratively explained purposely to bring out more vividly the relationship between the research's variables. Data obtained from documents was analysed using content analysis and preceded by data transcription. A schema was developed to capture themes and categories as well as the specific profile of the respondent in order to facilitate proper analysis. Verbatim quotations were also carefully captured in the analysis used in discussion of findings.



2.1.2 Quantitative Data Analysis

Data was collected through survey tools which were uploaded on smart phones/Tablets using ODK and survey CTO soft wares and later synchronized on them. Quantitative data was downloaded from the tablets / smart phones into excel and later STATA for analysis.

2.1.3 Secondary Data Analysis

Content analysis was used to analyze secondary data. A checklist of key content to look for in the documents was developed and accordingly data was checked and compiled from the documents in relation to the document review checklist.

2.1.4 Triangulation

Data from the two sources (primary and secondary) was triangulated when presenting the results. Tables, charts pie charts and graphs were used for quantitative data presentation while narratives, case studies and verbatim quotations were used to integrate qualitative data.

2.1.5 Research Sampling techniques

The consultant used *simple random technique* to sample out the beneficiaries to be included in the evaluation since the actual numbers of the project beneficiaries were well documented. Some respondents were sampled randomly but within their categories while other respondents were selected by *convenience sampling technique*

2.1.6 Selection of respondents

The team adopted a sample size of 420 (females) as primary respondents. Also, Krejcie & Morgan (1970) formula was used to determine the sample size.

$$n = \frac{x^2 NP(1 - P)}{d^2(N - 1) + x^2 P(1 - P)}$$

Applying the formula, 361 women were supposed to be interviewed. However, in order to cater for anticipated non- responses, contingencies and allow estimations, the total sample size was adjusted to 420.

2.1.7 Evaluation Tools / Instruments

A number of tools for quantitative and qualitative were developed and used for data collection..

2.1.8 Market Research Survey Questionnaire

A structured questionnaire was developed between the consultant and the client and was administered with the women who were selected from the different categories like women groups and women farmers groups.

2.1.9 Focus Group Discussions Guides

In order to triangulate the data collected from the other survey methods, focus group discussions were carried out with different categories of respondents. These included; women groups members, community, local leaders. The discussions captured information on what the project was about, what worked and what did not work well in relation to agribusiness, value chains, business opportunities, opportunities and challenges facing the agribusiness sector and recommendations.

2.1.10 Key Informant Interview

Key informants were interviewed on key pertinent issues about the project and its impact in improving skills and livelihoods of women in the project communities.

2.1.11 Documents Reviewed

The following documents were reviewed to obtain more information in writing the report;

- Project proposal
- Beneficiary lists
- UWONET Country Programme Strategy
- M&E framework (especially the process, outcome and impact indicators),
- Partner activity reports

The review of the project documents enabled the consultants to understand the background of the project, the progress of the project; challenges involved during implementation and establish criteria.



2. CONTEXT ANALYSIS

1. Target Population: Women in Informal business in Northern Uganda?

The informal economy is defined as a diversified set of economic activities, enterprises, jobs, and workers that are not regulated /monitored / taxed or protected by the state. In Uganda, informal workers make up over 90 per cent of the labour force [UNHS, 2016/17].

The informal sector in Uganda is characterized with low technology absorption, high rates of tax evasion and workers have no, or insufficient, access to any form of social protection e.g. health care, benefits in case of injury, sickness, maternity or old age. The contribution of the informal sector to the Uganda economy cannot be underestimated. Over 42% of GDP at constant prices (UBOS, 2017) is attributed to the informal sector economic activities, and over 90 per cent of the labour force work is in the informal economy.

The research established that majority of women in the informal sector in the four districts were women. This was due to lack of education, low self-esteem and ignorance about the economic empowerment programme.

“During our times girls were not supposed to study a lot and because of that our parents didn’t take us to school. We were supposed to stay home and do home chores and also help our mothers with house duties”, Female, FGD, Lamwo.

This was also evidenced by the research findings were the respondents’ education level were as follows; (1.2%) had attended University, 17.1% had A level certificate, 3.3% had O level certificate and majority (54.8%) had only reached Primary education.

The informal sector has been lucrative to women in the four districts of UWONET .i.e. Kitgum, Agago, Lamwo and Pader in that those involved in it have copied by learning to be innovative, opening up small businesses rather than waiting for employment in the formal sector.

The creativity of women flocking to and starting small businesses in the informal sector has led to the Ugandan government to support the women involved in the informal sector. This is witnessed in the Uganda Women Empowerment Programme run by the

Ministry of Gender, Labour and Social Development (MGLSD), whose target groups are women and youth.

The study also established that majority of the respondents were under the informal sector activities like street vendors, subsistence farmers, domestic workers, petty traders, seasonal workers at the factories.

The research also established that women in the informal sectors are faced with a huge burden of gender issues for example, while production of crops is done by both genders, postharvest operations normally fall on the shoulders of women, while men market the crop and subsequently dictate how revenues are spent.

“Before harvesting my man always involve me into decision making of the household, however after sale of the produce things change in the home!, he begins to come back home late and drunk. Most of the time this has led to fighting in our home”, female farmer, FGD, Agago.

The Government of Uganda has for the last decade put in place laws and policies for promoting gender equality but with inconsistencies between policy statements and the way in which laws are enforced.

The 1995 Constitution (Section 33, sub-section 6) prohibits laws, cultures and traditions which are against the dignity, welfare, or interest of women or which undermine their status. The 1997 National Gender Policy; and various legal reforms including; the law on Domestic Violence and the Domestic Violence regulations and the Equal Opportunities Commission Act promote gender equality and women's empowerment.

However, there is still a disconnect between Uganda's legal framework and the lack of effective implementation or enforcement of the gender-positive laws.



3. GEOGRAPHIC CONTEXT

3.1 Location

Agago District

Agago District is located in the northern central region of Acholi Land. It is one of Uganda's newest districts, breaking away from Pader District in 2012. Agago is bordered by Kitgum District to its North, Kotido and Abim in the East, Pader in the West, and Ouke and Lira Districts to the South. The landscape is relatively flat, with some low points, creating seasonal streams or swamps where the water floods and extends during the rainy seasons. The district has 16 administrative units; 13 sub counties and 3 Town Councils, 75 parishes and 906 villages.

Pader District

Pader District is a district in Northern Uganda. It is named after Pader, the chief municipal, administrative and commercial town in the district, where the district headquarters are located. Pader District is bordered by Lamwo District to the northwest, Kitgum District to the northeast, Agago District to the east, Ouke District to the southeast, Lira District to the south, Oyam District to the southwest and Gulu District to the west. The district headquarters at Pader are located approximately 130 kilometres (81 mi), by road, northeast of Gulu, the largest city in the sub-region. The district has 13 sub counties, 52 parishes and 1200 villages.

