

**FARM VISIT REPORT FEBRUARY-MARCH 2025**

The Chairman, Sjoerd de Boer and ED, Esther Nekambi visits to the farms for interactions and understanding of the farms set up for the new Chairman and to get ideas from members on how UFEA can serve better and to

A report of the visits is meant to inform the Secretariat and to turn these to outputs and activities to serve members better.

**Using the approach of Results-based Management** (strategy focusing on performance and achievement of outputs, outcomes and impacts), we are asking the three basic questions:

- ❖ **What is our goal as UFEA?**  
*“Are we doing the right thing?”*
- ❖ **How will we reach that goal?**  
*“Are we doing it right?”*
- ❖ **How do we know whether we have achieved our goal and that we are doing it right?**  
*“How do we know?”*

**Farm visit to Rosebud and Aurum roses on 27th February 2025**

S/N	Farm	Feedback to UFEA	Action required
01	<b>Rosebud Ltd</b>  Meeting with Dimple Mehta, Sjoerd de Boer and Esther Nekambi	<ul style="list-style-type: none"> <li>➤ To focus on core issues; including members sustainability, compliance with permits, tax issues, NEMA, labour issues, union issues and international certification.</li> <li>➤ Keep in touch with members to support and follow up with lobbying MPS on strict demands during audits and increasing audit and basic fees.</li> <li>➤ Define the role of UFEA in MAAIF farm audits.</li> <li>➤ General comment is members were frustrated with UFEA and hope this improves going forward.</li> </ul>	<ul style="list-style-type: none"> <li>➤ Do a SWOT analysis of UFEA with input from members.</li> <li>➤ UFEA to lobby MAAIF to participate fully in the FHL cargo center.</li> <li>➤ Regular updates on newsletter, phone calls</li> <li>➤ more formal communication so we can guarantee members that we are in touch with them.</li> </ul>
02	<b>Aurum roses</b>  Meeting with Management team: Anne Mbutia, Robert Asimwe and Jeremiah Mugenyi	<ul style="list-style-type: none"> <li>➤ FCM putting a lot of pressure on farms.</li> <li>➤ UFEA’s intervention to dialogue with MAAIF gave relief in distress times</li> <li>➤ More support required in organizing for experience sharing on crop protection, research, hygiene protocols (rose and cutting farms) product trials.</li> <li>➤ Organize training with MAAIF for scouts, quality control refresher.</li> </ul>	<ul style="list-style-type: none"> <li>➤ UFEA to organize experience sharing session as a follow up on Ugarose meeting in December 2024, in March 2025</li> <li>➤ Farm (s) to be consistent in sharing scouts’ data with UFEA and MAAIF.</li> <li>➤ UFEA to organize Experience sharing sessions for</li> </ul>

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		<ul style="list-style-type: none"> <li>➤ Challenge with use of unregistered and fair-trade restricted chemicals.</li> <li>➤ Membership, PF and RF payment through FHL is preferred option.</li> </ul>	<ul style="list-style-type: none"> <li>➤ compliance teams in April 2025.</li> <li>➤ UFEA set to meet fare trade regional manager on 17-03-2025.</li> </ul>

**Visits to Wagagai, JP Cuttings on 06th March 2025**

S/N	Farm	Feedback to UFEA	Action required
01	<p><b>Wagagai Ltd</b></p> <p>Meeting with Niall Deacon, Sjoerd de Boer and Esther Nekambi</p>	<ul style="list-style-type: none"> <li>➤ Wagagai believes in UFEA as a centralized body for the sector and benefits are evident; including lobby with government.</li> <li>➤ Joint lobby has opened doors for better service to members.</li> <li>➤ To have yearly a meeting with all main government institutions like MAAIF, UNBS, NEMA, URA, and at least once a year a high level visitor to the sector like minister, to create more awareness about the sector, like any senior member of government or parastatal that will raise awareness of the sector or improve the sector</li> <li>➤ Collaborate more with the Netherlands new Ambassador who is open minded and more welcoming.</li> <li>➤ To organize farm owners' meetings/get together, at least 1-2 times a year, excluding AGM. Look for sponsors who may also benefit by investing in the sector.</li> </ul>	<ul style="list-style-type: none"> <li>➤ Recommend to have at least 2-3 meetings per year with high level government persons.</li> <li>➤ Follow up meetings with NEMA, URA.</li> <li>➤ Leverage on social capital; e.g Hon Amelia, Hon Victoria to build strength in lobbying.</li> <li>➤ Possibility of using the Dutch Ambassador to invite a minister into the sector grow or improve our sector through her connections.</li> </ul>
02	<p><b>JP Cuttings Ltd</b></p> <p>Piet de Jong, Sjoerd de Boer and Esther Nekambi</p>	<ul style="list-style-type: none"> <li>➤ NEMA relationship; ask them to be concerned about other depleting practices like sand mining, car washing around lake shores; not only flower farms.</li> <li>➤ Reporting issues to government, not to mention the farm name, but use general terms.</li> <li>➤ E-phyto payments. Payment for one month or more is preferable.</li> </ul>	<ul style="list-style-type: none"> <li>➤ Issue of air quality testing by NEMA to be done in a farm setting.</li> <li>➤ Written to MAAIF to request for one month payment in the minimum.</li> <li>➤ Follow up on why Inspectors for cutting farms are not assigned for specific period.</li> </ul>

