



Value Chain Study for Local Market Demand of Animal Products, Agricultural Products and Honey Bee

Kassala State

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Oct 2014

ACKNOWLEDGMENT

We would like to thank the following; CDF and CARE for the concern they showed for development of the project and clarification on ToR and their expectations. Kassala staff for facilitation of access and communication with locals and field staff. The communities' representatives and all other participants who welcomed our presence and responded to our questions with patient

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Introduction

The intervention of CDF in eastern Sudan, Kassala state, through the project of Building Resilience for Communities in Kassala State (BRICKS) is a serious endeavor to build the capacity of locals to be in a better food security situation and to contribute to close persistent and chronic food gap in Kassala state.

The assumption is that; giving cash grant, together with specific oriented vocational training through set of organizations or institutes will promote food security situation and will make market friendlier and accessible to vulnerable youth and women.

In baseline survey it is found that locals can get better off if they efficiently make use of second derivatives of their raw materials e.g. instead of selling animals they can make use of its products meat, milk and its derivatives, leather tanning. In agricultural products producers can process some of vegetables instead of marketing, this is very feasible when there is plenty and redundancy of products e.g. onion, spices, okra and leguminous plants, tomato...etc.

Honey bee business believed to be a vital opportunity contributing to food security problem in State, provided that some prerequisites requirements to be satisfied.

Fishery industry practiced in Khashm Elgirba – whereas fishermen make use of Elgirba dam, specialized local authority based here to organize this business.

The study will try to explore market potentiality for youth and women as well as their anticipated profits from this derivatives i.e. to assess market responsiveness, competitiveness, and to what extent those in new supply chain can simply adapt themselves to market constraints.

Although; there is already existing bodies introduced by CDF and dealing with lending, small loans and grant e.g. Village Saving and Loans VSL, it is clearly that the approach is to broaden the benefit and empower the locals to make easy access to microfinance and hence linking them with banking systems and banking procedures

Executive summary

Food security situation is at stake in Kassala State, which in returns; necessitates the intervention among these communities.

Production patterns differ from areas to another, meaning different approaches and tactics for intervention from CDF and donors as well as public authorities, meaning that; what package to be implemented in Kassala rural doesn't necessarily be of significant affirmative impacts when applied in Elgirba, this is mainly justified by the fact that some villages depend on agricultural activities, some on livestock others as laborer and some may have all or none.

Based on data collected from different sources and according to the base line survey, conducted 2012, The study revealed that the animal wealth (pastoralists represent 12% of total population) (State Paper on Transitional Strategy for Poverty Reduction, 2012¹), consistently with study outcome, the cattle owners are not in stable food security status and their situation may worsen more if the rainy season is not good or forages.

The three villages (Andala, El shareef and Um ganees in Elgirba locality) represent the source of animal and animal production, but the cattle owners lack suitable technical knowledge for utilizing their wealth in economical rational manner. They are hesitant in accepting extension messages, veterinary services or artificial insemination, and by definition they didn't develop the culture of adding values to their animal products (milk derivatives, cheese, yoghurts, leather tanning, meat processing).

In the rest of targeted beneficiaries villages (Amara, Kilo 5 (Elwahda Elwataneyia) Tajouj, Wad Shariefie, Elradeef, Awadat) locals here are most likely to be busy in agriculture or as labour in markets, with unremarkable number possesses animal, the rain-fed sector is dominant, cultivable crops as sorghum, millets, vegetables exist.

Honey bee profession is promised in some areas as Awadat and Kilo 5 whereas locals have their own land with trees. Indicators of willingness to start up this business clearly reported provided that they need tool kits together with suitable training.

It worth mentioning that, most of these villages lack the physical markets closer to them, the idea is to introduce small villages markets to employ considerable number of women and youth, and pave way for marketing their products, and represent a contact between them and external markets in nearby towns (Kassala, Elgirba, Halaf, Elgadarif).

Beneficiaries have no access and not entitle to microfinance privileges. Banks put set of conditions irrelevant to the communities' context e.g. qualified satisfactory feasibility study, legal documents, credible guarantees. Theoretically, the approach of microfinance is for poor and small producers but practically it is irrelevant to this doctrine.

¹ State Paper on Transitional Strategy for Poverty Reduction, 2012.

