



Entrenamiento y Desarrollo de Agricultores

The MCA-Honduras EDA program continuously collects data in order to track performance and results. Baseline data and further information is collected from program farmers for a wide variety of factors including farm size, employment, location, annual sales turnover, costs and net incomes, yields, markets, financing source and others. Program personnel monitor and evaluate changes so that the impact of EDA's technical assistance and training can be closely watched and adjusted. This bulletin provides an outline of the program farmers working with EDA as of March 2008.

EDA PROGRAM FARMER PROFILES

EDA Program Farmers by Department

	Lead Farmers	Beneficiary Farmers	Total	Woman Owned
Atlántida	15	16	31	4
Choluteca	39	27	66	5
Colon	10	37	47	5
Comayagua	100	98	198	3
Copan	24	10	34	1
Cortes	19	30	49	12
El Paraíso	61	133	196	5
Francisco Morazán	155	290	445	13
Intibucá	7	5	12	-
La Paz	26	43	69	6
Lempira	14	20	34	-
Ocotepeque	48	110	158	4
Olancho	23	5	28	2
Santa Bárbara	26	18	44	1
Valle	7	17	24	2
Yoro	35	61	96	2
Total	609	920	1531	65

EDA Program Farmer Farm Area

Category	Total	%
<= 0.5 hectares	332	35%
0.51 to 1.0 hectares	182	19%
1.01 to 5.0 hectares	381	40%
> 5.0 hectares	67	7%
Total	962	100%

Baseline: sample size 63% of 1,531 program farmers, 03/08

The number of program farmers is continually changing as new clients enter the program each month, remain for up to two years, and then graduate (by reaching a self-sustaining and competitive production level). In some cases they are removed as program beneficiaries because of partial or total inactivity. As of March 2008, EDA had 1,529 registered program of which 609 were lead farmers and 920 were beneficiary farmers.

Gender: Currently, a total of 65 program farms representing 4.2 percent of all clients are owned and operated by women. These include growers of flowers, herbs, sweet potato and plantain.

Geographical Coverage: EDA provides assistance to farmers located in 16 of the 18 departments of Honduras, with the exception of Gracias a Dios and Bay Islands. As of March 2008, farmers are located in 136 municipalities. Most of the program's clients are located in the departments of Francisco Morazán, Comayagua, Ocotepeque and El Paraíso.

Farm Size: In terms of farm size, most of the EDA program farmers (93 percent), run farm operations ranging from 0.5 to 5.0 hectares, with 35 percent below 0.5 hectares and 7 percent above 5.0 hectares. As much as 23 percent of clients, however, have the ability to expand to over 5.0 hectares based on land availability.

EDA Program Farmer Size by Employment

Category	Total	%
Micro (Self Operated)	133	15%
Micro (<=10 employees)	728	81%
Small (11-25 employees)	28	3%
Medium (25-50 employees)	8	1%
Total	897	100%

Baseline: sample size 59% of 1,531 program farmers, 03/08

EDA Program Farmers by Annual Sales Turnover

Category	Total	%
Startups	197	18%
Less than L.250,000 (\$13,150)	710	65%
L.250,000 to L.500,000 (\$26,315)	95	9%
L.501,000 to L. 1 million (\$52,630)	43	4%
L. 1 million to L. 2 million (\$105,265)	27	2%
More than L. 2 million (\$105,265)	12	1%
Total	1,084	100%

Baseline: sample size 71% of 1,531 program farmers, 03/08

EDA Program Farmer Market Outlets

Category	Total	%
Local: Intermediaries	459	57%
Local: Unspecified	101	13%
Local: Wholesalers	73	9%
Export: El Salvador	69	9%
Local: Supermarkets	39	5%
Local: Packhouses	24	3%
Local: Processors	15	2%
Local: Other	15	2%
Export: Other	4	1%
Total	799	100%

Baseline: sample size 71% of 1,531 program farmers, 03/08

EDA Program Farmers Source of Finance

Category	Total	%
Banks	70	11%
Buyers	12	2%
Cooperatives	37	5%
Family Members	18	3%
Input Stores	15	2%
Partners	44	7%
Self-Financed	393	60%
Others	68	10%
Total	657	100%

Baseline: sample size 43% of 1,531 program farmers, 03/08

Employment: When determining program farmer profiles, each has been categorized based on the number of employees – from micro (fewer than 10 employees) to medium (25 to 50 employees). EDA does not have large program farmers with more than 50 permanent employees. As of March 2008, the program has assisted 861 micro clients, of which 133 were self-operated and 728 employed up to 10 people. Just 36 program farmers (4 percent) had from 11 to 50 employees, categorized as small and medium-sized operations.

Gross Sales: Lead partners' baseline annual sales turnovers ranged from \$0 to more than \$280,000 (L. 5.32 million). One hundred ninety-seven (17 percent) were startups with no sales reported during the previous year. Most of the clients (97 percent) had annual sales turnovers less than \$52,630 (Lps. 1 million) while just 3 percent were in categories above this amount.

Markets: When they start with EDA most program farmers (89 percent), sell their products to local buyers for local markets. A small percentage of clients sell to large grower/exporters, or to independent exporters or processors who then export the products. Ten percent of farmers export their products directly, mainly to regional markets. Part of EDA's work is to assist farmers in diversifying their market outlets and buyers.

Sources of Finance: Baseline data indicates that most growers use the own funds for financing the production operations (60%), with the next most frequent source of financing being formal banks at 11 percent and others such as NGOs at 10 percent of the total.

Family Size: in baseline surveys of program farmers, data is also collected on the family unit to determine how many people are dependent upon each farm's net income earned. Twenty seven percent of clients' families have 1 to 3 members, 54 percent have 4 to 6 members and 19 percent have more than 7 members. Of these, 45 percent are dependents below the age of 17.

Schooling: In terms of the level of formal education, 24 percent have up to 3 years of schooling, 44 percent have 4 to 6 years, 21 percent have 7 to 12 years, and 11 percent have a higher education degree.