S/N	Farm	Feedback to UFEA	Action required
		<ul style="list-style-type: none"> <li>➤ The role or limit of the NPPO involvement in farm management issues needs to be defined.</li> <li>➤ Pest control and interceptions in farms. Need to check what happens if a dead egg is found in a shipment, is the consignment withheld?</li> <li>➤ UFEA newsletter is a good idea. Need to be more active on social media.</li> <li>➤ CBA negotiations to be fast tracked.</li> </ul>	<ul style="list-style-type: none"> <li>➤ To do a visibility magazine using information on QR code.</li> </ul>

**Visits to Oasis Nursery, RVZ and Uganda Hortec on 11th March 2025**

S/N	Farm	Feedback to UFEA	Action required
01	<p><b>Oasis Nursery Ltd, Mukono</b></p> <p>Meeting with Richard Nyombi, Vincent (virtually); Sjoerd de Boer and Esther Nekambi</p>	<ul style="list-style-type: none"> <li>➤ Oasis Nursery informed that their relationship with MAAIF improved through UFEA's intervention.</li> <li>➤ Farm relationship with UFEA is good as UFEA responds to their issues promptly.</li> <li>➤ Trainings organized by UFEA helped build capacity of farm employees.</li> <li>➤ Some MAAIF inspectors intimidate the farms rather than working on solutions together. Their opinion of 100% cleanliness from pests is practical despite the best effort put by many farms.</li> <li>➤ Management at Oasis Nursery is well coordinated and this avoids confusion for the workers.</li> <li>➤ Farm committee. They have good, working relationship with the union. Farm now has about 20 members of the union.</li> <li>➤ NEMA bureaucracy and delays in responding to applications is holding the farm expansion plan.</li> </ul>	<ul style="list-style-type: none"> <li>➤ Recommend for UFEA to visit the farms regularly.</li> <li>➤ UFEA to help follow up with NEMA on Oasis issue.</li> <li>➤ Farm encouraged to visit RVZ as neighboring farm for knowledge sharing on best practices.</li> </ul>
02	<p><b>Royal van Zanten Ltd,</b></p>	<ul style="list-style-type: none"> <li>➤ UFEA Chairman, Sjoerd encouraged RVZ to be more involved in UFEA activities, e.g</li> </ul>	<ul style="list-style-type: none"> <li>➤ John is assigned to keep be in touch with UFEA and Pieter in FHL.</li> </ul>

S/N	Farm	Feedback to UFEA	Action required
	<p><b>Namaiba, Mukono</b></p> <p>John, Pieter, Sjoerd de Boer and Esther Nekambi</p>	<p>meetings organized with government or within farms; also know their neighboring farm, Oasis Nursery.</p> <ul style="list-style-type: none"> <li>➤ New MD for RVZ was recruited and would start in a week's time.</li> <li>➤ Cutting farms involvement in the issues affecting rose farms, e.g. Agrobacteria can also be a problem in cutting farms with poor practices.</li> <li>➤ 25% input tax charged by Koppert is not yet resolved. Patrick would visit Uganda within March 2025 to discuss this matter.</li> <li>➤ Collaboration with Universities to get students for internship and also attract talent. Sector participation in developing a curriculum that suits our needs.</li> <li>➤ Stamp duty charge on contracts. RVZ received a notice of charges from 2014 to 2024.</li> <li>➤ NEMA relationship; the farm received penalty for not doing assessments between 2010-2018.</li> <li>➤ E-Phyto certificates payment as procedure was changed by MAAIF.</li> </ul>	<ul style="list-style-type: none"> <li>➤ John will bring the new MD for familiarization visit to UFEA and FHL when he starts working with RVZ.</li> <li>➤ Farm visits to have an agenda shared prior to the meeting.</li> <li>➤ Koppert will share how the consolidation will work after visit to individual farms, forwarding needs to Holland and receiving a response.</li> <li>➤ Meeting with the university department of horticulture on 26-03-2025.</li> <li>➤ Stamp duty in not only UFEA issue; joint lobby through PSFU. Letter shared with the farms.</li> <li>➤ UFEA will offer support to RVZ in engaging NEMA ED, letter to be sent to ED 01-04-2025.</li> <li>➤ Pieter to share challenges in the process of payment with UFEA in 2 weeks.</li> </ul>
03	<p><b>Uganda Hortec Ltd, Lugazi</b></p> <p>Meeting with Dir. Suresh. C. Sharma, GM-UHL, Godse Mahendra, Sjoerd de Boer and Esther Nekambi</p>	<ul style="list-style-type: none"> <li>➤ Farm started in 1992/93 alongside Oasis Nursery. Roses on 9.3ha, great potential for growth, but rose business is not making money. The Director made an offer to any farm interested in cooperation we can join on their land at scoul.</li> <li>➤ SCOUL as a group has 40,000acres of land with all infrastructure; generate 30mega watts of electricity.</li> <li>➤ Concern freight cost from Uganda to EU, so far freight is 50% of total farm costs.</li> <li>➤ Other business lines include Sugar manufacturing, distillery,</li> </ul>	<ul style="list-style-type: none"> <li>➤ Dir. Sharma asked the GM to look out for possibility of growth or other products.</li> </ul>

UFEA CHAIRMAN AND ED'S FARM VISITS FEB-MARCH 2025

<b>S/N</b>	<b>Farm</b>	<b>Feedback to UFEA</b>	<b>Action required</b>
		cable manufacturing, power plant, carbon dioxide and flower farm.	