Kitgum District

Kitgum District is a district in Northern Uganda. It is named after its 'chief town' of Kitgum, where the district headquarters is located. It has suffered many deaths and social disruption resulting from the 20-year civil war within the region during the late 20th century. District is bordered by South Sudan to the north, Kaabong District to the east, Kotido District to the southeast, Agago District to the south, Pader District to the southwest and Lamwo District to the northwest. Kitgum, the largest town in the district, is located approximately 108 kilometres (67 mi), by road, northeast of Gulu, the largest city in the sub-region. The district is composed of one county which is Chua County, 10 sub counties, 55 parishes and 802 villages.

Lamwo District

Lamwo District is bordered by South Sudan to the north, Kitgum District to the east and southeast, Pader District to the south, Gulu District to the southwest, and Amuru District to the west. The town of Lamwo is approximately 66 kilometres (41 mi), by

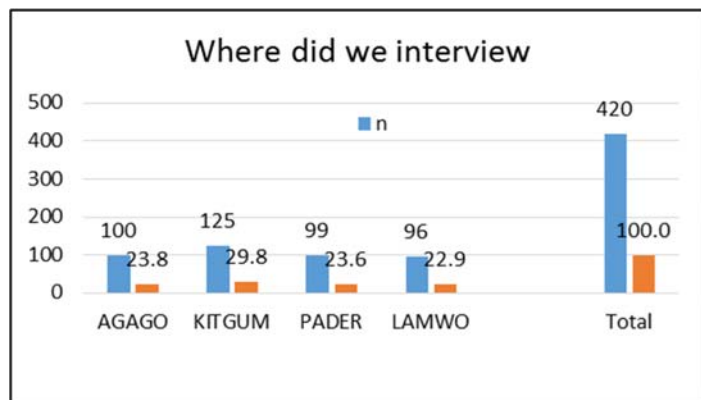
road, northwest of Kitgum, the nearest large town. The district 9 sub counties, 45 parishes and 671 villages.



5. FINDINGS

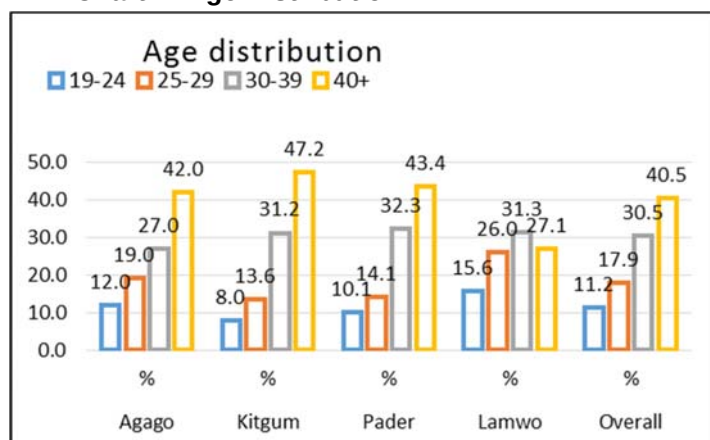
5.1 Social demographic characteristics

Chart 1: Where did we interview



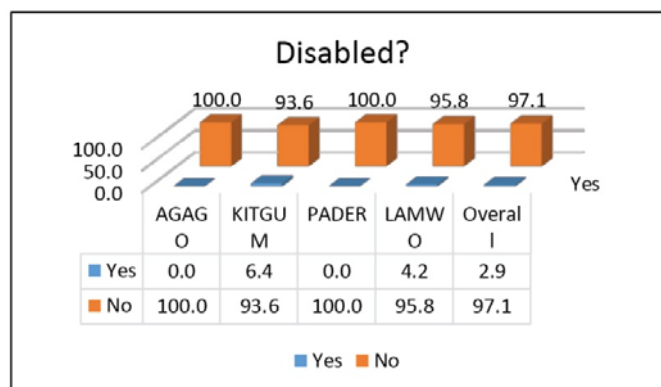
The research was able to reach out to 420 women and the highest proportion of the women interviewed were from Kitgum (29.8%) slightly more than those from Agago (23.8%), while 23.6% and 22.9% were from Pader and Lamwo districts respectively.

Chart 2: Age Distribution



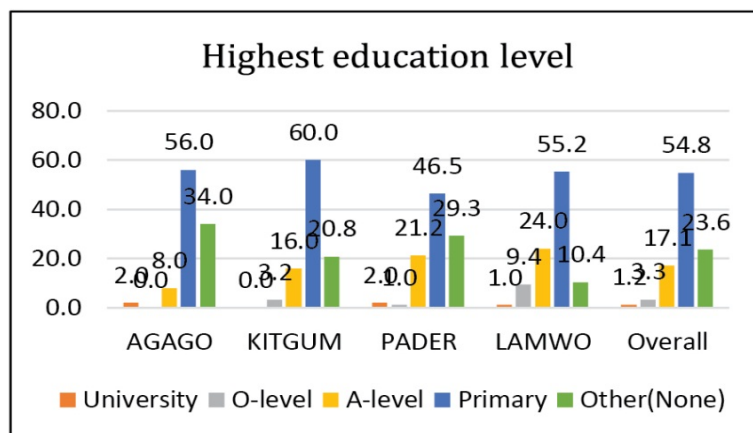
The proportion of women who were above 40 years were more interviewed and followed by those between 30-39 years. The least reached age categories were those aged between 25-29 and 19-24.

Chart 3: Disability Status



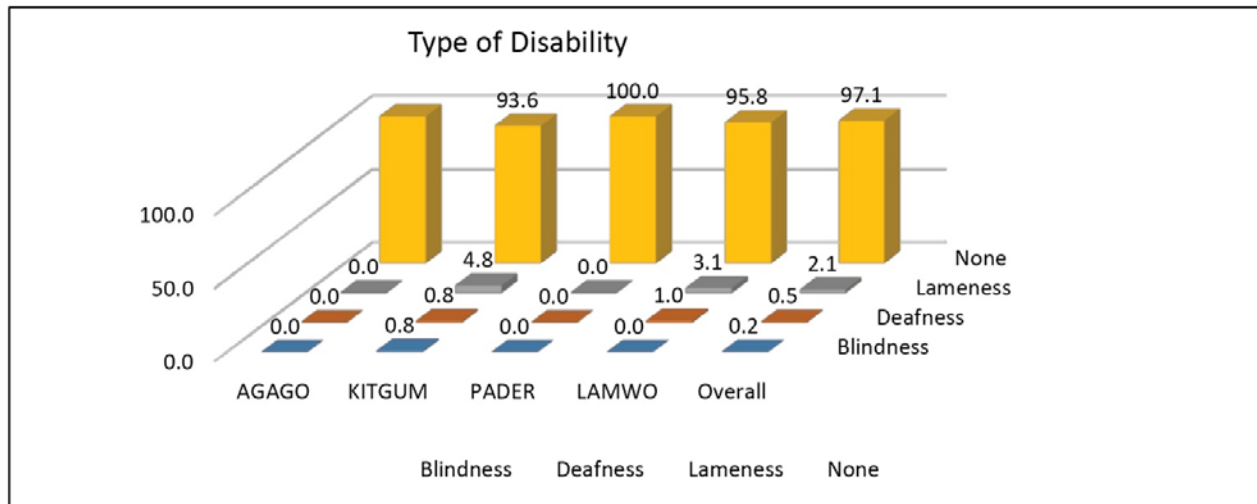
The research findings indicate that both kitgum (6.4%) and Lamwo (4.2%) had the highest number of people with disability. Pader and Agago recorded no cases of disability as shown in chart 3 above.

