

December 2004 – 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 and fruit products to increase 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 carry out until March 2006.

Marketing and Market Information

Programming of field tours with plantain buyers for several producers; commercial linkages between plantain producers and supermarket buyers; new orders were set up for a distributor of products from microprocessors and supermarkets; deliveries of samples of microprocessors to potential buyers; linkage between microprocessor and wine buyer; contact between plantain puree buyer and processor; contact between processor of roast ground coffee and a buyer in the US; tour of Tabasco pepper plantations with a buyer from the US.



Broccoli for the local market



Zucchini planting for export

Production

Technical assistance in soil preparation, raised beds, and plastic covers; installation and handling of drip irrigation systems; planning of plantings in zucchini project; fertilization calendars; control of bacterial freckle in chillies; induced ripening in jalapeño peppers; transplant and training of bitter melon; eggplant pruning; weed and black sigatoka in plantain; sucker and leaf removal and plantain surgery; erwinia control; mildew and worm control in calabaza; use of bees to improve pollination of zucchini, calabaza, watermelon, and cucumber plantations; removal of weeds and wide leaf in the surroundings of the plantations; transplants with starter solution; making of onion seedbeds; how to irrigate with sprinklers for micro producers of zucchini; control of diabrotic damage; adjustments in fertilization to eliminate calcium differences in Intibucá; placement of beehives in farms; applications of bauveria in sweet potato; follow up on the watermelon export program in Olancho; calendarized planting of sweet corn; virus control in bitter melon; improvements in even irrigation; set up of wind barriers; set up of yellow traps.

Processing

Support in the search of containers for juices and tea; support in sanitary registry procedures; support in the design of packaging and labels; obtention of corporate legal status; control of dose-making machine for species packaging; support with the preparation of a cost structure of new products for international quotes; preparation of presentations on the process of jelly elaboration; detailed review of the process flow in freezing plant and efficiency-enhancing procedures; processing machinery quotes; advise on appropriate machinery for specialized fruit cuts.



IQF Melon Balls

Postharvest / Special Coffees - Diversification

Ventilation estimates in containers to estimate proper air changes for several companies; revision of quality problems of first cucumber arrivals; elimination of mechanical and postharvest damage in packhouses; improvement of production flow of packhouses; control cucumber waxing to improve product appearance and reduce costs; sampling of sweet potato, onion, and sweet corn harvest; support in construction of onion drying and curing infrastructure; sweet potato grading; improvements in export peeled plantain for export; constant support for cucumber packhouses. Chayote plantings in coffee producers' farms; trichoderma applications for anti-fungal protection; fertilization calendars for chayote; virus control; control of woolly aphids and diabrotics. Monitoring and advising of vanilla and pepper plantings; vanilla trellising. In coffee, control of humid and dry processes in coffee depulping operations; grading and delivery of coffee samples to send to buyers in the USA; support in the set up of dryers in coffee depulpers; cuppings.

Fintrac CDA – December 2004

Examples of Contract and Calendarized Plantings, and Results/Impact



Calendarized vegetables

Onion

The harvested area for 2004 was 80 hectares, which led to sales of 108,000 onion bags (5.4 million lbs), worth Lps. 14.9 million to the producers. Local onion production is equivalent to the substitution of 128 containers of imports. In December, the yields averaged 1,350 bags/hectare. The total for the year is 1,350 bags/ha.

Sweet Potato

Four containers of sweet potato were sent in December – 2 to Canada and 2 to The Netherlands. Total shipments for 2004 were 37 containers (1.5 million lbs), worth FOB US\$ 330,000.

Cucumber

Start of 2004-2005 season with higher volumes than previous season. As of december 30 the total of containers shipped equals 271, compared to 87 for the same period during the previous year. Projections for this season include 4,000 containers of cucumber.

Jalapeño Pepper

In 2004 independent producers delivered a total of 10.4 million lbs to the main exporter (\$1.8 million), fulfilling 95% of the orders for the year. Shipments to Guatemala in December totaled 70,000 lbs, to the plant in the south, 66,000 lbs, and to the plant in the central region, 480,000 lbs. Total shipments to Guatemala in 2004 were 2.3 million lbs (\$400,000) and to other markets, 1 million lbs, for a total of 3.3 million lbs to other buyers (\$540,000) and 13.7 million lbs (\$2.34 million) total sales. Production is complete for 143 hectares, with an average yield of 90,300 lbs/hectare.

Zucchini

Harvesting began in Intibuca, with 54 micro and small producers in the zone. Projections for this season call for more than 50 containers.