Study Methodology and Analysis

To conduct this assignment, consultants used combinations of methodologies to cater for any shortfall or weakness

- Focus Group Discussion (Attached list of participant)
- Meeting with CDF staff, VSLs committees, key informants
- Check list for interview
- Marketing survey and client satisfaction on spot check.
- Meeting with public authorities (in charge of honey bee and fishery field)

Study analysis: *Quantitative and qualitative approach- and triangulation methods:* as cross checking- combination of multiple observations, theories, methods, and empirical materials help in overcoming the weakness or intrinsic biases and the problems come from single method, single-observer and single-theory

Practically, we did the following:-

1. Direct interview with beneficiaries in their respective locations.
2. Focus group discussion with youth and women in their respective locations –as above-
3. Meeting with key informants
4. Rapid Appraisal (RA) for markets in Elgirba and Kassala
5. Consumer satisfaction survey on spot-check level
6. Meetings with authorities in fishery sector
7. Meeting with focal persons in charge of this file in CDF Kassala office
8. Meeting with a person who introduced honey bee breeding and domestication in Kassala town.

Activities divided into three main clusters 1) agricultural cluster 2) animal derivatives cluster and, 3) honey bee cluster

Fishery profession seems to be closed areas for those who engage in it, any intervention in this field needs heavy investment in infrastructure as transportation, turbine boats, mega refrigerators, processing and marketing channels.²

Accordingly; potential interviewed beneficiaries questioned about their concerns and expectations from the intervention and how maximizing their benefits and shares in production supply chain in the aforementioned clusters, their detailed responsiveness is reported in the upcoming chapters.

² Meeting with officer in charge for fishery wealth, Elgirba.

Study findings

Contextual analysis

Population under study divided into two categories based upon their occupation and livelihood, farmers or associated with farming works, and others are pastoralists. Where it is easily to find locals in one village exclusively working in agriculture as (Elradeef and Wad Shreefey); pastoralism (Andala, Umganees and Elshrafa) can be practiced alongside with agricultural works, honey bee activities are not available whereas fishery craftsmanship exists only in Elgirba. See table 1:

Table 1: Distribution of Villages' Population by their Primary and Secondary Occupations

Village	Total population (app.) ³	Pop. Main Occupation	Secondary Occupation
Andala	5500	Animal Livestock	Rain-fed farming on small scale at out skirt of irrigated areas
Um ganees	2500	As above	As above
Elsharafa	3500	As above	As above
Amara	5000	Farming	Livestock, agric. laborers
Tajouj and Hafarat	4500	Farming	Livestock, agric. laborers, marginal jobs in town, fronds
Wad shareefey	15000	Farming and agric. labor	Mobile trades, craftsmanship, small business, marginal works ...etc.
El radeef	15000	Farming and agric. labor	Mobile trades, craftsmanship, small business, marginal works...etc.
Awadat	3000	Farming, and livestock	Marginal works in town
Kilo 5	600	Agric. labor, farming	Moving to towns in an off season, for marginal works

Some other characteristic features of population can be summed in the following:

1. Most of population under study are landless, they work as hired labor, perhaps the well-off can rent a piece of land of cultivation, and this is absolutely true for Wad shareefey, Elradeef and Kilo 5.
2. The situation is bit differ in Andala, El sharaf and Um ganees, whereas citizens have their own lands, contrary to Elradeef, Wad Shareefey, Kilo 5 and Wau Nur.
3. Amara, Awadat, and to some extent Tajouj and Hafarat fall in mid-point between the above extreme cases.
4. Villages markets available in some areas as Wad Shareefey and Elradeef, whereas the rest of villages lack that.

³³ Figures to be handled cautiously, as it is from citizens.

5. Most of citizens under study, lack the knowledge and technical experience to add values to their products, in case there is plenty of production; they are not applying intermediate technology to gain more revenues from their products e.g. vegetable dehydration, fish fermentation, salting and dehydration, animal fattening, agric. extension services, introduction of hybrid seeds to improve quality, milk derivatives cheese, yoghurts, edible fats...etc.
6. It worth mentioning that ; some of women gained training in food processing, it is evidently that this training is neither friendlier to market requirements nor community oriented package, trainees were not provided with raw materials or toolkits to commence business, also there is no following up to fit the deliverables to context. An example to that is; absence of training in fishery processing, onion, tomato and hibiscus dehydration and powdering, packing and marketing.