Chart 4 Education Level



The research reveals that majority of the respondents had completed primary education (54.8%) followed by those with other qualifications (23.6%). The findings imply that at least majority of the respondents across the four districts had finished primary education level.

Chart 5: Type of Disability



Further analysis of the people identified with disability in Kitgum and Lamwo, research reveals that majority had lameness (2.1%) followed by those with deafness (0.5%). However, further findings reveal that there were also people with blindness (0.2%).

5.2 General Market Assessment

5.2.1 Introduction

Large number of households in Northern Uganda (between 90% and 95%) are dependent on agricultural production, for food security, cash and income from labour. In a rural farm setting, the relationship between employer and employee follows closely to socio-economic status; poorer households are the majority of the agricultural labour force for more wealthy households. Around 25% of the agricultural work force in Uganda is below the poverty line.¹ Poor households are more likely to depend on agricultural labour to supplement their household incomes.

In terms of gender make-up, although no official statistics can qualify exactly, it is within reason to assume that the majority of agricultural labour is undertaken by women since it consists of labour intensive and tedious tasks that men generally want no responsibility for. Regarding youth involvement, most have grown up participating in agricultural activities in

their households, which is where most acquire their knowledge about agriculture. From this perspective, studies have found that youth do not see agriculture as attractive as a primary income generating activity.² Moreover, with the rise of gambling and high levels of alcohol (most likely a consequence of displacement and trauma), youth are spending increased amounts of time on unproductive activities.

When it comes to labour productivity, research shows that poorer households, and specifically those engaged in subsistence agriculture, were working less than 40 hours a week.³ Factors that also affect the productivity of individuals include the number of young children and overall household size. Not surprisingly, the presence of young children (below 5 years old) in a household negatively affects labour productivity; women will work 40% less and men will work 33% less.⁴ If women are self-employed, their productivity reduces by 79%,

¹ Ibid.

² USAID, 2014. "Youth and Agriculture in Uganda: An Assessment."

³ GoU- MoFPED, 2014. "Uganda's Employment Challenge."

⁴ Kasirye, I., 2011. "Addressing Gender Gaps in the Ugandan Labour Market." Economic Policy Research Council, Uganda.

compounding the difficult situation faced by female-headed households.

For women, larger households correlate with less productivity.⁵ For each additional member of the household, women's productivity reduced by 6% while men's remained the same.⁶ However, for self-employed males, additional members to the household meant their productivity actually increased. What this means is that the larger the household, the more burden on women which causes a decrease in their productivity while for men, more household members frees up more labour time for them.⁷ a result of several of the factors discussed above. One not mentioned is health,

which has been noted as a The reasons why agricultural labour is not readily available is most likely as contributing factor to labour availability, especially when incidences of malaria are highest in peak labour seasons, during the wet season.

Lastly, it is worth nothing that household labour capacity is a key adaptive capacity for resilience. Healthy, strong and physically fit individuals who can engage in income generating labour activities, which also help to support livelihood diversification, are a critical element to a household's resilience.

5.2.2 Sectors where Women are mostly involved

The overall findings revealed that majority of women (95.2%) are involved in farming sector followed by small scale businesses (52.5%). Other notable sectors noted were animal husbandry (33.7%), Market Vending (36.5%) and Poultry (22.7%). However, on individual district responses, Agago

and Pader noted the highest number of women

involved in farming 99% and 97% respectively. Agriculture in Northern Uganda is dominated by large numbers of smallholder farmers who produce staple foods for household consumption, and sell whatever is surplus. This was also much more

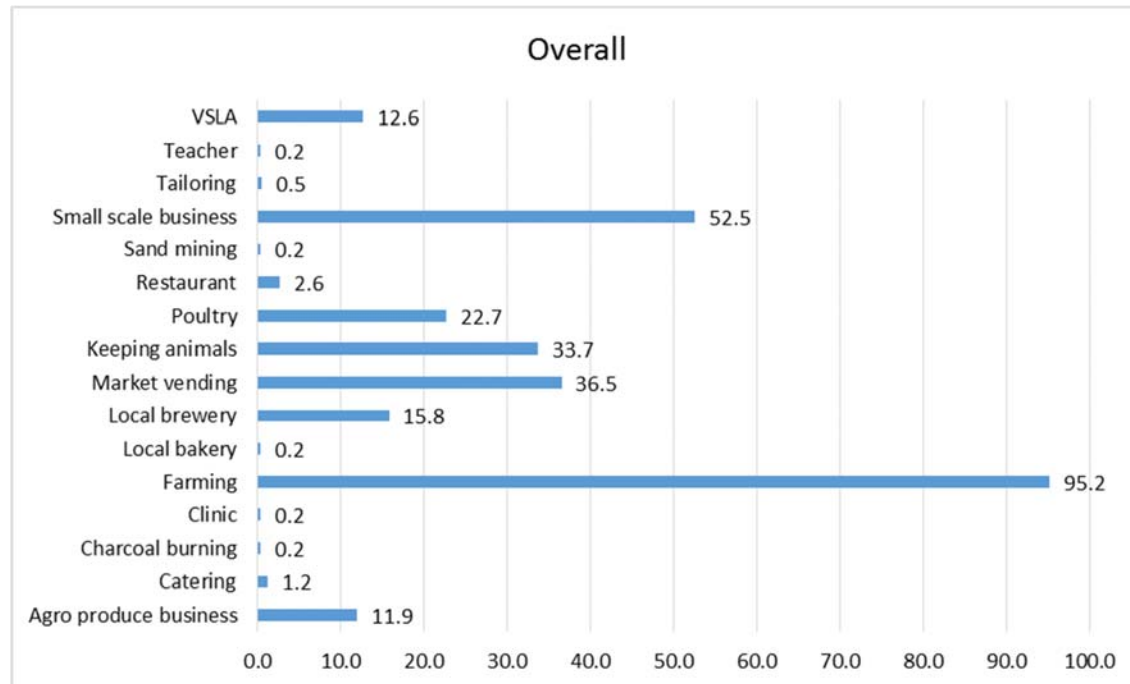
⁵ ibid

⁶ Ibid

⁷ Ibid.