Jalapeño Transplant

Impact – December

- First client financing for producers from Fonaprovi credit line for CDA clients.
- Changes in plantain peeling procedures helped reduce product contamination. Microbiological analysis yielded acceptable results.
- \$380,000 in new exports of processed organic pineapple and mango.
- New exports of frozen yuca of \$80,000.
- Investment in new zucchini packaging plant in La Esperanza, worth more than \$275,000.
- Investments for more than \$6 million in postharvest, packaging, and greenhouse infrastructure.



Jalapeño grading in the field



Export of peeled plantain

Training

December 2004 – 293 trainees trained (193 men, 100 women). There were 25 training events/subjects.

EurepGap – 96 trainees; Modules 1, 2, 4 and 6, traceability and records, farm chemical warehouses, harvest, and personal hygiene.

Postharvest – 23 trainees; drying, curing, and stem removal of onion.

Production - 135 trainees; handling of water stress after transplant, installation of drip irrigation systems, filter and back washing operations, bitter melon trellising, callibration of spraying equipment in plantain farm, use of log books in the field, dehanding, sucker removal, control of sigatoka, field tours, spraying coverage, water volume for spraying, planting of tomato seedbeds, planting of onion using planting machine, basic production technologies for micro and small growers, wind effect on zucchini.

Processing – 29 trainees: Obtaining legal registry, search and registration of trademark, sanitary license, integrated quality system.

Fintrac CDA - December 2004



First Chayote Plantings

EUREPGAP

Field and plant inspections for Asian vegetables and cucumber, preparation of corrective action plans (CAP), follow-up of several CAPs established in packaging plants, discussion of inspection results, determine records to be kept in plants, measures to be taken to avoid cross-contamination, warehouse design, labeling of production lots, latrine set up, washing stations and mixing zones in the field, log book entries, construction of deposits for empty containers.

Institutional Conterparts

FOPRIDEH: Field technician is providing support for several NGOs; training, market linkages, marketing bulletins including prices and volumes for several crops.

FONAPROVI: Initial loans from the credit line for CDA producers.

Covelo Foundation: Financing program for producers; two additional loans were granted in December.

Galiltec: vanilla project USDA/SAG.

FHIA: Development of cucumber research trials; research of onion varieties.

IHCAFE: Support with zucchini project in Intibucá.

PACTA: Meeting to discuss possible collaboration.

Honduran Special Coffees: Discussion of Cup of Excellence 2004 and talks for 2005.



Technician Training

Cucumber Exporters: Coordination for the implementation of Good Agricultural Practices, variety trials.

EAP- Zamorano: Development of absorption curvest to optimize fertilization calendars for several crops; expansion of biological control labs.

Cohorsil-Siguatpeque: Participation in support committee for horticultural production.

Millenium Challenge: Support with general information and comments on the proposal. Field tour.

World Vision: Regional meetings between technicians, plantain and calendarized vegetables field tours, trainings.

Lead Partners

No new partners were added for December 2004, there is a total of 497 lead partners, which represent a total of 20,669 producers and processors benefiting from the program.

General Activities



Millenium Challenge Representatives visit Honduras

Investments: Lead partners have reported investments worth \$11.7 million during the period between January to December of 2004. The main investment areas include green and shade house infrastructure, drip irrigation equipment and infrastructure, postharvest and packhouse infrastructure, processing and packaging equipment, specialized technical assistance.

AID: Coordination and field tour with personnel from MCC, meeting with USAID, MCC and GoH to facilitate general project information.

Market Information: General details on the workings of the Interamerican Arbitration Commission for a vegetable exporter; sending of market information bulletins with market prices and volumes for several NGOs regarding a frozen foods convention that will take place in San Francisco, and in order to get Honduran companies from the sector to take part; field tours with several plantain buyers for the local and regional market; fruit and vegetable prices in El Salvador for a local company.

Information and General Issues: Technical production bulletins sent to the offices of DICTA for use and distribution; fertilization calendars for several crops; planning zucchini export season; coordination of the planting of several export crops; hiring of an American company to certify the premises of microprocessor clients; preparation of technical bulletins for cost structures of artisanal fruit and vegetable processing plants; list of service providers; support for producers in obtaining bank credits; preparation of presentations on personal hygiene in packhouses, and general information regarding the plantain project.

For more information: Fintrac CDA, La Lima, Honduras. Tel: (504) 668.2078. Fax: (504) 668.1190.
Correo: cda@fintrac.com Sitios de Red: www.fintrac.com www.hondurasag.org