

**COPE-Zambia REVIEW MEETING**  
**with**  
**Mushalesa Multi-Purpose Co-operative society Limited.**

**Date:** 18<sup>th</sup> November, 2016.

**Venue:** Mushalesa Multi-purpose cooperative society Limited` s main office.(CHILUPULA VILLAGE).

**Time:** 14:00 - To - 17:00 PM

**Moderator:** Victor Phiri, COPE-Zambia (Executive Director).

**AGENDA**

- Review of the last farming season( 2015/16)
- Planning for the 2016/17 farming season.
- Any other business.

**FEMALE CO.OPERATIVE MEMBERS PRESENT**

<b>No.</b>	<b>FULL NAME</b>	<b>GENDER</b>
1	Eva Nkalabwa	Female
2	Jane Nkupisha	Female
3	Mirriam Situmbeko	Female
4	Ailedi Susu	Female
5	Stiviny Mutubisha	Female
6	Lisa Lupikisha	Female
7	Gizensi Mwachilaba	Female
8	Noi Mwemba	Female
9	Mirriam L. Mlanga	Female
10	Felista Kwenda	Female
11	Esnart Njeleni	Female
12	Margaret Mwale	Female
13	Doreen Njeleni	Female
14	Daina Mutenga	Female
15	Janet Shamende	Female
16	Lakelo Phiri	Female
17	Mozim Chingala	Female
18	Selestina Munsaka	Female
19	Patricia Mwale	Female
20	Caroline Phiri	Female
21	Bridget Moomba	Female
22	Angela Sokomona	Female
23	Maureen Sokomona	Female
24	Veronica Lupikisha	Female
25	Bertha Ntitima	Female
26	Laika Malambo	Female
27	Veronica Chipunye	Female
28	Mirriam C. Nyendwa	Female
29	Mary Musoba	Female
30	Belita Meyo	Female

**MALE CO.OPERATIVE MEMBERS PRESENT**

<b>31</b>	Thomas Kalichenji, Jr.	Male
<b>32</b>	Lensho Mwamwendela	Male
<b>33</b>	James Nyendwa	Male
<b>34</b>	Adrian Moomba	Male
<b>35</b>	Benson Phiri	Male
<b>36</b>	P. K. Mugusa	Male
<b>37</b>	Haggai Kwenda	Male
<b>38</b>	Grevasio Phiri	Male
<b>39</b>	Ken Chumwe	Male
<b>40</b>	Mutinta Hadango	Male
<b>41</b>	Sonati Sichibango	Male
<b>42</b>	Loyd Mwatutba	Male

## SNAPSHOT REVIEW OF THE 2015/16 FARMING SEASON

### OVERVIEW:

During the 2015/16 farming season most villages around Chilupula village in Chongwe and Rufunsa districts had experienced a severe drought. Throughout Zambia, most farmers especially peasant and small scale farmers were the mostly affected ones because they practice what is known as rain-fed type of agriculture. Only two provinces in Zambia had experienced normal rains, in 2015/16 season, namely, Copper belt and Northwestern provinces, respectively. This is so because they are situated closer to the Congo basin region which is a rain belt forest area.

In Chilupula and other surrounding villages, streams were extremely dry by June which is unusual situation. Almost all the nearby water distributaries that feed into the main streams were stagnant and were not carrying the water.

As a result of this, animals and villagers were adversely affected due to the shortage of water supply. Weather experts had attributed this drought to the EL NINO winds prevailing from the Indian Ocean through Mozambique into Zambia.

Not only were the animals and human-beings affected by this EL NINO but crop yields, too in 8 provinces of Zambia, except in the North-western and Copper belt.

At the moment a 50Kg bag of maize in Chilupula village is going at K 150 which just in August was going at K 90. In February and March next year the price is likely to shot up by half again..

Although a small percentage of farmers occasionally uses irrigation, this is not extended to maize growing which is the main staple food crop in Zambia because many can not afford to irrigate beyond 1 or 2 hectares of maize fields due to the fact that irrigation equipment is by far very expensive in Zambia. So, they could only manage to irrigate other cash crops, like tomatoes and onions which can give you good cash just by cultivating a small portion of land.

