

Fintrac CDA is constantly introducing new and upgraded production and processing technologies to lead clients, in addition to new products, presentations and market opportunities. Capital investments are required to enter into these new commercial activities and, in some cases, simply to stay competitive and maintain market share.

Partners of all sizes have made investments ranging from \$200 to over \$1 million. This bulletin provides a summary of the investments made by CDA lead partners between October 2003 and September 2004.

Lead Partner Investments

CDA Lead Partner Investment – by Activity Area (10/03 – 09/04)

Activity Area	Client	Project	Other	Total	%	#
BDS	47,284	0	0	47,284	1.4	17
EurepGap	63,414	1,700	8,896	74,010	2.2	17
Information Tech	1,340	0	0	1,340	0	4
Marketing	39,050	300	0	39,350	1.1	32
Postharvest	740,120	0	0	740,120	22.2	19
Processing	1,314,804	132	0	1,314,936	39.4	62
Production	951,536	416	125,315	1,077,267	32.3	164
Specialty Coffee	43,078	0	0	43,078	1.3	8
Total	3,200,625	2,548	134,211	3,337,385	100	324

CDA Lead Partner Investment – by Specific Category (10/03 – 09/04)

Category	Client	Project	Other	Total	%	#
Technical Assistance	22,290	0	0	22,290	0.7	3
Computerization	2,726	0	0	2,726	0.1	5
Processing Plant Equipment	802,464	132	0	802,596	24.1	19
Postharvest & Packhouse Equipment	222,685	0	0	222,685	6.7	13
Irrigation Equipment & Installation	427,425	0	113,815	541,240	16.2	119
Packing Equipment & Packaging	26,008	300	0	26,308	0.8	42
Agricultural Equipment	78,331	0	0	78,331	2.4	15
HACCP/ EUREP GAP/ Food Safety	27,743	0	0	27,743	0.8	17
Greenhouse Structures	26,200	0	11,500	37,700	1.1	5
Processing Plant Infrastructure	503,078	0	0	503,078	15.1	3
Postharvest Infrastructure & Packhouses	508,524	0	0	508,524	15.2	5
Inputs & Hybrid Seeds	69,037	0	0	69,037	2.1%	6
Markets Visits	28,645	0	0	28,645	0.9	7
Trucks & Other Transport	70,377	0	0	70,377	2.1	6
Land Purchase	318,087	0	0	318,087	9.5	7
Others	67,006	2,116	8,896	78,018	2.3	52
Total	3,200,625	2,548	134,211	3,337,385	100	324

Despite the difficult economic situation in Honduras, CDA lead partners invested in agricultural-related activities, improving their existing production and processing systems and developing new projects. The investment were in capital equipment and assets and do not include working capital requirements. These investments were carried out due to the level of confidence in CDA, previous successes of lead partners, and because of new profitable investment proposals and market opportunities developed by the project.

Investment reported during the 12 month period totaled \$3,337,385 of which \$3,200,625 came directly from CDA clients. Cost sharing with other institutions totaled \$134,211 and included irrigation systems, technical assistance and training financed by SAG/Pronaders, Swisscontact, PACTA, FAO, Red Rural and APS (Sweden).

Grower investment in production systems made up 32% of the total investment, including more than \$541 thousand in irrigation equipment. Investment in processing plant construction, expansion and equipment totaled \$1.3 million (39% of the total). Other investments included farm equipment, packhouse construction and equipment, construction of seedling greenhouses, market visits, and transport.

Projected investment in 2004 /2005 includes construction of a new packing facilities, shade house infrastructure, upgrading of processing facilities, continued expansion of production areas under drip irrigation, and purchase of agricultural and processing equipment.

CDA Lead Partner Investment – by Department (10/03 – 09/04)

Department	Client	Project	Other	Total	%
Atlántida	11,424	0	0	11,424	0.3
Choluteca	535,484	0	0	535,484	16.1
Comayagua	415,680	416	0	420,271	12.6
Copan	21,113	0	0	21,113	0.6
Cortes	927,438	0	0	927,438	27.8
El Paraíso	108,277	0	100,750	209,027	6.3
F. Morazán	122,720	0	0	122,720	3.7
Intibucá	33,128	0	0	33,128	1.0
La Paz	814,121	0	222	814,343	24.4
Lempira	375	0	0	375	0
Ocotepeque	16,071	0	15,168	31,239	0.9
Santa Barbara	20,108	0	0	20,108	0.6
Unspecified	119,243	2,132	8,896	130,271	3.9
Valle	3,000	0	5,000	8,000	0.2
Yoro	52,444	0	0	52,444	1.6
Total	3,200, 625	2,548	134,211	3,337,385	100

While investments were made by lead partners in all departments, those investing most heavily were in Choluteca, Comayagua, La Paz and Cortes (packhouses and processing plants).

Growers and grower / exporters invested more than \$1.5 million. Processors and processor / exporters invested \$1.3 million in plants, equipment and infrastructure.

Microprocessing clients invested \$5 thousand in processing equipment, facility improvement, and packaging/label development. Associations and groups, including coffee cooperatives, invested \$177 thousand. "Other investors" included buyers, service providers, schools and institutions.



EUREPGAP INFRASTRUCTURE

Investments were made in mixing stations, store rooms, field bathrooms, protective equipment and clothing.



IRRIGATION INSTALLATION

Irrigation was the main investment made by small- and medium-sized growers, including accessories such as filters, pumps, wells and fertilizer injection systems.



PLANTLET PRODUCTION

Almost all of the small growers involved in calendarized vegetable production have invested in low-cost seedling production structures and hybrid seeds.



PACKHOUSE FACILITIES

Investments in packhouse construction and upgrades included operations for sweet potato, yuca, cucumber, zucchini and local market vegetables.



MICROPROCESSORS

Microprocessors invested in company legalization, new label development, bar code, trademark registrations, new packaging, and market development.



PROCESSING PLANTS

Investments in processing plants included equipment upgrades, new equipment, plant extensions, and new processing plants for fruit and vegetable processing.