An intervention whether it is long or mid-term intervention; must consider the real needs of beneficiaries, any project delivered to them must be from within their needs, and community driven initiatives are those substantiated from the bottom and respond to context. The Do No Harm approach widely used by NGOs in development, humanitarian and recovery emphasizes on indigenization of intervention (Prioritization of beneficiaries' preferences, in sense that; the on-turn-key- basis solutions are not sustainable, communities' members acting rationally, and we need just to support them identifying and addressing their priorities in manageable systemize-able way).

7. It is found that the relatively most locations recommended to get advantage of project have no markets e.g. Andla, Amara, Tajouj, Kilo 5, Awadat, Um ganees, Elsharafa, Hafarat and most of the 17 villages recognized by BRICKS programme.
8. Under the status quo, very narrow rooms available for youth and women to be inserted in any proposed supply chain project, as far as producers sell his products as it is, and the market is not accessible to poor and vulnerable, a situation can be changed through set on interventions considering:
 - Interests of producers and consumers
 - Emphasizing on marketing equilibrium and stability
 - Optimum utilization of supply chain process and inclusion of more potential labor force – labor-intensive techniques⁴ -
 - Quality, prices and quantity positively affected

⁴ In macroeconomics refers to applying more labour force/unit capital i.e. antonym to capital intensive technique

Market survey and clients satisfaction survey

A simple participatory surveys of the marketing practices of rural communities had been undertaken, it describes how to interpret survey data on marketing channels, costs, margins and problems.

Marketing networks reflect varied and complex social and economic interrelationships. However, any methods utilized in assessing marketing systems needs to be easy to apply and be well understood by rural communities. Usually, answering direct questions on marketing is not difficult for farmers and they are able to express opinions on the problems they encounter. But sometimes it is difficult for them to suggest actionable practical solutions to these problems. Such discussions are very useful as a means of obtaining a rapid and representative assessment of local marketing conditions and problems. For example, alternative transport, bargaining, terms of exchange, selling processed grain *vis a vis* raw grain modes may be discovered, and the producers can come out with new ideas on supply chain, also the role of commission agents and traders buying at the farm-gate may be highlighted from the surveys.

Scope of Market Survey

Kassala, El girba nd New Halfa markets, are the available markets as usually producers, mediators and merchants interact either in farm gate in marketing centres, producers sell their products from vegetables and animal or milk in those markets. A marketing survey of farmer or livestock groups needs to capture a number of different factors:

- ❑ The various systems used for marketing different crops, such as farm-gate sales for heavy, low value sales and market bartering and sales for high value, lightweight crops;
- ❑ The difference in marketing practices between the seasons, and whether this varies at harvest time (e.g. selling at farm-gate at the peak times and at markets at other times);
- ❑ How marketing is affected by storage practices or postponing the sales (e.g. storage of grain for lean times and only selling when cash is required for special needs)
- ❑ The varying practices of different wealth group (the merchants or speculators), affecting how much surplus producer might have available to sell and whether they have access to market free information and fair prices
- ❑ The possible variation in roles of men and women in marketing of vegetables and vegetables derivatives, animal and animal production, and whether there is a difference in the types of commodity they market or in their functions (division of labour)
- ❑ What roles of mediators, tradesmen available financial institute in determining market values for crops and animal derivatives, and what rooms available for women and youth to be part and parcel of market circle?

Capacity Building Approaches

Empowering Communities to Get Access to Market –

Capacity development is a conceptual approach to development that focuses on understanding the obstacles that inhibit people from realizing their developmental goals while enhancing the abilities that will allow them to achieve measurable and sustainable results.

Although all factors that are expected to contribute to capacity building of villages are almost completely lacking, whether in terms of availability of work facilities, skilled cadre or local context, the followings benchmarks are the main factors underlying citizens poor capacities:-

- a. Lack of raw materials essentials for market.
- b. Absence or lack of technical know-how on some essential products e.g. dairy products
- c. Stagnation and impoverishment provided narrow rooms and poor opportunities to get access to market and finance i.e. microfinance.
- d. Citizens in some villages were not fully mobilised to be credible partners, the weak awareness and sensitization campaigns adversely affected the participation of these village in CDF programmes and activities e.g. poor presence of youth and women in vocational training opportunities offered by BRICKS programme
- e. Poor networking, weak linkages with central bodies deprived some communities from exchanging opinions with their counterparts.
- f. Microfinance complication, hard terms and paperwork is not accessible to these communities, for, it worth mentioning that throughout this study, we found no beneficiary get loan from bank in more than 10 villages.

