

Improvements in Infrastructure Helps Small Grower to Expand Ginger Production and Improve his Family Income

Eulalio Cornejo is a small grower located in Combas, Yoro. Before starting with ginger production, Eulalio used to grow coffee, beans, corn, and other traditional crops for his family's own consumption. During the 2000-2001 season, he planted 0.5 manzanas of ginger with technical assistance in production from FHIA. He obtained gross sales of Lps. 56,700 (Lps. 27,000 net) producing a total of 360- 30 pound boxes. Despite of his desire to expand, his main limitation was the lack of infrastructure for washing, drying and packing of ginger for export. In the past season, Eulalio and his family took the harvested ginger to a nearby river, where they washed and prepared the ginger, where his capacity was a maximum of 150 boxes per week.

In order to help Eulalio and his family expand their operations, the Fintrac CDA project contributed with the design and supplies for the construction of a small packhouse. The Project provided wood, nails, roof and a hose for water conduction, and Eulalio hired a local constructor to help him build the packhouse. Fintrac/CDA contributed with Lps5,369 (\$338), while Eulalio invested an additional Lps 4,500 (\$283).

Eulalio expanded his production area from 0.5 to 1.5 manzanas (200% increase), and finished the present season (2001-2002) with a total production of 1,037 ginger boxes (188% increase). His gross sales were Lps122,115 with net earnings of more than Lps60,000. His actual packing capacity went from 150 to 600 boxes/week. Eulalio is planning on expanding to 2 manzanas for the 2002-2003 season.

