



# Entrenamiento y Desarrollo de Agricultores

## EDA CLIENT PROFILES – MARCH 2007

### EDA Clients by Department

Department	Active Lead Client	Beneficiary of Lead Client	Total
Atlántida	10	1	11
Choluteca	13	6	19
Colon	6	4	10
Comayagua	36	30	66
Copan	4	1	5
Cortes	10	4	14
El Paraíso	17	43	60
Francisco Morazán	62	66	128
Intibucá	6	1	7
La Paz	13	3	16
Lempira	9	16	25
Ocotepeque	23	12	35
Olancho	8	10	18
Santa Bárbara	17	2	19
Valle	6	9	15
Yoro	17	6	23
<b>Total</b>	<b>257</b>	<b>214</b>	<b>471</b>

To achieve the desired multiplier effects in transferring new and innovative farm technologies to Honduran growers, EDA uses two primary classifications of clients: lead clients and beneficiaries of lead clients. Lead clients receive weekly on-farm technical assistance from program agronomists in improved production techniques. In return, lead clients are responsible for organizing and coordinating the participation of neighboring farmers 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 being enrolled in the program, lead and beneficiary clients must commit to the regulations stipulated by the program and show a willingness to change their traditional production practices.

Once enrolled in the program, the EDA staff regularly collects data on sales, employment, costs and markets, among other indicators, to monitor project results and measure impact. Clients are measured based on these results as well as the implementation of technologies recommended by 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, clients are graduated and new clients are enrolled.

### Baseline Data on EDA Client Farm Size

	# Clients	% Total
Less than 1 Hectare	84	35%
From 1 to 2 Hectares	66	27%
From 2 to 4 Hectares	46	19%
From 4 to 6 Hectares	21	9%
From 6 to 10 Hectares	17	7%
From 11 to 15 Hectares	4	2%
Greater than 15 Hectares	4	2%
<b>Total</b>	<b>242</b>	<b>100%</b>

Through March, EDA has enrolled 471 clients — 257 lead clients and 214 beneficiaries — covering 16 departments in Honduras. The majority of these clients are considered small (having harvested less than ten hectares of horticultural crops – primarily grains, tomatoes and onions) in the year prior to technical assistance. Sixty-two percent of total clients harvested less than two hectares and 35 percent harvested less than one hectare. Client 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 Irrigation

Irrigation Type	# Clients	Average Ha
Drip	70	4.4
Sprinkler	94	2.9
Flood	60	3.0
Other (Rain)	70	10.8

Because of its proven success in increasing crop productivity and maximizing the efficient use of resources, drip irrigation is one of the principal technologies promoted



**Baseline Data on Client Annual Net Income Level**

	# Clients	% Total
Clients with net losses	44	18%
From US\$1 to US\$1,000	52	21%
From US\$1,001 to US\$2,000	28	12%
From US\$2,001 to US\$3,000	24	10%
From US\$3,001 to US\$4,000	17	7%
From US\$4,001 to US\$5,000	9	4%
From US\$5,001 to US\$10,000	37	15%
Greater than US\$10,000	31	13%
<b>Total</b>	<b>242</b>	<b>100%</b>

**Baseline Data on Market Destination**

Market	# Clients
Local: Packhouses	6
Local: Intermediaries	182
Local: Unspecified	42
Local: Wholesalers	11
Local: Processors	4
Local: Supermarkets	15
Local: Producer Fair	4
<b>Subtotal Local</b>	<b>266</b>
Export: Germany	1
Export: Costa Rica	1
Export: El Salvador	28
Export: United States	23
Export: Guatemala	2
Export: Nicaragua	1
<b>Subtotal Export</b>	<b>57</b>
<b>Total</b>	<b>323</b>

**EDA Client Household Structure**

	# Clients
From 1 to 3 Members per Household	49
From 4 to 6 Members per Household	130
More than 6 Members per Household	69
<b>Total</b>	<b>248</b>

by the program. To date, just 70 clients had drip irrigation systems installed previously and, of those, only 22 applied diluted fertilizers through their drip systems. The vast majority of hectares under production previously were susceptible to the inefficiency of flood irrigation, or the inconsistency of rain-fed agriculture.

According to baseline data collected to date, net farm income levels of EDA clients ranged from negative numbers to more than US\$200,000. More than 50 percent of clients earned less than US\$2,000 in net income in the year prior to technical assistance, with 18 percent suffering net losses during that period.

Access to markets is another vital factor in increasing net incomes for clients. EDA staff is combining technical assistance in production with support in market information and logistics to provide new market opportunities for clients. Currently, the majority of EDA clients sell their products in the local market, with 68 percent of sales going through intermediaries. Just 9 percent of clients have formally established direct sales to packhouses, processors or supermarkets. Through improved product quality, and new market contacts, EDA aims to diversify local markets and expand sales to regional and export markets.

Program client data is also collected on household structure and client age. Eighty percent of clients have four or more members in their household, and 78 percent of clients are between the ages of 25 and 54 years old.

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

**EDA Client Age Breakdown**

	# Clients	% Total
15 to 25 years	27	6%
25 to 34 years	110	25%
35 to 44 years	127	29%
45 to 54 years	106	24%
55 to 64 years	48	11%
> 65 years	22	5%
<b>Total</b>	<b>440</b>	<b>100%</b>