Recommendations

The idea is not only to mention set of recommendations but to draw an actionable plan, with specific time-bound, specific beneficiaries and specific quality of facilitators to deliver training. This actionable implementable plan is community driven and oriented packaged in sense that; what is useful for Elradeef doesn't necessarily friendlier to Andala context. Consequently; set of recommendations proposed to be implemented to achieve the objectives of intervention and maximizing the share and benefits of youth, women and primary producers from their

products. But before counting the recommendations, we emphasize on important points lay foundation for successful implementation as prescribed in the upcoming recommendation packages.

1. Understanding very well the socioeconomic, demographic and cultural set up of each community, this will make intervention considering the variations and comparative advantages for the respective community.
2. Understanding very well the geographical locations of each villages and proximity to marketing centres, to plan for better intervention.
3. It a must to design and implement capacity building programmes in different capacity areas as planning, advocacy, networking, marketing, bookkeeping ...etc. it should be on-going training to empower local to be able to improve their livelihood situation, addressing their weakness and drawing road map, and being qualified partners with public authorities, civil societies organization, donor or NGOs.
4. For implementation purposes, it is central point for the success of this project to put into considerations the cropping pattern, the seasonality of products, the scarcity and redundancy, to come up with good job opportunities responding to uncertainties.
5. Referring to the first point, it is important to consult locals about this projects and implantation modality to ensure building momentum, sustainability and full mobilization and participation of stakeholders.
6. Though most of villagers (women and youth) show up their readiness and fully mobiles' to be part of this intervention, ensuring their full support and commitment to project objectives and goals; nevertheless candidates' selection must be a participatory process gained unanimity, community momentum and accord. Neutrality, impartiality and professionalism are to be the core values in beneficiaries' selection process.

Therefore, study came out with these recommendations

1. Introduction of villages markets in three locations (El shrafa, Um ganees and Andala) for many reasons:
 - Population density.
 - No nearby markets.
 - Strategic location of the three villages – on the main road to Kassala and in conjunction of El girba and Halfa. Usually; markets flourish when village situates near paved asphalt road, some business developed as restaurants and cafeteria, cars services, stores and houses...etc.
 - This can be assembly point for animal derivatives, with easily transportation to consumption destinations.
 - The main occupation of local here is animal husbandry, citizens possess huge numbers of cattle, they provide milk to the towns, so it is easy to introduce animal derivatives profession as cheese laboratories, animal fattening farms, edible fat and leather tanning.

Definitely, introduction of market needs approval of public authorities, CDF need to sit with communities for lobbying and advocacy. Also it revealed that any of the three villages want to have a market independently, but project seniorities need to reach compromising solution to make it either rotated market or in mid of the three villages.

2. Introduction of dairy products industry and mobile cheese laboratories, this is mobile and decentralized business depending on availability of milk, youth moves and follows cattle movements in searching for pastures. Women can prepare yoghurts and edible fats as it is not possible for them to engage in cheese industry.

The risk is that; today; there is scarcity in milk production and livestock owners prefer to sell their raw milk instead of fermenting it, so the idea is to introduce this training in cheese processing in hope that those who interested in it can search for cheaper price and enough quantity.

3. Potentiality for processing and extraction of vegetable derivatives, promised to realize good results for women and youth. Women gained some training on food processing, but the approach is inclusion of more vegetables in this chain as tomato dehydration, okra, onion and spices crunching, packing and selling. Initiative is strongly recommended for implementation in Amara, El radeef, Kilo 5 (Elwahda Elwataneyia), Tajouj and Hafarat, as most of population working as labourer in irrigated area.
4. Honey bee production can be practiced on very low level, it happened that during this survey, we met somebody who launched this business but project collapsed for many reasons, though he invested heavily in it, he faced problems of feeding from *acacia* tree⁵ flowers, problems of predators and perhaps problem of hot weather⁶.
5. Awadat and Kilo 5, are the best and ideal locations for the business of honey beekeeping and production, the unique and peculiar location and characteristic features qualify both to be suitable for this project.

The availability of land, adjacent to woodland possessed by locals, the nearness to water sources, and the readiness of citizens to participate are additional supporting factors, believed to contribute positively to success of this intervention.