The cost of putting up a drip irrigation, for example, for just 1 hectare costs between K 35.000 and K 50.000 in Zambia. So the initial capital for a small scale farmer is a major hindrance to setting up irrigation agriculture. However, most of the peasant farmers have realised that irrigation is the only way to go nowadays because of the adverse effects of climate change in the whole world and affecting many African countries even harder because they lack the technological know how.

Therefore, the total crop yields in Chilupula and other surrounding villages had drastically reduced by more than half in the 2015/16 farming season compared to the 2014/15 farming season. However, according to the weather and meteorological experts in Zambia can expect normal rainfall during 2016/17 farming season.

But most farmers still have to grapple with the challenges of higher costs of fertilizer, seed, and other things associated with growing a particular crop. Most affected farmers are those who do not own farming implements, like cattle and tractors, etc. Also the floor price of maize is very cheap considering the total input cost.

Research was conducted by COPE-Zambia together with the Chilupula Co-operative to ascertain the profitability of maize, and the outcome revealed shocking results in that the total cost of all the inputs for growing maize were more than the selling price per hectare.

## **EVALUATION OF THE TRACTOR PROJECT FOR 2015/16 FARMING SEASON.**

A brief evaluation of the performance of the two-wheeled tractors was conducted to ascertain how it fared for the year ending 2015/16 farming season.

The initial proposal or basic plan that was put forward by COPE-Zambia to the co-operative was for the co-operative members to work in two groups consisting of 8 members each. The idea was that each of these groups would be to get possession of the tractors and share the farming inputs.

Therefore, they were given the conditions to work together as a group in accomplishing their various farming chores such as ploughing, weeding, harvesting, etc.

Earlier the challenges facing the farmers were identified as follows; lack of farming inputs, lack of labour force for ploughing, weeding, harvesting and many important areas hence, the proposal to work in groups.

Again it was seen much easier for small groups within the co-operative to work together to buy another tractor that could be donated to another community or co-operative society. So in essence this was going to form the basis for a revolving tractor scheme within COPE-Zambia's future strategic plan to operate on a sustainable basis.

In this vein, the COPE-Zambia had directed the Chilupula co-operative society members to group themselves into two groups of 8 under the Team leaderships of two village Headmen, namely, Headman Chilupula and Headman Mwachilele. Both headmen were one of the first people to be trained by COPE-Zambia in many aspects and were very instrumental in shaping the formation of the co-operative.

So the leeway was given to these two Headmen to each identify 8 poor households in their group.

And they were also told to share amongst themselves the farming inputs. In this case, they were supposed to share the inputs in half.

The other directive was given to them to hire the tractors to members only at an agreed reduced price, but cautioned not to hire the tractors to non-members of the co-operative. And cases where members had no cash to pay for the services, they were urged to enter into a mutual agreement where they would pay maize after they harvest in the following year.

This was so because it was realised that most farmers do not have enough cash to pay for tilling of their lands and at the same time buy other farming inputs. So if farmers could be helped to pay later, then they could buy other farming inputs and pay later.

## **CHALLENGES:**

During the 2015/16 farming season, the two groups did encounter major problems in their activities including the erratic rainfall pattern in the region which started very late and ended early.

Also, the two groups and the co-operative did not put in place effective operational and marketing strategies.

Distances between interested customers also posed another challenge because of the rains and time lapses. It was sometimes difficult to move the tractors swiftly from one place to another in order to beat rain season period in order to capture as many interested members as possible. Some roads become totally impassable during the rain season.

## **IMPORTANT OUTCOMES DURING THE MEETING WITH THE CO-OPERATIVE.**

The meeting was well attended and women were in majority as is often the case. One may deduce that women are more serious in issues affecting their families and their communities than their male counterparts.

The following come out of the meeting:

- Most Co-operative members strongly felt sidelined because only two groups of 8 households could own the tractors while the rest of the members were made to pay its services for using them. The majority voted that the tractors must belong to the whole co-operative society members rather than to the two groups of 8 people. And that all members must pay an equal price for hire.
- The co-operative society must look for alternative communal land where all the members would be tilling it and the proceeds put into the bank account of the co-operative society alongside the money that would be raised from the tractor hire services.
- The women folks of the co-operative society made a request to COPE-Zambia to help them start a business venture of rearing village chicken or acquiring a solar hammer-mill.
- It was suggested that the COPE-Zambia committee be reconstituted at the co-operative level as before to overlook the all of the COPE-Zambia projects.
- The co-operative must hold elections next year(2017) to usher in a new executive committee and board of Directors.