prominent in the four districts of Kitgum,
Pader, Lamwo and Agago

Chart 6: Sectors where women are mostly Involved



5.2.3 Different Agricultural enterprises women are mostly involved in.

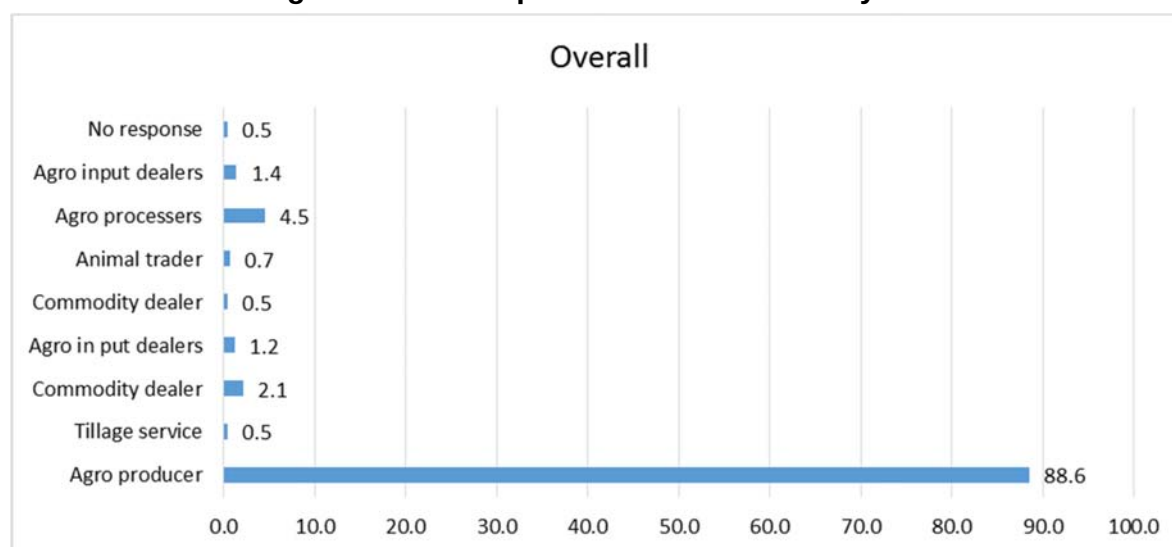
Women were further asked in particular the different types of agricultural enterprises they were involved in. Majority of the respondents (88.6%) were involved in agro produce followed by those in agro processing (4.5%). Other key notable enterprises mentioned by the women were Agro input dealers (2.6%) and commodity

dealers / sales agents (2.1%). For the case of tillage services, Ox and plough is the primary method for breaking and clearing land. However, this is slow and fairly expensive. It takes roughly three days to plough one acre with an ox plough at a cost of Ugx. 30,000 per day (about \$10).

During the market research processes, in all the four districts visited, presence

of Ox ploughs were observed during the agricultural processes.

Chart 7: Different Agricultural enterprises women are mostly involved in



5.2.3 Crop Production and Market Demand

Poverty reduction in rural areas is closely associated with the diversification of household livelihoods away from agricultural activities towards non-farm household enterprises. Diversification away from solely on-farm production can increase and stabilize household incomes. The proportion of households operating a non-farm enterprise expanded markedly during the 1990s, growing from 19% in 2002/03 to 24% in 2012/13⁸.

Despite this, majority of households in Northern Uganda rely on subsistence farming for their livelihood. During the market research survey, it was also noted that there were also diverse livelihoods strategies which were broken down broadly into four categories:

1. Agricultural production, both commercial and subsistence
2. Wage labor
3. Livestock ownership and sale
4. Petty trade.

It was also noted that most households engage in at least two or more of these activities at any one time.

⁸ Poverty Status Report 2014

Crop production is essential to people's food security and represents an important component in a mixed production livelihoods strategy. In all the four districts where the market research was conducted, agricultural production was the major driver of economic activities.

One of the most promising markets for Ugandan producers in the four districts of Agago, Pader, Lamwo and Kitgum is that of South Sudan. Despite large government and donor initiatives to increase agricultural production in South Sudan, the country is heavily dependent on food imports from neighboring countries (mainly Sudan, Uganda and Kenya). In 2012, South Sudan was the main destination for agricultural commodities, followed by DR Congo and Kenya with a combined share of 77.6%⁹. At the time of market research, Nimule, Bibia and Olegu boarder points were confirmed to still be major channels for food commodities such as red sorghum, sweet potatoes (dry and fresh), cassava (dry and fresh), beans, sesame, millet, maize grain, maize flour, green grams, groundnuts, and dry okra- mostly supplied from northern Uganda; as well as smaller amounts from Kenya.

5.2.3 Challenges facing women in Agribusiness

During the Market research, women from the four districts mentioned challenges they encounter in the agribusiness sector. Majority of the respondents (74.8%) mentioned unfavorable weather followed by pests and diseases (50.7%) and limited capital (46.4%). Whilst there were significant variations of challenges across the four districts, the majority mainly mentioned were those

mentioned above. It was also noted that the main constraint to increasing incomes from agriculture is that producers (women farmers) grow for household requirements, and not for market demand. And this was mostly influenced by a number of factors including such as existing knowledge of certain crops, access to inputs and services e.g. seeds and tillage, dependency on rain, which can be the

⁹ The Informal Cross Border Trade Survey Report 2012.

difference between the number of growing seasons and lack of market / weather information

