



Tony Waite Organisation
HIV and AIDS Services

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USADF KAPENTA PROJECT ANNUAL REPORT Jan –Dec 2017

INTRODUCTION

Tony Waite Organisation was funded a Kapenta Fishing and Marketing Expansion Project by USADF and this was to the tune of USD 222.200 grant on the 4th of August 2015, which saw Tony Waite Staff and Board members getting skills in strengthening organizational policies and developing a Kapenta Production and Rig Operations manual development and business training through hired consultants and now the organisation has standardized operating procedures. The organisation staff and its Board members received ADF required training from LEAD TRUST. Tony Waite managed to meet its targets though still aiming higher if it were not of cash shortages in the bank and low catches experienced for the last quarter of the year. Tony Waite owns four fishing rigs and three fishing permits.

Tony Waite Packed Kapenta awaiting delivery by bus

Packaging of dried kapenta



ARCHIVEMENTS AND ACTIVITIES DURING THE YEAR

The table below shows planned activities and implementation.

ACTIVITY	DATES UNDER TAKEN
Rig Operations and Production Training Refresher Course	04/09/2017
On job training for fishermen and packers	Throughout the year

USADF GRANT AUDIT

The organisation had its grant audit from 26 June to 30 June 2017 where by an audit entrance and exit meetings were held. The auditors had a chance to familiarize themselves with a fishing rig and had a chance to visit the factory site. See photos below of audit and exit meeting where the ADF country programme coordinator and LEAD finance officer with Tony Waite Board members and staff in attendance. The organisation did not get an adverse report on its management report of the Audit though Rigs needed to be insured and continuous training of fishermen.



RIG OPERATIONS AND PRODUCTION REFRESHER TRAINING COURSE FOR PACKERS & FISHERMEN

The Project Marketing Officer and Programmes Officer facilitated the training course and the following was learnt:

STANDARD OPERATING PROCEDURES FOR FISHERMEN

This section tries to provide step by step standard operating procedures for the whole fishing cycle, by fishermen. This outlines the fishermen's duties and processes from leaving the harbor to the actual fishing process and then departure from the fishing point back to harbor with the catch, until the fresh kapenta are handed over to the Land based crew for processing.

The fishing crew must check and ensure the fishing rig, crew and other fishing provisions are in place and good order before embarking on the fishing journey. Special checks must be made to the following before departing the harbor for fishing:

- a) Fishermen must arrive at the company or departure point on time
- b) Rig has proper working navigator lights
- c) There are safety ropes on the ring
- d) Fire-fighting equipment is in place and working
- e) Enough life-jackets (one for each fisherman)
- f) Spare brushes for the alternator are available
- g) Enough diesel for the night
- h) Spare bulbs (both 80W and 400W) are available
- i) Enough engine oil is available
- j) Spare V-belts are available
- k) Adequate number of fishermen are there
- l) Adequate number of kapenta trays are in the rig
- m) Adequate salt is available

STANDARD OPERATING PROCEDURES FOR KAPENTA PROCESSORS

This section provides an overview of some of the kapenta post-harvest and processing activities; and the role played by the Land crew and Processors from the point they receive fresh kapenta until the product is ready for storage or dispatch.

The Land crew or Processors will take responsibility of the kapenta from this point onwards, until the product is ready for storage or dispatch. The bulk of kapenta from Kariba is sun-dried and sold in that form. However, depending with market demands and company interests, some fresh kapenta may be processed into a frozen product.

- The purpose of sun-drying is for preservation, i.e. to ensure the fresh kapenta lose about 30% of moisture content. This kills or minimizes bacteria activities that spoil fish. Dried product has a shelf-life of several months
- Good handling, hygiene and quality control practices of the kapenta on the drying racks during sun-drying
- Processors must ensure the drying racks are clean and are in good shape before spreading wet kapenta on them
- The wet kapenta must be spread on the racks evenly and as sparsely as possible to allow quick and effective drying
- The empty kapenta trays are washed and left on the sun to dry during the day, preparing them for next fishing trip in the evening
- During the drying process, the kapenta are regularly “turned-over” for complete and maximum exposure to sunlight
- The drying process depends largely on sunshine abundance. Other climatic conditions may also affect the drying process.