6. Kilo 5 -Elwahdaw Elwataneyia- falls within the irrigated area of New Halafa agric. scheme, inhabitants are landless, they work as agricultural labour or renting tenancies from landlords, they are relatively in a better food security situation, comparable to many. By the end of harvesting season they get reasonable sacks of groundnuts, instead of selling it as crude product, it is advisable to provide them with groundnuts peeler / and mincer ⁷ to extract both groundnuts oil and forage.

⁵ This is the main nutrient flowers for honey bee, in absence; combination of sugar and natural lemon

⁶ He justified his failure to feeding, predators, and hot weather, he developed this business in El-gash, Tajouj village

⁷ Preferably to be automotive, provided that electricity or fuel supply secured.

7. To maximize the profitability and guarantee the sustainability of business in supply chains, it strongly recommended all project stakeholders are to urge public authorities to allocate small commercial complexes for youth and women in Kassala, Elgirba and New Halfa, with preferential treatment and concessions from tax and governmental fees and charges. Women Development Associations and Min of Social Welfare are very enthusiastic and committed to push further this trend.
8. The microfinance and lending institutes are to be a competent partner and vanguard in food security and poverty reduction campaigns, microfinance is part and parcel of state and national strategies to reduce poverty and vulnerability, this implies more attentions to rural, youth and women. CDF and all project stakeholders are to bring their beneficiaries to the concerns of small loans and credits authorities, and on other hand, to ensure that all documents requested by microfinance authorities fulfilled. Project officers can go further step in opening accounts for these VSLs committees, after being profiled and recognized by concerned authorities.
9. Emphasis on capacity building for beneficiaries and their associations, in fields of small business management, bookkeeping, counting, and inventory, as well as principles of marketing.

Implementation plan for proposed intervention

Activity: training for youth and women in IGAs for improving their food security situation

Proposed areas of business: agricultural products, livestock and honey bee production

Beneficiaries: youth and women

Locations: Where necessary BRICKS operates, with concentration on 10 villages.

Eligibility criteria: availability of relevant resources, degree of trainees readiness and implementation (selection must be consultative process with community)

Duration of training: as below

Training venues and calendar: decided by CDF

Table 2: Proposed training programme for implementation

Activity	Beneficiary/ location	Kick-off	Activity owner	Training module	Train. period	Facilitator/ trainer	Monitoring schedules
Introduction of village market	Andala, Um ganees, El shrafa	ASAP	CDF, community	Marketing	3 days	CDF	On market days
Animal production (fattening, cheese, edible fats, tanning...etc.)	Andala, Um ganees, El shrafa, Amara,	ASAP	CDF with beneficiaries representatives	Technical and practical training	5 days	Authenticated	15 days after business inception

	El radeef, Awadat						
Agro processing (dehydration, powdering, crunching, screening, packing, labelling ...etc.)	Kilo 5, Elradeef, Wad shareefey, Amara, tajouj	ASAP	CDF with beneficiaries representatives	Technical practical training	5 days	Authenticated	Weekly visit
Honey bee production (herding and production, honey extraction, feeding and care, packing, marketing	Kilo 5, El wahda elwataneyia, Awadat	ASAP	CDF with beneficiaries representatives	Practical training	5 days	Authenticated	Twice a week ⁸
Groundnuts and sesame screening and milling ⁹	Kilo 5	After procure. of machine	CDF and Kilo 5 citizens	Technical training	5	Two trainers one for management and maintenance of machine and other for crop screening, milling, forage extraction	Weekly
Bookkeeping, recording, inventory, management and marketing	All	ASAP	CDF with beneficiaries representatives	Learn by doing	3 days	Preferably specialised in adults education,	Weekly visit
Crosscutting issues, networking, lobbying and advocacy	ALL	ASAP	CDF	Continuous	Cont.	Project staff	Ad-hoc

Table 3:
Distribution of villages by locality and potentialities

No	Village	Locality	Potential
1.	Andala	El Girba	Animal derivatives
2.	Um gamees	El Girba	Animal derivatives
3.	El sharafa	El Girba	Animal derivatives
4.	Kilo 5	Halfa rural	Honey bee, groundnuts processing

⁸ For sensitivity of business, as it is first time to be practised

⁹ As mentioned previously, it needs procurement of screening and milling machine.