Chart 8: Challenges facing the women in Agribusiness

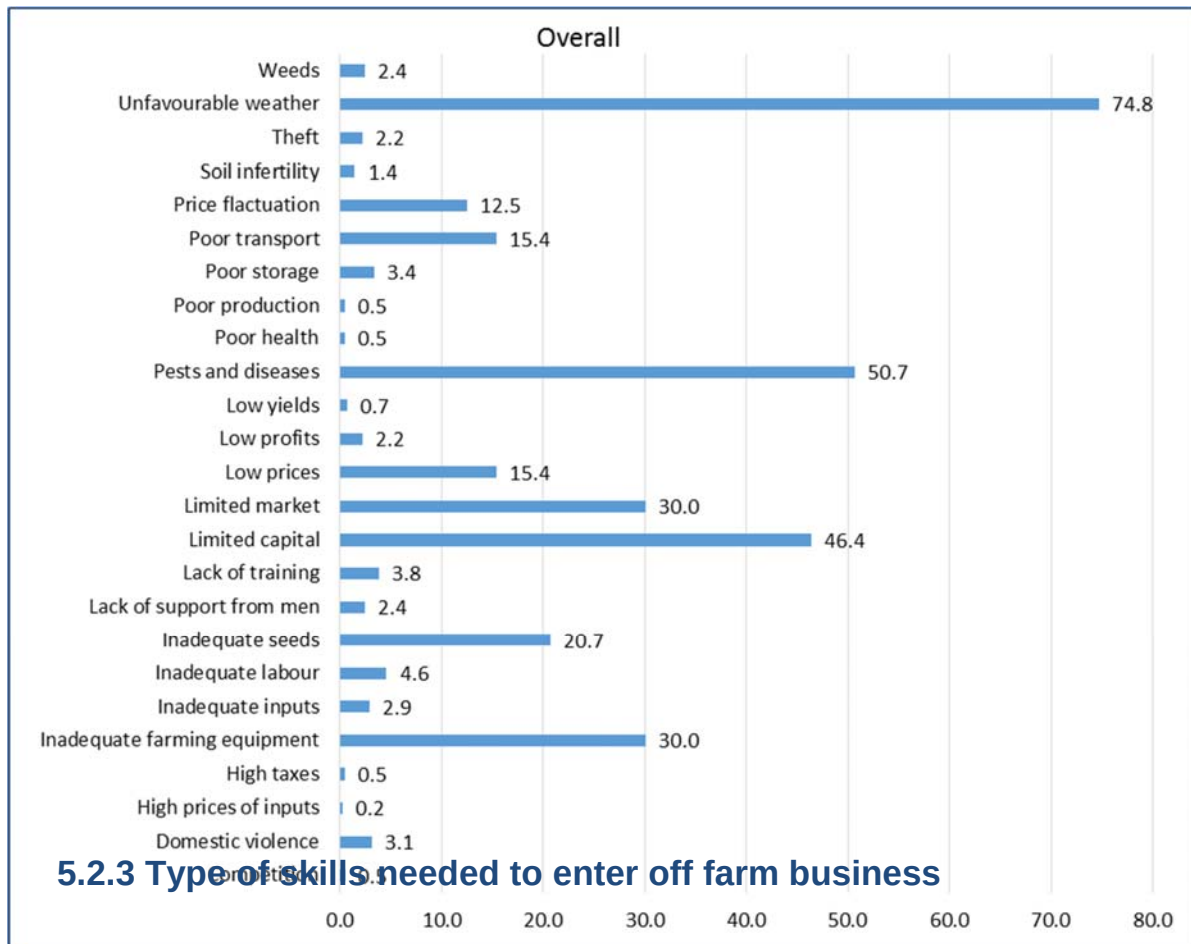
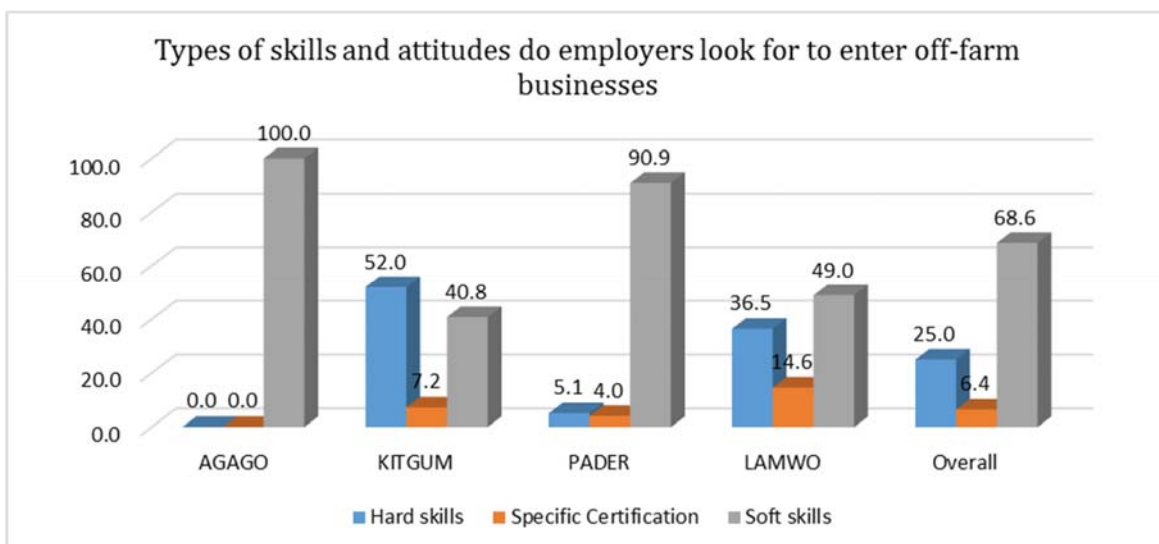


Chart 9: Type of skills needed to enter off farm business



Overall findings reveal that majority of the PSAs (68.6%) in the four districts requires only soft skills for the women to be involved in the off-farm business. It was also noted that only 25% of the PSA care about the hard skills and 6.4% of them require specific certifications. Among the soft skills mentioned were negotiation, communication, leadership and critical thinking in relation to business management. This directly correlates with the answer given by the District Commercial officer of Pader, when asked about the main barriers affecting the growth of women entrepreneurs in the area.

“Most of our rural women here are illiterate, besides they lack basic knowledge and skills to engage in the agribusiness sector with the big companies in the area. However, a few who have engaged in the business sector have recorded tremendous achievement”, District Commercial Officer, Pader District

5.3 Value Chain Assessment

Overall findings from the market research conducted with different women generated a long list of crops commonly grown. Each district’s main value chain varied from each other however it was also noted that some crops were cross cutting.

5.3.1 Main value chain per district

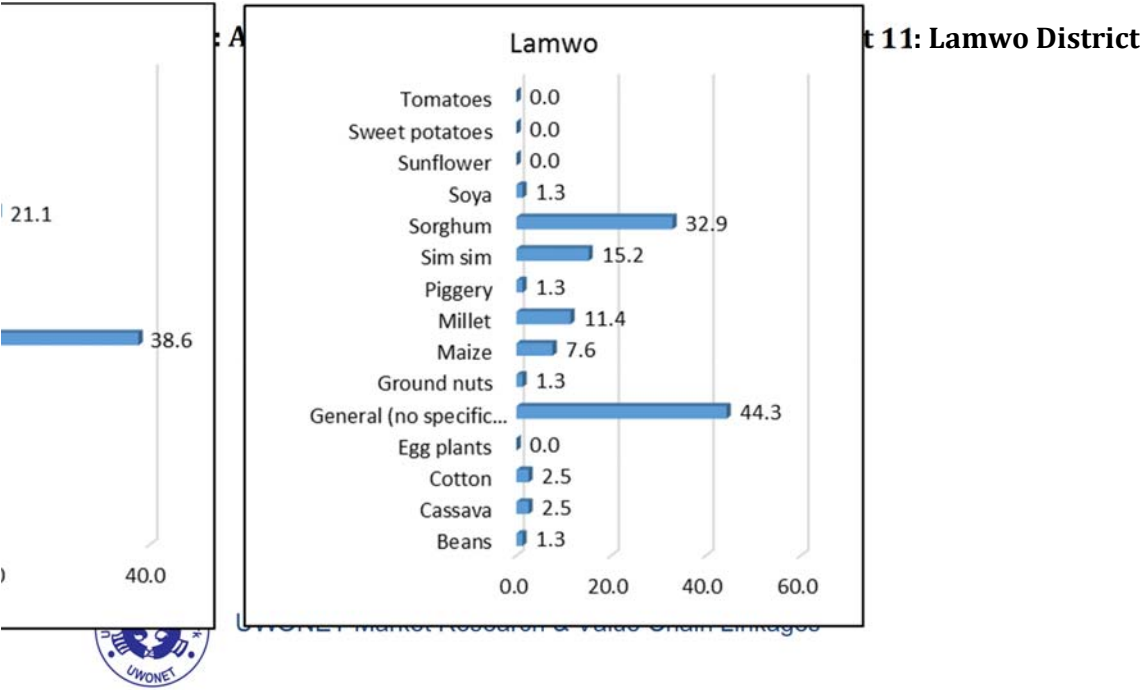


Chart 12: Pader District

Chart 13: Kitgum District

Main crops in Pader, Kitgum, Lamwo and Agago

Findings reveals that farmers in the four districts, are much more oriented towards commercial production and seemed to have more market opportunities when compared to other parts of the country.

