



AfricaWorks

MOZAMBIQUE NEWSLETTER AUGUST 2010

Small Scale Farmers Meet Commercial Standards

Small scale farmers partnering with AfricaWorks are celebrating their soaring performance and productivity levels. Farmers have begun crossing the boundary from subsistence farming to small scale farming standards to commercial standards. Increased yields to 2 tons per hectare of sugar beans within some associations have met the same yield quantities seen by large crop production companies. Some have even been able to produce 34 fruits/vagens per plant without the use of modern technologies prominent in larger companies. They have achieved this in just 2 years.

With these yields our clients are now able to approach and join the larger markets and thus increase their profit margins and overall development. Such yields also mean loan repayments are more stable thus, the AfricaWorks loan bank strategy is oiled to work with efficiency.

Our clients have proven, given the opportunity coupled with appropriate management, they can escalate to prosperous levels.

As AfricaWorks grows, it's reputation as an organization offering sustainable solutions to poverty, elevates. We have created a grand impression not only in surrounding communities who upon daily bases request for our assistance but have also created a reputable impression on local Mozambique authorities.

Your help can make a difference in spreading the success story.

To enquire into how you can invest into the lives of the vulnerable visit www.africaworks.org click on "contact" or "how to get involved" and follow prompts.



Farmers/clients tend to their produce at different levels



Statistics for Our 3rd Quarter

This quarter, we saw an increase in the number of trade clients. As the end of the year approaches we will continue to see these increases as clients begin to stock up for the festive season. There was also an increase in the crop production sector as AfricaWorks recently began working with a new association called Samora Machel (for more, see page 3).

<u>Sector</u>	<u># Clients in May</u>	<u># Clients in August 2010</u>
Crop Production	470	539
Poultry Production (Chickens)	81	93
Micro-Credit Loans	3502	3730
Small To Medium Enterprise loans	4	4
TOTAL	4057	4366

Developing Farmer Skills Through Practical Education On The Market

In our quest to grow subsistence farmers to a sustainable and profitable commercial level, we are always searching for methods of improving the potentials & success levels of clients. Over the last quarter our Chokwe branch arranged an “exchange experience” with the presidents of farmer associations involved in the crop production program and traders and suppliers in Chokwe and Macia. The experience was aimed at accomplishing the following objectives:

- Create “transparency” so that all involved in production and marketing know what the market prices are (calculate their inputs needs; identify where to buy their inputs; organize their products appropriately; how to obtain credit and save).
- Put farmers/clients in a position where they are better able to bargain with suppliers/traders.
- Indicate possible, profitable crop/production opportunities for farmers/clients.
- Modern farmers are in constant touch with buyers – even when in the field, thus those in our programs need to be too.

AfricaWorks recognizes the vital importance of market information in the running of a successful business and thus saw the activity as a growth opportunity for clients.

Farmers/clients ask questions at one of the visited markets



Farmers/clients with AfricaWorks management outside a trading shop



Samora Machel (A New Association Partners With AfricaWorks)

The Association Samora Machel began in Tomanine in the District of Guija on the 25th of July 2001, near the Limpopo River. The idea to form the association emerged when community members decided it was time to do something about the suffering emitted by the droughts and floods in the area. The association began on a half hectare plot of land. Drought resistant crops such as sweet potato and cassava were the association's main choice of crop. However after assistance from local authorities, the association still needed assistance regarding inputs and implementation to nurture growth and success.

AfricaWorks having a strong presence in the Gaza Province, particularly in the Guija District, were looked to for assistance. Samora Machel became acquainted with AfricaWorks after having met with the president of Association Agricola Nhatine (an association under our umbrella), Mr. José Chambal. Mr Jose invited the president of Samora Machel to visit their field in Nhatine and recommended they partner with AfricaWorks, vouching on the successes they have experienced. AfricaWorks assessed the association and have partnered with them to assist in developing a much larger 25 hectare plot as well as to walk alongside them on their journey of growth and sustenance.

Recently the Association of Samora Machel was visited by their investors from the United States of America, Sid, Cate & Christopher Jansen. Sid and Cate Jansen partnered with AfricaWorks, providing the complete financial investment needed to help Samora Machel get onto their feet. This investment would ensure that 100 vulnerable farmers and an average of 1200 indirect beneficiaries profit from sustainable economic empowerment. Sid, Cate and Christopher got to see first hand where their investment is going. They also visited our other client's sites to see the incredible possibilities Samora Machel will soon experience, as well as many of the HIV/AIDS sick and orphaned that benefit from our programs. Their visit was received with much gratitude!



Sid, Cate & Christopher take a picture with some of the farmers/clients of Samora Machel



Sid, Cate and Christopher meet a farmer/client who will benefit from their investment.



Farmers/clients who are members of Samora Machel