

June 2005– Monthly Summary of Activities

Fintrac – Centro de Desarrollo de Agronegocios (CDA) is a USAID-financed project working to assist producers, processors, and exporters of non-traditional agricultural products. The main goal is to increase production and sales of horticultural products in order to increase the incomes in the sector. This report provides a brief summary of some of the most relevant activities. USAID will continue to support the non-traditional agricultural sector through the CDA project, and the activities will continue until March 2006.

Marketing and Market Information – Scheduling of planting and marketing of chayote; support with a shipment of dehydrated fruit to buyers in the US; yuca production program for interested buyer; contacts between producers and processors of frozen squash and quotes for raw materials; coordination of placement and delivery of orders of Jalapeño peppers to Guatemala; contact between a buyer of cut Jalapeño and a Honduran processor; linkage between a Salvadoran Jalapeño buyer and producers in the Western part of Honduras; support chayote marketing in Honduran supermarkets; participation in electronic special coffee auction; contact with processed butternut squash buyer; brochure layout for a microprocessor of canned products; support with label design for microprocessors; linkage between distributors and microprocessors.



Check up of drip irrigation for plantain



Lettuce harvest

Production – Recommendations on allowed pesticides for diverse crops: worm control for tomatoes; alternaria for onion; bacteriosis in tomato and chilli peppers; mildew in onion nurseries; control of leaf miner, white fly, thrips, virosis, and fungal diseases; control of nutgrass prior to planting; weed control; design and installation of irrigation systems; soil preparation and raised bed making; fertilizations according to crops and calendars; planting of live barriers; design of irrigation rounds; sugar and vitamin application; design of drainage systems to avoid damping off; programmed planting and harvesting of sweet potato, tomato, and chilli peppers; proper irrigation for small producers with sprinkler systems; trellising of chillies and tomatoes; broccoli transplants with new densities; handling of low-cost greenhouses; brush clearing; assessment of plots for new production operations; supervision of bean plantings with improved seeds; proper soil rotation; Jalapeño pepper ripening; transplants with starter solution.

Processing – Trials with litchi packed in syrup; development of yellow chilli pastes; processing of Jalapeño nachos; delivery of final HACCP assessments for several processing plants; quotes for fruit peeling equipment, chlorine meters, sanitation equipment and temperature sensors for shipments; recommendations on cleaning and cross-contamination; development of a HACCP plan and frozen product specifications; support in dehydrated mango processing; IQF butternut squash trials; support of sanitary plant design; advice regarding chlorine use and allergen control; legal requirements for exports; pH meter calibration; legal requirements for exports; evaluation and improvement suggestions for frozen mango processing line; plant remodeling recommendations; company registration – Bioterrorism law



IQF Pineapple with liquid Nitrogen

Postharvest / Special Coffees – Diversification.

Postharvest: Preparation and delivery of a new sweet potato packaging plant; delivery of sweet potato drying/curing shelves; supervision and evaluation of orange-fleshed sweet potato crop for the UK; design for a new cucumber packhouse; sampling of Natalie peppers and sweet potato crops; assessment of onion-drying structures; technical support for the construction of grading tables; improvements in postharvest handling of plantain, including dehanding, grading, and ripening; design of plantain packhouse.

Diversification/Special Coffees: Production support for producers that diversified with chayote; drip irrigation and fertigation in chayote plantations; first producers deliver chayote seed to CDA for planting by other producers; supervision of vanilla plantings in coffee lowlands; supervision of vanilla vegetative material for future project expansion.

Fintrac CDA – June 2005

Examples of Contract Plantings, Calendarized Plantings, and Client Impact/Results



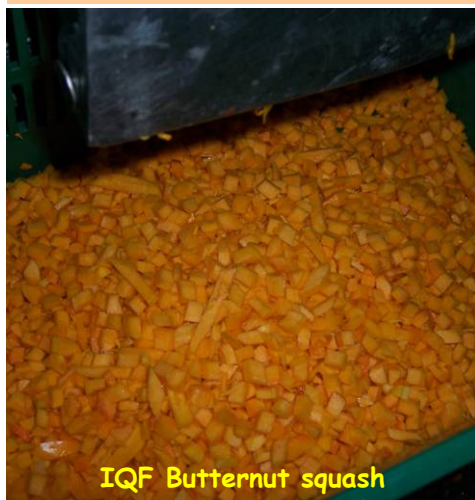
Checking drip irrigation systems

Onion- Sales for June 2005 totaled 95 bags (4,750 lbs) worth Lps. 11,4000 for the producers. Local production is equivalent to the substitution of 69 imported containers, for a total of 2.88 million lbs in 2004. Yields in June averaged 1,000 bags per hectare.

Sweet Potato – Project clients shipped one container to Canada, one to England, and three to the Netherlands. A total of 27 containers has been exported to date.

Plantain – More than 550,000 lbs (Lps. 850,000) were sold to three of the buyers that are constantly in contact with CDA. The total for 2005 is 1.63 million lbs (Lps. 5.31 million) in 2005.

Jalapeño Pepper- More than 279,800 lbs have been sold to a processor in the south zone (\$50,360) and eleven truckloads have been sent to processing plants in Guatemala (\$32,100). The processor in the central zone has received a total of 9.1 million lbs from January until June 2005, worth \$1.56 million.