5.	El wahda Elwataneyia	Halfa rural	Honey bee, cheese
6.	Amara	Kassala rural	Cheese making, animal derivatives
7.	Tajouj	Kassala rural	Vegetables processing
8.	Awadat	Kassala rural	Honey bee, animal derivatives
9.	Wad Sharefy	Kassala rural	Vegetables processing, cheese making
10.	El radeef	Kassala rural	Vegetables processing, cheese making

Table 4 **Gap and Risk Analysis** (derived from table ii)

Village	Proposed intervention	Risk
Amara	- Dairy products, cheese - Honey bee production - Food processing machines (crunching machines)	- Nomads movement - Higher milk prices - Bad rainy season - Youth not willing to enroll in training or practice this profession - Higher cost of raw material 1. Remoteness of production area 2. Problems of bee predators 3. Technical know-how - o Electricity problems - o Shortage in supply of okra, tomatoes, legumes, hibiscus, spices and seasonings.
Andala	- Introduction of village market - Dairy products-cheese laboratories	- Approval of local authorities - No of markets 1, 2 or 3 and why? - Conflict of interests. - Culture of dairy products processing - Existence of youth for training and commencement of business - Readiness to move when cattle moves
Um ganees	As above	As above
El sharaafa	As above	As above
Tajouj and Hafarat	Vegetable derivatives and craftsmanship	- Marketability and competitiveness - Quality control - Techniques
El radeef, Wad Shareefey	Vegetables derivatives (okra, onion, hibiscus crunching and dehydration, tomato powdering and packing)	- Quality - Competitiveness - Transportation cost to neighboring villages - Techniques

Awadat	• Honey bee • Dairy products	• Technical knowledge • First time to familiarize with this business • Enrollment in training-mainly women- • Feeding and bee care • Predators ❖ Availability of milk
Kilo 5 and El whada elwataneyia	• Honey bee • Groundnuts milling	• Technical knowledge • First time to familiarize with this business • Marketing, packing and processing • Availability of grinders and sprockets-

ANNEX III

Questionnaire and checklist

Questionnaire: Agric. cluster

Respondent name (anonymous)

Village

Name of agric. product-vegetable 1. 2. 3. 4.

Value of production (quantification)

Allocation of production between consumption, marketing and saving (percentile)

Consumption

Savings

Selling

In what form you often sell your product

As it is –as raw and unprocessed

Processed

What value added

What additives ingredients you added –we may need to quantify and see where producer gets them)

Market accessibility

- How often you sell your products

By your self

Mediators

- Who decided for prices? You Mediator Market mechanisms
- Coping mechanisms with market fluctuations, production redundancy: upcoming round postponed process through forming cartel storage
- Problems of marketing fluctuation lower prices poor bargaining power tax and production fees transportation poor quality
- Suggestions for solution and way out

Microfinance

- Familiarize yes no
- Believing you are entitle to yes no

Communication and networking

- Are you member in any production or marketing entity yes no
- Do you think you can be better off if you are member in any entity yes no
- What advantages

1

2

3

4

Livestock cluster

- Respondent name (anonymous)
- Village
- Type and no of animals owned
- Goats no
- Sheep no
- Cow no
- Annual production
- Value of production (quantification)
- Allocation of production between consumption, marketing and saving (percentile)
- In what form you often sell your product
- As it is –as raw and unprocessed
- Processed
- Both
- Daily product of milk (litre)
- Total sales

- Daily product of yoghurt (litre)
- Total sales
- Daily product of cheese kg.
- Total sales

Market accessibility

- How you sold your products
- By your self
- Mediators
- Who decided for prices? You Mediator Market mechanisms
- Coping mechanisms with market fluctuations, production redundancy: upcoming round postponed process through forming cartel storage
- Problems of marketing fluctuation lower prices poor bargaining power tax and production fees transportation poor quality
- Suggestions for solution and way out

Microfinance

- Familiarize yes no
- Believing you are entitle to yes no

Communication and networking

- Are you member in any production or marketing entity yes no
- Do you think you can be better off if you are member in any entity yes no
- What advantages
- 1
- 2
- 3
- 4

Interviews with consumers and vendors

Agric. crop, animal derivatives, honey bees

On production and marketing of production

- Quality of consumers
- Areas of consumption
- Seasons of redundancy
- Problems of quality
- Fluctuation
- Storage
- Transportation
- Tax and customs
- Collection centres and how to preserve interest of all parties' producers, mediators consumers.

Focus Group Discussions “FGDs”

- With producers
- Vendors consumers
- Youth and women
 1. On networking in market
 2. CB in processing the products
 3. Identify training gaps and possible support
 4. Needs
 - 5.

Potentiality to engage in supply chain of product whatever it is

Study Team

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