



Entrenamiento y Desarrollo de Agricultores

MCA-H/EDA FARMER PROFILES (BASELINE DATA) – SEPTEMBER 2008

MCA-H / EDA Clients by Department

Department	Active Lead Client	Beneficiary of Lead Client	Total
Atlántida	19	70	89
Choluteca	82	98	180
Colón	12	54	66
Comayagua	132	310	442
Copán	33	70	103
Cortés	20	91	111
El Paraíso	82	257	339
Francisco Morazán	207	617	824
Intibucá	45	140	185
La Paz	63	167	230
Lempira	20	93	113
Ocotepeque	64	222	286
Olancho	39	55	94
Santa Bárbara	39	144	183
Valle	19	29	48
Yoro	49	162	211
Grand Total	925	2,579	3,504

To achieve desired multiplier effects in transferring new and innovative farm technologies to Honduran growers, MCA-H/EDA uses two primary client classifications: lead clients and beneficiaries of lead clients. Lead clients receive regular on-farm technical assistance from program agronomists in improved production techniques. In return, lead clients organize and coordinate neighboring farmers' participation in technical assistance and training events so that they may apply the same practices on their farms. Agronomists also make sporadic visits to beneficiary client farms. Prior to program enrollment, lead and beneficiary clients must commit to program requirements and show a willingness to change their traditional production practices.

After enrollment, the MCA-H/EDA staff regularly collects data on sales, employment, costs and markets, among other indicators, to monitor project results and measure impact. Program farmers are measured based on these results as well as the implementation of technologies recommended by MCA-H/EDA specialists. Once they reach a high technology level with on-farm crop diversification, have working market contacts, and are deemed by the program technician to be self-sustainable, the farmers are graduated and new farmers are enrolled.

Baseline Data on MCA-H / EDA Client Farm Size

	# Clients	% Total
Less than 1.0 hectare	1,122	53%
From 1.01 to 2 hectares	476	22%
From 2.01 to 4 hectares	302	14%
From 4.01 to 6 hectares	105	5%
From 6.01 to 10 hectares	69	3%
From 10.01 to 15 hectares	25	1%
Greater than 15 hectares	31	2%
TOTAL	2,130	100%

Through September 2008, EDA has enrolled 3,504 program farmers — 925 lead farmers and 2,579 beneficiaries. The majority of these farmers are considered small (having harvested less than 10 hectares of horticultural crops – primarily grains, tomatoes and onions) in the year prior to technical assistance. Prior to MCA-H/EDA assistance, 53 percent of program farmers harvested less than one hectare and 22 percent harvested one to two hectares. Program farmer farm size (in terms of planted hectares) is expected to increase relative to increases in net incomes as clients begin to invest in farm technologies and expand irrigation.

Baseline Data on EDA Client Household Structure

	# Clients
No household members	39
From 1 to 3 members	561
From 4 to 6 members	1,137
More than 7 members	415

According to baseline data collected to date, net farm income levels of MCA-H/EDA clients ranged from negative numbers to more than \$250,000. More than 53 percent of clients earned less than \$2,000 in net income in the year



MCA-H/EDA CLIENT PROFILES

Baseline Data on Client Annual Net Income Level

	# Clients	% Total
Clients with net losses	365	16.8%
Client with 0 income	415	19.1%
From US\$1 to US\$1,000	528	24.3%
From US\$1,001 to US\$2,000	219	10.1%
From US\$2,001 to US\$3,000	149	6.9%
From US\$3,001 to US\$4,000	96	4.4%
From US\$4,001 to US\$5,000	66	3.0%
From US\$5,001 to US\$10,000	156	7.2%
Greater than US\$10,000	177	8.2%
TOTAL	2,171	100%

Baseline Data on Market Destination

Market	# Clients
Local: Packhouses	77
Local: Intermediaries	948
Local: Unspecified	201
Local: Wholesalers	187
Local: Processors	37
Local: Supermarkets	63
Local: Producer Fair	3
Subtotal Local	1,516
Export: Germany	
Export: Costa Rica	
Export: El Salvador	99
Export: United States	8
Export: Guatemala	1
Export: Nicaragua	1
Subtotal Export	109

NOTE: 1,399 clients reporting at least one Market in local or export

Baseline Data on EDA Client Years of Schooling

	# Clients	% Total
Never attended school	184	9%
1 to 6 grade	1,292	63%
7 to 9 grade	153	7%
10 to 12 grade	240	12%
1 to 4 years University	146	7%
+ University Degree	51	2%
TOTAL	2,066	100%

prior to technical assistance, while 16.8 percent suffered net losses.

Market access is another vital factor in increasing net incomes for clients. MCA-H/EDA staff is combining technical assistance in production with support in market information and logistics to provide new market opportunities for clients. Prior to MCA-H/EDA support, the majority of program farmers sold their products in the local market, with 62.5 percent of sales going through informal intermediaries. Less than 5 percent of clients have formally established direct sales to packhouses, processors or supermarkets. Through improved product quality, and new market contacts, MCA-H/EDA is diversifying local markets and expanding sales to regional and export markets.

Program client data is also collected on household structure and client age. 72 percent of clients have four or more members in their household, and 79 percent of clients are between 26 and 55 years old.

Baseline data information on program farmers' years of schooling show that the majority, 1,292 (63 percent) have between 1 and 6 years of schooling, with 184 (9 percent) having no schooling at all. Only 51 program farmers (2 percent) have University degrees.

The program farmer baseline and socio-economic data indicate that the vast majority of MCA-H/EDA farmers, prior to program assistance, have small scale and low income operations.

The MCA-H/EDA monitoring and evaluation technicians will collect program farmers' baseline data on an on-going basis as new clients are enrolled in the program. Data will also be collected from individual clients on a regular basis to record results and analyze the impact the program is having on clients' farm operations.

Baseline Data on EDA Client Age Breakdown

	# Clients	% Total
15 to 25 years old	187	9%
26 to 35 years old	614	29%
36 to 45 years old	615	29%
46 to 55 years old	440	21%
56 to 65 years old	213	10%
>65 years old	67	3%
TOTAL	2,136	100%