



SUCCESS STORY

USAID-RED/FUNDER Alliance: Small changes generating big results

USAID-RED works with the Foundation for Rural Business Development (FUNDER) to improve the technical assistance the institution provides to producers. The program trains FUNDER technicians in good agricultural practices, and in turn the technicians are training smallholders throughout rural areas of Honduras. The alliance reaches more than 250 producers, and the program's technical training helped producers increase sales by \$980,000 in 2009.

In Managua, El Paraíso, Mario Nuñez saw incredible results in his carrot field after receiving technical assistance from FUNDER. Nuñez's successful harvest caught the attention of brothers Darwin and Omar Andino. They decided to adopt some of the practices Nuñez had used. They made improvements, but their results were still not comparable to those that Nuñez had achieved.

That's when Roger Guillén stepped in. Guillén was a FUNDER technician who had participated in several USAID-RED training events. He invited the Andino brothers to join the technical assistance and distribution program.

The brothers implemented Guillén's recommendations, and following the market-led production approach based on a calendarized planting program, planted 0.26 hectares of carrots. The harvest produced 22,680 kilograms, more than doubling their traditional yield of 10,800 kilograms. They generated \$7,900 in sales, and earned profits of \$5,479.

"We know that we can continue to improve our yields. This is only the beginning," Darwin Andino said.

The Andinos are using their profits wisely. They plan to buy a truck to make deliveries, and already they have expanded electrical access for themselves and their neighbors.

The USAID-RED/FUNDER alliance continues to strengthen, with a 2010 training plan that will target specific areas to expand the technicians' knowledge base.

The Rural Economic Diversification Program (USAID-RED) is funded by the United States Agency for International Development (USAID) and made possible by the generous support of the American people. Its main objective is to increase incomes and employment opportunities in the rural communities of Honduras.



Photos by Fintrac Inc.

Brothers Darwin and Omar Andino show off their carrot harvest. The brothers receive technical assistance through the USAID-RED alliance.

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— Darwin Andino, Managua, Guinope, El Paraíso