Of concern is the rapid disappearance of shear nut trees, which considerably contribute to household incomes.

In Agago, production is much less orientated towards the market and more towards food security crops probably a consequence of a traditional uni-modal seasonal calendar. Sorghum and sim sim were the most consistently grown crops, in the four districts of Pader, Lamwo, Agago and Kitgum.

Men were traditionally responsible for cash crops, and women used to be involved in all aspects of production. However, findings reveal that also women are now more involved in cash crops than before. It was also noted that Men interject when crops

are closer to market. When a crop becomes profitable, men tend to take over its sale and control its earnings. If a cash crop becomes unprofitable, men tend to lose interest in it, and women may take over its control.

Seasonality

While all commodity value chains are inherently unique, they share many important features. Notably, there are seasonal variations in production and marketing of these crops. Figure 2 below clearly demonstrates this. In the bi-modal rainfall system, farmers perceive the second rainy season to be more reliable than the first. Groundnut yields for example, are said to be higher in the second season as compared to the first, hence the tendency to plant groundnuts only in season two. Beans, cassava, sesame and maize, are cultivated in both rainy seasons. Red sorghum is a longer-term crop and dry planting is done in the first season.

Seasonal variation also includes price variations, with the majority of farmers selling their crop immediately after harvest, and therefore obtaining a low market price.

Figure 1. Agago, Kitgum, Lamwo and Pader cropping calendar for different crops (planting and Harvest only)

MONTHS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
				RAINY PERIOD		RAINY PERIOD		RAINY PERIOD				
	DRY SEASON				DRY SPELL		DRY SPELL				DRY SEASON	
CROP												
Beans	Marketing					Planting			Harvesting	Marketing		
Sesame	Marketing		Planting				Planting /1st season Harvest		Harvesting		Harvesting	
Sorghum (Red)			Planting							Harvesting		
Sorghum (White)	Marketing			Planting			Harvesting	Planting			Harvesting	
Soybean				Planting			Harvesting		Marketing			
Rice				Planting					Harvesting		Marketing	
Sunflower				Planting					Harvesting		Marketing	
G.Nuts				Planting			Harvesting		Marketing			
Maize				Planting			Harvesting		Marketing			
Green grams				Planting			Harvesting		Marketing			
Chili	Marketing					Planting			Harvesting		Marketing	

6. Maize Value chain analysis

Maize was introduced in Uganda in 1861 and has since become a major part of the farming system, ranking third in importance among the main cereal crops (finger millet, sorghum and maize) grown in the country (MAAIF, 1988). Maize has been traditionally cultivated in Uganda by small-scale farmers both as a source of food and for income generation. It is now one of the 15 strategic agricultural commodities which has been prioritized in the Development Strategy and Investment Plan (DSIP) of the Ministry of Agriculture, Animal Industry and Fisheries (MAAIF, 2010).

Maize is grown in Northern Uganda in two seasons: first season (March-April) and second season (August-September). Harvesting takes place in July-August for the first season maize while for the second season maize, it is harvested in December-January. In good years, the maize crop in the first season is larger than in the second season as more area is usually put under its production in the first season.

6.1 Maize Value Chain Actors

A). Producers

The farmers in the four districts opted for the most common maize seed, “Longe 5” and “Longe 4”, Open Pollinated Varieties (OPVs) which are grown all over the country. However, in most cases farmers use home saved seeds instead of buying them, which can negatively affect the yield after. The research established that after the harvest, organized farmers bulk the maize in local stores that have been provided by WFP. Also, farmer groups bulk up their maize at the collection point and then sell it to local traders which are the main buyers. It was also noted that individual farmers sell their maize directly at the farm gate where the local traders and sometimes wholesalers come and pick it up. Furthermore it was also observed that unorganized farmers also bring the maize to local millers.

b). Small scale millers

These were found at all the sub counties visited and were also strategically located in town centers. These millers received the maize grain and processed it into flour for direct consumption. The maize brand issued from the milling was sold for animal feed at a price of about Ush 500/kg.

c. Local traders

These local traders go around the remote rural areas that are usually difficult to access and buy the maize from farmers; they either go to the local storage facilities or directly to the farmers' gates. These traders move from collection point to another and bulk up the maize until they accumulate a sufficient amount, which usually consist in filling up the truck. Once the maize is collected, local traders bring the maize to the millers for it to be processed or sell it as grain to wholesalers.

d) Wholesalers

it was observed that Wholesalers either go directly to collecting points such as trading centers and storage facilities or else they pass through local traders that bring the maize directly to them in the local towns (Kitgum, Pader, Agago and Gulu). Once the merchandise is bulked in large quantities, they transport it straight to the main market in Kampala or export it within the region (South Sudan and Kenya).

e) Maize Value Chain Mapping

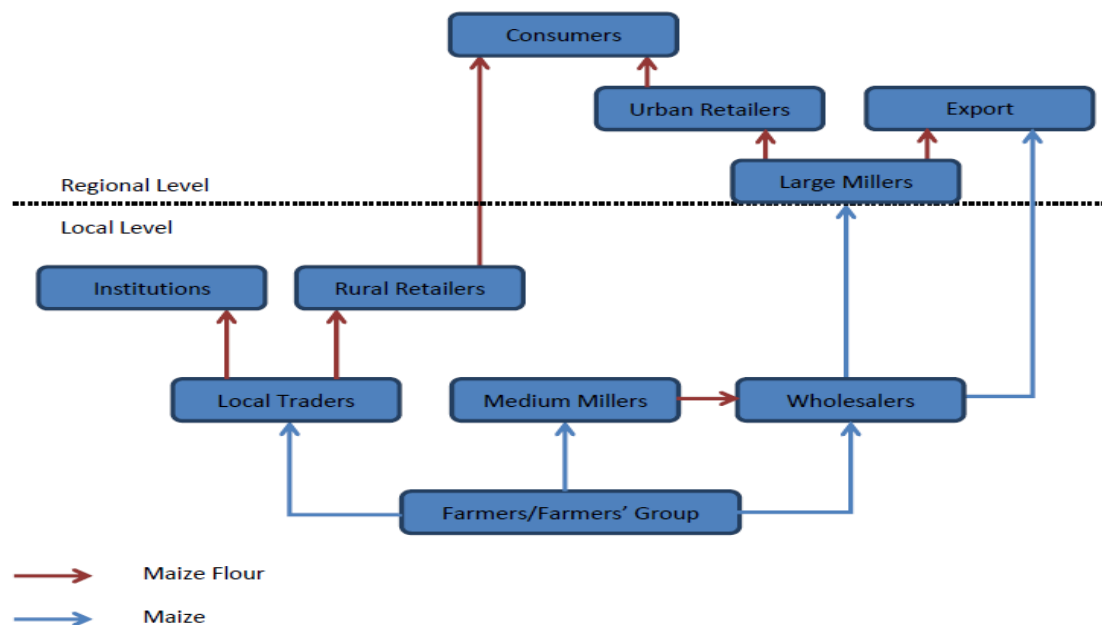


Figure 2: showing the maize mapping framework

7. Sun flower Value Chain Analysis

The sunflower production started in 1996 due to the donors' interventions to face the collapse of the cotton industry. Between 2002 and 2010 sunflower seed production in Uganda grew by 85% (from 124 000 to 230 000 Mt)

