

Fintrac - Centro de Desarrollo de Agronegocios



Partner Profiles – Initial Client Base January 2002

In the first week of operations in 2002 the CDA staff in the different regions analyzed their 2001 lead partners' (clients') current situation in order to determine which of their clients would be "carried over" to the present Fintrac/CDA – 2002 project. Some lead partners were already on track and had proper and competitive systems in place in order to continue a successful operation on their own. This would give Fintrac/CDA advisors the opportunity to assist and reach other agribusinesses during the current period.

A total of 122 of the 241 lead partners (51%) that participated in the project up until December 2001 were "graduated" from the project. The remaining 119 partners (1,821 individual growers) will continue to receive assistance from Fintrac/CDA and new partners will be joining. When these agribusinesses adopt new production systems and technologies and reach competitive levels, they will be receiving less frequent visits and will also be "graduated" and then new clients will be introduced.

CDA Partner Profiles

The following tables provide a brief description of the 119 clients that make up the Project's initial base as of January 2002.

Most of CDA clients are considered micro and small with 64 percent having less than 10 employees and 92 percent having less than 50 employees (Table 1). The larger companies are producer/exporters and processors, both of which buy from small independent growers. The annual turnover of the partners is also concentrated at the micro and small levels (Table 2).

Table 1. CDA Partner Employment Levels

# of Employees	CDA Partners
1 to 5	45
6 to 10	23
11 to 50	30
> 50	8
Sample size: 106 partners (89%)	

Table 2. CDA Partner Annual Turnover Grouping (1999)

Turnover	Total
< Lps 100,000 (\$ 6,600)	25
Lps 100,000 - 250,000 (\$6,600 to \$ 16,600)	27
Lps 250,000 - 1.0 million (\$16,600 to \$ 66,600)	32
> Lps 1.0 million (\$ 66,600)	31
Sample Size: 115 (97%)	

Most of the partners receiving CDA assistance direct their sales to the local market or sell to exporter and processors (Table 3). CDA has placed considerable emphasis on developing links between producers and exporters and processors as well as direct local market links. CDA partners are located in 13 departments throughout Honduras.

Markets	Total
International	13
Local	70
Local & International	9
Local & Regional	8
Local, Regional & International	18
Regional & International	1

Exports are made principally to the USA, the Netherlands, Germany, El Salvador and Nicaragua. CDA's technical approach is to work with systems rather than specific products, enabling rapid technology uptake across a wide range of products.

CDA Partner Location and Sectors

Location	# Of Partners	# Of Growers
	Total	Total
Choloma	1	1
Choluteca	23	623
Comayagua	23	576
Copan	25	49
Danli, El Paraiso	1	1
Intibuca	13	38
La Paz	8	20
Marcala	1	300
Ocotepeque	2	25
Santa Barbara	1	1
Siguatepeque	5	12
SPS	4	68
Valle	3	9
Yojoa	5	73
Yoro	4	25
Grand Total	119	1821

CDA partners are divided into 15 locations (See table 4). Fintrac advisors are based in Choluteca, Comayagua - La Paz, Intibucá, Copan and La Lima (SPS). Of the 119 partners, 96 - (81%) are located within these regions. Each field advisor travels to a neighboring location one or two days of the week to attend the remaining partners. With

this system, all partners are visited at least once a week.

Sector	Total
Educative	2
Processor	1
Processor / Exporter	7
Producer	87
Producer / Exporter	16
Producer, Processor & Exporter	6
Grand Total	119

73% of CDA's initial client base for 2002 are dedicated to production. In addition to the current sectors, CDA is going to work with two more sectors during 2002. Supporting materials and training programs have already been developed during the present month in order to start work with 75 **inputs suppliers** during February, and the **Specialty Coffee Program** is already working with 12 Cooperatives (lead partners) that involve more than 1,000 individual micro and small growers. The Fintrac/CDA program has also hired two new processing experts (starting in February, 2002) in order increase work with micro processors in Intibucá, Santa Barbara, Copan, and Ocotepeque.

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