- When it rains, black plastic material should readily be available to cover the kapenta. Rained kapenta will likely spoil

Participants showing their certificates



Demonstration of rig operation by Fisherman

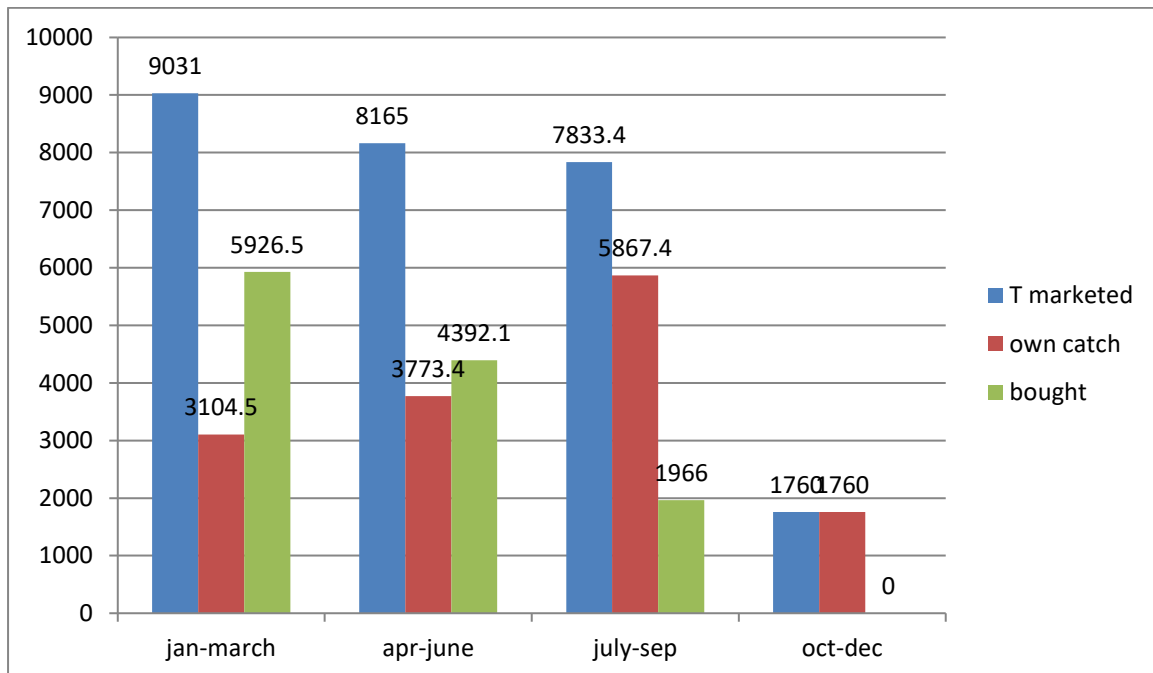


KAPENTA PROCESSING FACTORY CONSTRUCTION

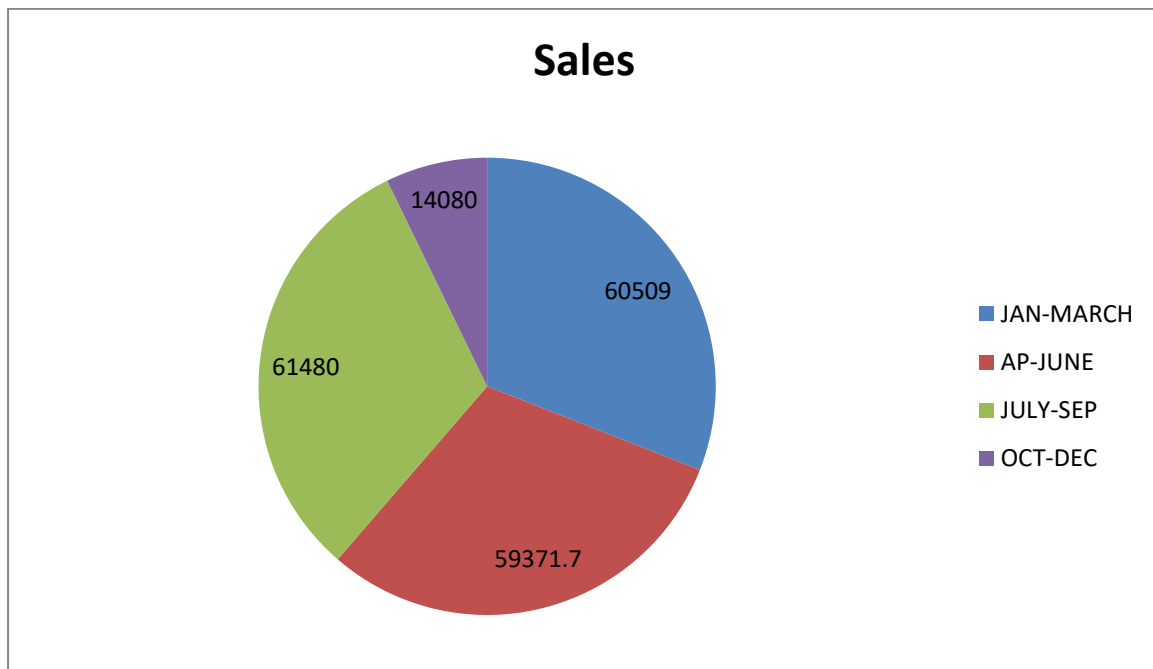
The kapenta packaging and processing factory, has reached its final stages fans have been installed, floor tiles are in place but however the installation of electricity is yet to be done because the power utility is still to connect electricity from the main line to the factory. See photos