7.1 Sun flower Value Chain Actors

a). Farmers

Sunflower is produced by both contract and non-contract farmers. Contract farmers sell directly or through agents to the Mukwano factory in Lira. Mukwano has an informal contract (which is not written) with farmers and provides them with hybrid seeds from South Africa "PAN 7033"

b). Agents

Mukwano has agents in the four districts i.e. Kitgum, Pader, Agago and Lamwo, their role is to link farmers with Mukwano by providing inputs and collecting the sunflower seeds once they are harvested. These agents also provide trainings on agronomic practices (crop rotation, post harvesting, etc.).

b). Processing

Sunflower seeds are processed into cooking oil or cake which is sold for animal feed. Mukwano buys the sunflower seeds at a price fluctuating between Ush 1000 - 2000 depending on the international sunflower oil market prices.

Note: It was noted during the research that other big companies have also joined Mukwano industries who has been the sole buyer of the sunflower seeds. These include Mt. Meru Millers, Nile Agro, A.R. Agro millers and Maharaga Millers.

c) Sun flower value chain mapping

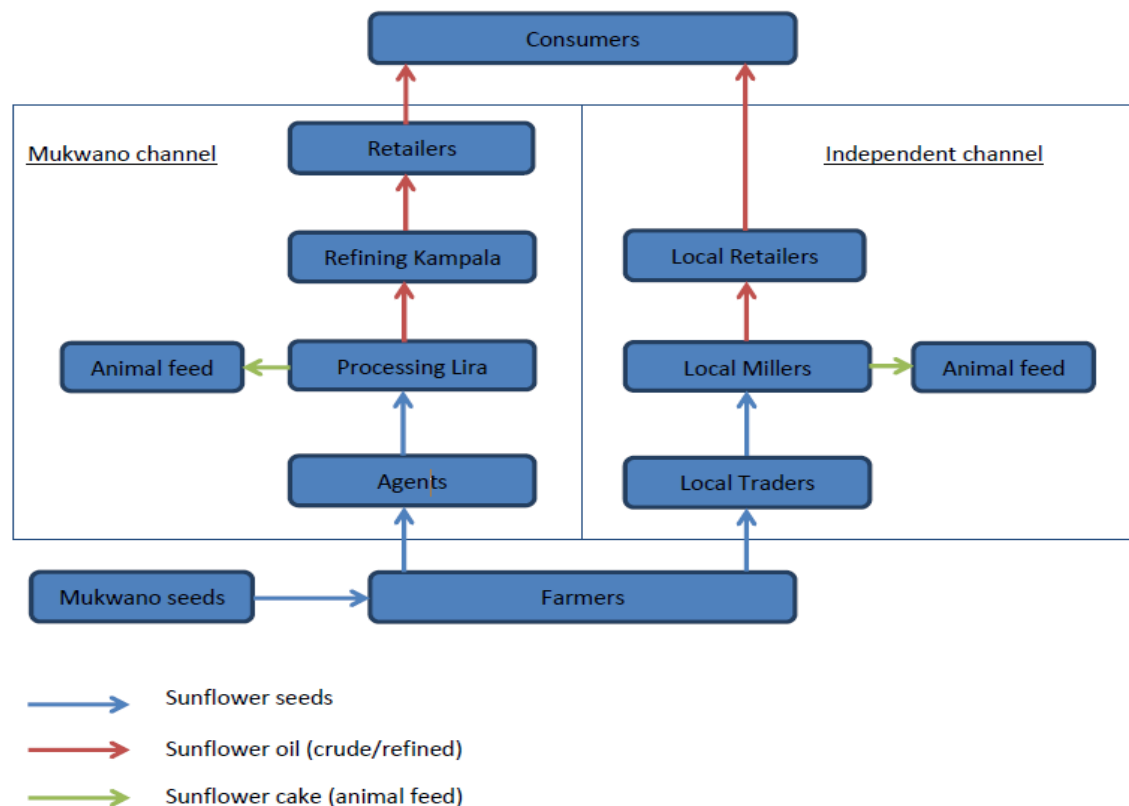


Figure 3: Sunflower value chain mapping

8. Sesame Value Chain Analysis

Uganda is the second largest producer of sesame seeds in Africa; the country has been producing it for centuries. Sesame seeds are mainly produced by small scale farmers in the North which is the main producing region.

Between 2002 and 2012 sesame seeds production in Uganda grew by 78% (from 106 000 to 188 740 Mt) while the area planted to sesame increased by 49% (from 211 000 to 315 000 Ha) (FAO report, 2014).

8.1 Sesame Value Chain Actors

a). Farmers

Sesame producers are small scale farmers. These farmers grow sesame mainly for home consumption and increasingly for income through the marketing of surplus production. The seeds that are used are in most cases home saved seeds of local varieties. After harvest, the sesame is sold mainly to local traders, then wholesalers, they can also sell directly to local consumers.

b). Local traders

The local traders go into the most remote areas to collect sesame from farms' gates, storage facilities or local trade centres. Once sesame is accumulated in a sufficient quantity, the local traders then sell the merchandise in the main trading town/city centres (Lira, Soroti and Mbale) to rural retailers and wholesalers.

c). Whole salers

Wholesalers usually buy from the local traders and bulk up large quantities to transport to Kampala to be sold at a retail price of US\$ 7,500/kg.

