FISP EXPERIENCE
BY FERTILIZER SUPPLIERS
FISP EXPERIENCES

• PROGRAM DESIGN & DIVERT
• NATIONAL HOUSEHOLD FOOD SECURITY
• FARMERS GROWTH
• STORAGE CHALLENGES/LATE KICK OFF
• PAYMENTS
• E-VOUCHER
THE ORIGINAL DESIGN WAS TO WEAN OFF FARMERS AFTER 3 YRS OF BEING ON FISP

EACH FARMER WAS TO BE GIVEN INPUTS FOR 1 HECT.

PROGRAM WAS CHANGED TO FINANCE ½ A HECT.

OBSERVATION IS THAT WITH CURRENT YIELDS OF 2-3 MT/HECT A SMALL SCALE FARMER CAN NOT GROW TO BE WEANED OFF THE PROGRAM
NATIONAL HOUSEHOLD FOOD SECURITY

• HUNGER IS A THING OF THE PAST IN MOST FARMING COMMUNITIES

• BACK TO BACK BUMPER CROPS HAS RESULTED IN ZAMBIA HAVING SUFFICIENT FOOD THROUGHOUT THE YEAR WITH SURPLUS FOR EXPORT
FARMERS GROWTH i.e. Personal growth, housing/farm implements

- THE SMALL SCALE FARMER HAS DESPOSABLE INCOME TO PURCHASE ITEMS SUCH AS;
  - HOME IMPROVEMENT - ROOFING SHEETS
  - SOLAR LIGHTING/DIGITAL TV /TAKING THEIR CHILDREN TO SCH. WITH EASE ETC.
  - PLOUGHS/GENSETS/SMALL IRRIGATION EQUIPMENT-TREADLE PUMPS ETC
  - LIVESTOCK
OTHER CHALLENGES

• STORAGE -

• MOST RURAL DISTRICTS DO NOT HAVE ADEQUATE STORAGE FACILITIES

• LATE PROCESSING OF IMPLEMENTATION DOCUMENTS BY PCO
PAYMENTS

• LATE PAYMENT ON THE CONTRACTS HAS A NEGATIVE EFFECT ON THE PROGRAM

• AFFECTS PLANNING AND PROCUREMENT OF NEW STOCKS

• INCREASES COST OF DOING BUSINESS

• FINANCE COSTS AND INTEREST CHARGED/PENALITIES ARE VERY HIGH

• GOVT SHOULD CONSIDER ISSUING LC’S – SB I YR
E-VOUCHER

• THE E-VOUCHER IS A WELL INTENDED PROGRAM THAT NEEDS SUPPORT AND SERIOUS REVIEW

• SELECTION OF AGRO-DEALERS SHOULD BE OPENNED UP TO AVOID CARTELS AND PRICE FIXING – HUGE MARGINS

• FAKE BRANDS OF INPUTS HAVE INVADED THE MARKET – LACK OF MONITORING STRUCTURES BY INSTITUTIONS LIKE ZABS/ZEMA AND THE MINISTRY OF AGRICULTURE
E-VOUCHER

• SOME AGRO-DEALERS ARE DISHONEST AND ARE STILL OWING THE SUPPLIERS MILLIONS OF KWACHA FROM 2015/2016 SEASON

• BANKS NEED TO INVEST IN HUMAN RESOURCE TO AVOID DELAYS IN ACTIVATING THE CARDS / REVERSING OF FAILED TRANSACTIONS/NON-FUNCTIONAL POS

• DELAYS AFFECT PLANNING OF STOCK MOVEMENTS TO INTENDED AREAS

• LACK OF ENGAGEMENT OF SUPPLIERS BY THE MINISTRY OF AGRICULTURE

• GOOD PROGRAM WHICH IS CASH ORIENTED