## THE NEW TRACTOR MARKETING STRATEGY:

After the COPE-Zambia review meeting with the members of the co-operative society on 18<sup>th</sup> November, 2016, the COPE-Zambia staff together with COPE-Zambia Director went to inspect the two tractors at the Co-operative`s chairperson`s residence.

The tractors were initially kept at the late Headman Chilupula`s residence before his demise earlier this year.

When the new Headman Chilupula was installed, the two tractors were taken to the Chairperson's residence.

The Team inspected the two tractors and were satisfied with both equipment except for the following minor items:

- The two tyres were slightly damaged and needed to be replaced or have a filler put inside, although there was no problem when putting pressure in the tyres.
- One tube needed replacement.
- Both tractors needed to be serviced as they had not been serviced since the end of farming season..

After the inspection exercise was accomplished the two tractors were driven to the team leaders homes, one to Mr. Lensho Mwamwendela (The person who is more experienced using the tractors, including repairing).

On the 20<sup>th</sup> November, 2016 ,the COPE-Zambia Director held yet another and final meeting with the three main COPE-Zambia committee members at Mr. Lloyd Mwatuba`s residence to consolidate a detailed tractor marketing strategy.

The following were the people present at the meeting;

- Mr. Sonati Sichibango (**co-operative Secretary**)
- Mr. Lloyd Mwatuba (**co-operative Treasurer**)
- Mr. Lensho Mwamwendela (**committee member**)

And the following were the outcomes of the meeting with the COPE-Zambia representatives;

- Map all the villages where the co-operative society's reside so that no member village will feel sidelined. So after mapping, it was discovered that all the members come from one of the following 7 villages: Chilupula, Chamankhamba, Mwabilwa, Mulobela, Mwachilele, Chapinduka, and Chipakata villages.
- To recruit one focal person from each of the above 7 mentioned villages to help with identifying would-be customers wishing to hire the services of the tractors. It was also noted that it was not easier to leave marketing to a few people alone, but to spread the tentacles in all the 7 villages.
- It was also agreed that for the focal persons to be motivated, there was need to give them incentives. So the group came up with a package that includes tilling 5 by 100 field for free if the focal person helps to convince not less than 4 customers.
- The COPE-Zambia were among the people who would be qualify for a free portion tillage because these are the people who are responsible to take good care of the tractors, service them and till for those people who hire the tractors.
- It was noted that headmen play a critical role in marketing because they are the custodians of individual villages and that what they say has great impact on their subjects. Therefore, it was also agreed that headmen, like focal persons, and COPE-Zambia representatives would benefit in one way or the other, too.
- After reviewing various prices that the people with oxen, or tractors charge, the team agreed to charge **K 5** per meter as a reduced rate for the co-operative members to pay.
- A form be devised to record data on the people who will hire the tractors, indicate their names, record the measurement of the land tilled by the COPE-Zambia representatives, as well as the total cost. The document will be signed by three people including the Chairperson of the cooperative. **(See the form attached).**
- The secretary of the co-operative be in charge of keeping records, while the treasurer be in charge of collecting monies, and the chairperson supervising and monitoring.
- Finally, when and if customers to hire the tractors are many, then a third tractor could be used belonging to the COPE-Zambia Director, Mr. Victor Phiri, especially in fields that are a bit rough and new.



**Picture:1**



**Members of the Mushalesa Co-operative during a discussion season( 18<sup>th</sup> November, 2016)**

**Picture:2**



**Men during a discussion season:**

**Picture :3**



During a women business proposal discussion

**THE END**

**2016 COPE-Zambia tractor field form.**

	<b>NAME OF BENEFICIARY</b>	<b>PHONE NUMBER</b>	<b>LAND CULTIVATED</b>	<b>AMOUNT IN KWACHA</b>
<b>1</b>				
<b>2</b>				
<b>3</b>				
<b>4</b>				
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<b>20</b>				

**Sign:**

**COPE-Zambia field operator:.....**

**Cooperative Treasurer:.....**

**Cooperative Secretary:.....**

**Cooperative Chairperson:.....**

**Date.....**