Sesame Value Chain Mapping

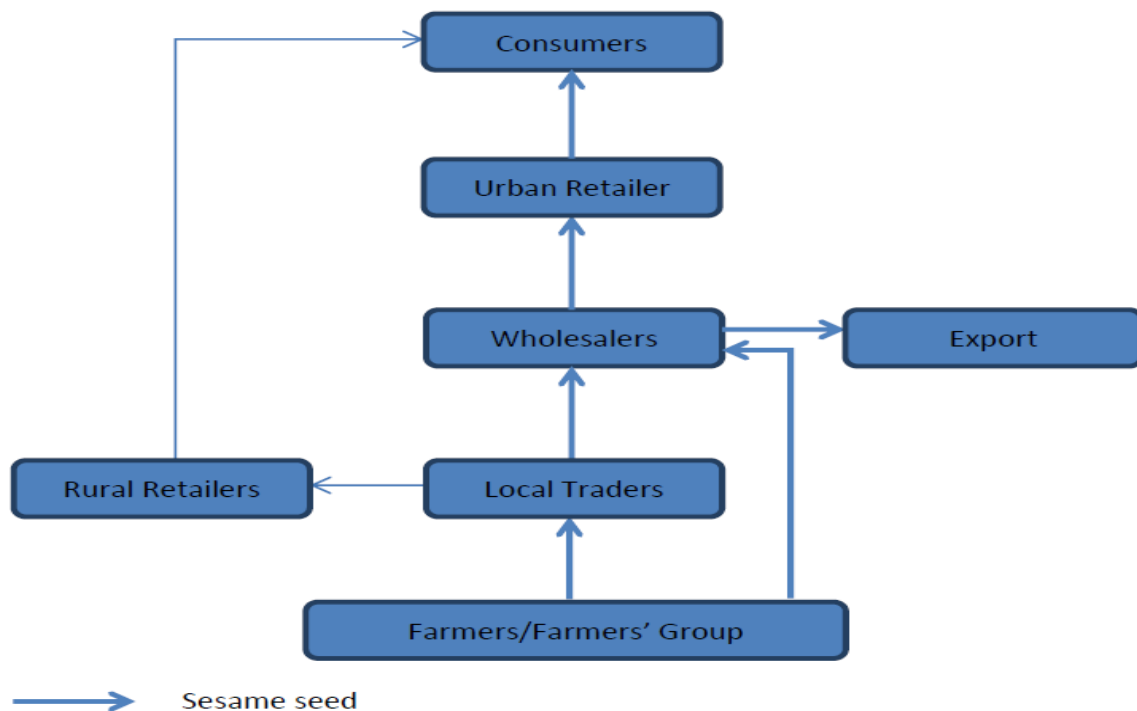


Figure 4: Sesame value chain mapping

9. Constraints to Value Chain Development

The research established a number of constraints raised by the farmers' groups or women involved in the different informal sector. These constraints were systematically discussed at each stage of the value chain as below;

8.1 production Constraints

High price of seed: Most farmers use home saved seeds from previous harvests; these seeds can be local varieties (sesame) or improved varieties (maize Longe 5). Although, there are existing input suppliers (Mukwano, seed companies and agents), the high prices make it difficult for farmers to have access to improved seeds, especially sunflower and groundnuts.

Poor quality seed: The quality of the seeds is difficult to determine because there is very little control over it. Counterfeiting and “selling grains as seeds” is a common practice which negatively affects the quality of the seeds and therefore the yield.

Lack of enough seeds: Some seeds can be difficult to find because they are only available in low quantities (e.g. sunflower in Lamwo and Kitgum districts). Another issue noted by the research was the delayed distribution of seeds (by the NAADS program or by Mukwano Industries) which delays the planting of crops according to the seasonal calendar.

Poor access to extension services: Although NAADS is present in the region, their staff concentrate on only selected crop enterprises (i.e. rice and groundnuts) leaving the rest of the crops unattended to. Although NGOs working in the area have attempted to bridge this gap, they too work with only crops of their choice and often, focus on postharvest handling and marketing leaving out production.

Poor access to credit: One of the major problems that smallholders face is that the majority of them do not have access to credit from commercial banks. The main reason being that they are not credit worthy and lack collateral.

Limited adoption of modern agricultural practices: Traditional agricultural practices by farmers are common in every district visited and can be attributed to a general lack of agronomic knowledge on soil preparation, pest handling, and planting (e.g. row planting) to mention but a few.

Pests and diseases: These biotic factors severely impact the final yields. Farmers have a lack of technical knowledge on how to deal with pests and diseases.

8.2 processing Constraints

Poor knowledge on postharvest handling and value addition: Farmers do not quite well know the economics of selling processed versus unprocessed products.

Lack of postharvest handling equipment: Farmers lacked proper postharvest handling equipment for their produce, such as solar driers, tarpaulins for drying, gunny bags, wire cribs, and even traditional granaries.

Lack of simple processing equipment: All the farmers' groups we visited lacked simple processing equipment, such as groundnut shellers, maize shellers, and groundnut paste makers.

8.3 Marketing Constraints

Poor market information: Although farmers in Kitgum and Agago have access to market information disseminated by AgriNet, they need to know how to analyse it to their own advantage. In Lamwo, there was no such market information service provider.

Poor capacity building of FOs: FOs are still low in capacity to bulk, process, add value, and sell together. Even though some FOs have acquired stores they are still being underutilized and, thereby raising sustainability issues.

High marketing costs: Due to the poor conditions of roads and the lack of access to means of transportation, it is costly and time consuming for farmers to market their produce. For example, rice farmers in Lamwo find it expensive to bring paddy to Lira or Soroti for milling before selling.

Lack of appropriate storage facility: These facilities enable farmers to bulk and store their harvest in order to sell in larger quantities and when prices are more attractive, thus increasing farmer's bargaining power.

8.4 Gender issues

While production of crops is done by both genders, postharvest operations normally fall on the shoulders of women, while men market the crop and subsequently dictate how revenues are spent. According to anecdotal reports, crop revenues are sometimes misused by irresponsible men who indulge in alcoholism, polygamy, etc.

8.5 unpredictable weather

Changes in rainfall patterns over the years have been disturbing farmers increasingly; the consequence of this is that it becomes unpredictable for farmers to know when the next cropping season begins and whether or not they should start planting. Recurrent drought as it last happened in the first season of 2013 leads to colossal or total loss of crops.

10. Conclusions and Recommendations

10.1 Conclusions

The following conclusions can be drawn from the research;

Production of studied crops (maize, rice, groundnuts, sunflower, and sesame) is done mainly by smallholder farmers with minimal use of modern production practices and technologies. Rice, sunflower, and to some extent maize are grown as cash crops in northern Uganda. Groundnuts and sesame are grown for food and only surpluses are sold.

Sunflower has a great potential for expansion as a cash crop in Northern Uganda, especially in Agago and Pader. Sunflower production is profitable even with use of expensive seed by farmers. The market is open and there is an expanding demand for sunflower oil and cake in the region. However, the sunflower value chain is dominated by one lead firm (Mukwano) and depends on imported hybrid seeds (PAN 7033).

Maize has also a great potential for expansion as a cash crop in the four districts since the soil is most fertile, improved varieties (Longe 4 and 5) are available, and its production is profitable. The maize market is open and there is an expanding demand for it in urban areas and the region.

Sesame is another food security crop grown mainly in other parts of Uganda but, has high production expansion potential in Kitgum and Agago. Low yields (about 1 bag/acre) obtainable by farmers, perhaps because of use of local varieties, limit amount of surpluses available for sale. Despite the sesame market being open, there is 'thin' demand for it outside northern Uganda.

10.1 Recommendations

Increased production: through training of farmers on good agronomic practices, support farmers to open up more land and mitigation strategies on climate change.

Post-harvest handling and Value addition: Through training on value addition and strengthen post-harvest handling, provision of equipment for post-harvest handling and small processing equipment.

Strengthen market linkages: This can be achieved through providing market information and improve the coordination structures of the local farmers and local agents or buyers. Also Promote collective marketing where by farmers have accesses to better markets and better prices.

Advocate for the farmers groups: Since there is less government interference in the local market. The local farmers who are mainly women need support to address their concerns like unfair trade.

Development of sustainable value chain financing: through linking the financial institutions to the local farmers and strengthening of VSLA groups. Also building partnerships: with financial institutions in order to facilitate farmers' access to credit.

Gender issues: Majority of the PSAs, farmer groups, local traders and business fraternity urgently need gender trainings to address the issues of patriarchy in the community.