IQF Butternut squash

Sweet Pepper – Project clients are harvesting 12 hectares for El Salvador. Shipments for June amounted to 19 trucks (\$67,200 – 336,00 lbs). There are 0.2 hectares that are currently being harvested for supermarkets in Tegucigalpa, with sales of 11,850 lbs (Lps. 44,400). Total sales for the local market in 2005: Lps 784,400; total sales of Natalie pepper for El Salvador: \$585,400.

Chayote- Harvesting of export chayote began with 4.3 hectares. Clients sold 31,100 lbs (Lps. 53,609) in the local market during June.

Tomato- There are 27.7 hectares of tomato currently being harvested. A total of 43,900 crates were harvested for El Salvador (2.2 million lbs), representing sales of \$351,200.

Sweet Corn- A total of 21,000 trays were delivered in June (Lps. 294,200). Two hectares were planted, and 3.5 hectares were harvested.



Tomato inspection

Results/Impact – June

- Opening of new zone with access to financing from Fundación Covelo – West; first disbursements to producers.
- Microprocessors are registered as companies – CDA/Foprideh
- Three of the top four cuppers were directly trained by CDA.
- Shipment of chayote samples to Canada and Miami for opening of markets.
- Implementation of traceability plan for an exporter of Asian vegetables.
- Organic certification for 200 pineapple producers.
- New exports worth \$80,000 in dehydrated products, and \$30,000 in frozen products.
- Expansion of chayote plantings with locally produced seed.



Orange flesh sweet potato harvested for export to the UK

Training

June 2005 – 2,299 trainees for the month (1,731 men, 568 women). There were 132 training events/subjects.

Area	Men	Women	Total	# Events
EurepGap	88	16	104	16
Marketing	44	29	73	2
Postharvest	71	4	75	3
Processing	153	157	310	18
Production	1,356	361	1,717	92
Project	19	1	20	1
Total	1,731	568	2,299	132

Examples: Pest identification field days; fertilization; integrated pest management; safe use of farm chemicals; irrigation systems; complete production systems; field days for specific crops; good manufacturing practices/HACCP; alternative packaging materials; designs/modifications processing plants; sweet potato postharvest handling; field records/use of log book; good agricultural practices.

Fintrac CDA – June 2005



Production of bean seeds

GAPs, GMPs, and EUREPGAP

Meeting with a local vegetable distributor to implement GAPs with producers; delivery of log books to several producers; design of portable mixing station; site for the construction of latrines in the field; latrine design; pump washing stations; talks on allergen control and chlorine use; implementation of GAPs in farms; record keeping in log books; preparation of empty container collection areas; water pollution readings; master plan for implementation of GAPs; farm audits; follow up for the labeling program; contacts with suppliers of personal protection equipment.

Institutional Collaboration

Foprیدهh: Support for plantain cooperatives, crop promotion and improvements in production and postharvest procedures for its affiliates. Distribution of market information bulletins.

CHF: Regional meeting for the South Zone.

FUNDER: Meetings.

Gallitec: Reproduction of vanilla vegetative material.

FINSOL: meeting with Finsol executives to discuss and design a financing plan for Fintrac CDA producer clients.

USDA/APHIS: Participation in meetings and tours with consultants to go over admissibility of products and action plans.

USAID-MIRA: Work plans for "environmental production"

CARANA: Set up of contacts with financing options for producers.



Nursery training

World Vision: Field tour to introduce and promote the chayote project. Start up with WV producers in Yoro.

EAP-Zamorano: Scheduling onion/ sweet potato plantings.

AGAS: Information on CDA projects and agriculture in general. SPS Regional fair.

FHIA: Support with the preparation of a presentation regarding onion crops.

JICA (Japanese Cooperation): Meeting and field tours to 2 zones for support with the design of a project for the agricultural sector.

Infoagro-SAG: Delivery of CDA technical bulletins for distribution.

Secretary of Industry and Commerce: Exporter data base.

Lead Partners

The project added 4 new partners, for a total of 544 lead partners, covering a total of 7,210 producers and processors benefiting from the program.

General Activities



Visit by a Japanese mission (JICA)

General Activities:

Investments: A total of \$269,126 was invested in June. The main investment areas this month include more than \$75,000 in processing plant equipment (fruit and veg prep, freezing), \$65,000 in equipment and infrastructure for food safety, \$72,500 in irrigation infrastructure and equipment. Furthermore, the clients made investments in the hiring of external advisors for technical assistance, organic certifications, and marketing.

USAID: Information regarding producers with loans from Covelo. Summary of CDA activities in El Paraiso, Colon, and Atlantida. Approval of the technology fund for the promotion of carrot planting. Communications strategy regarding CDA activities and the origin of funds.

Market Info: Interested investors were supplied information regarding the last cucumber and squash season. Summary of cantaloupe, honeydew, watermelon, cucumber, and squash exports.

General Information: information on the sweet potato and chayote projects; technical information regarding yuca production; brand and bar code registration processes; fertilization plans and crop costs; training for convenience store personnel; delivery of production bulletins at agriculture school; evaluation of production associations to start production programs; official list of EU-banned pesticides and other products; final reports on packhouse audits; contacted plantain seed supplier; information regarding financing sources; onion varieties for planting; plant construction regulations; information regarding web sites of interest for obtaining information on pesticides; began work on pesticide database; draft of a report on orchids in Honduras; carrot production manual.

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