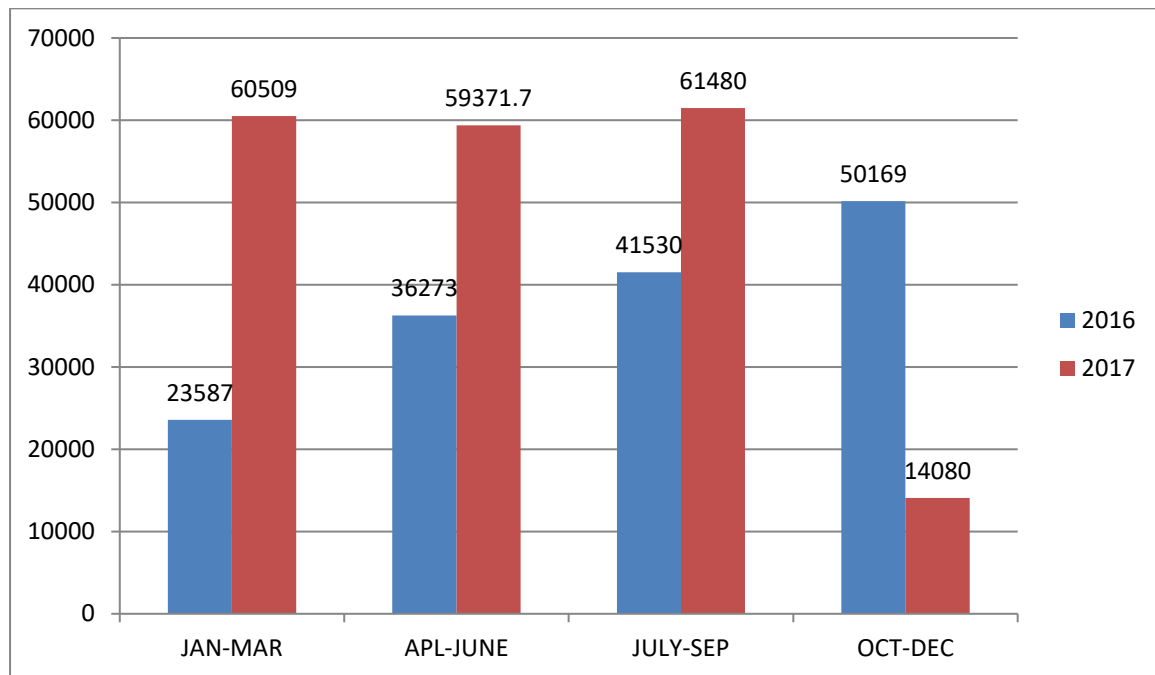
QUARTERLY MARKETED KAPENTA IN KGS FOR 2017



QUARTERLY SALES REVENUE FOR 2017

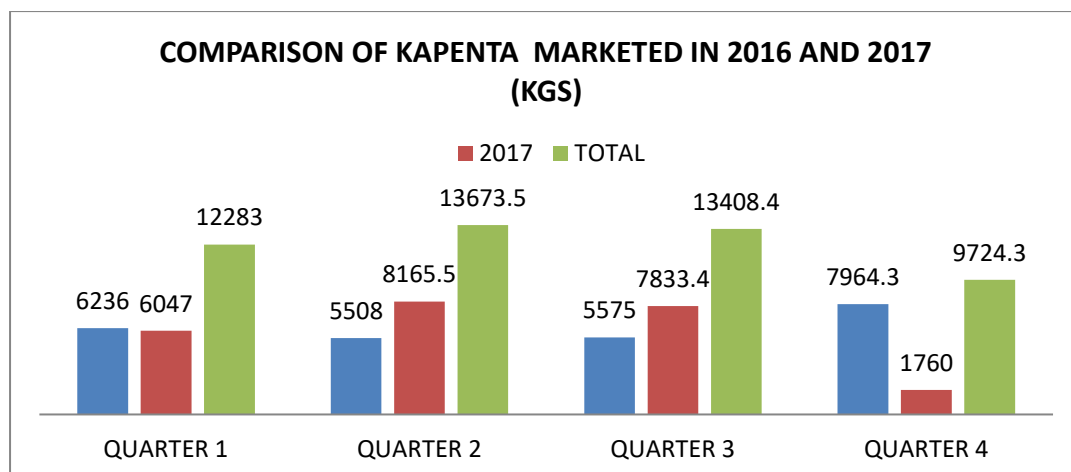


QUARTERLY SALES REVENUE IN COMPARISON 2016 & 2017



The graph above shows that although we had better tonnage jan-march 2017 we made more with less tonnage jul-sep because of price increase.

The two graphs above show that a total of US\$ 164.415.20 which was realised after marketing 28.441.92kgs in 2017 as compared to US\$ 151 559.00 sales revenue realised in 12 months and a total of 25 283.3kgs were sold in the same period 2016. This basically means that the target for kapenta marketed is going to be surpassed at the end of the year. A comparison of the quarters shows that more sales were in first quarter and more revenue was in third quarter but after examining the circumstances face in each period it emerged that the third quarter was the best in terms of profit margin because there was more own catch compared to kapenta bought. Average prices per quarter were as follows US\$ 6.70, US\$7.27, US\$7.84, US\$7.98, from first to last quarter 2017 respectively.



2016 & 2017 COMPARISON OF OWN CATCH



Visit to N Richards Beit Bridge Fun Day and familiarization with merchandizers, buyer & manager



A total of 128 (65m 63f) have benefited from employment in kapenta project with 68 (29m 39f) adults and 60 (36m 24f) youths as at December 2017 and this was well above the expected figure due to that many women had challenges of children without fees due to domestic violence, illness, being widows and poverty.

Nutritional support on kapenta and other food packs benefited 671(369m 302f)

SUCSESSES

The following are successes for the year

- One more rig was built

- The factory is now waiting for ZESA authorities to connect
- The USADF Grant Audit was done in June and the organisation did not get any adverse report.
- The organisation managed to secure agreements with few local kapenta suppliers who accepted bank transfers and this also resulted in more raw materials being bought as catches were low towards the end of the year.
- More vulnerable groups of people benefited from the project
- Created employment country wide
- Kariba community has benefited a lot which also include kapenta producers and employment of bread winners besides the vulnerable groups of people
- All Fishing rigs were registered with an insurance company
- Rig operations and Production refresher course training was done and facilitated by Tony Waite Staff.
- Sealing and scaling machines were bought.
- Board room chairs and table were procured by the organisation.
- All targets have been surpassed.

CHALLENGES

- The cash crisis continues to cripple activities which involve cash, for instance the bank withdrawal limits are still pegged at USD50.00- US\$100.00 per day depending on availability and our customers request cash up front LIKE TRANSPORTING OF KAPENTA TO MARKET and top up on raw materials.
- The low catches experienced in basin 4 due to violent winds at times.
- Increase in number of illegal speed boats in the lake though communications with both Kapenta Producers Association and Boarder Control have begun in an effort to curb their activities.
- The organisation failed to supply 6 850kgs of dried kapenta to the market in the year 2017 due to overwhelming response and other issues mentioned above.



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USADF ANNUAL REPORT REPORT

SUBMITTED BY

TONY WAITE ORGANISATION

SUBMITTED TO

USADF

Report Compiled by: Solomon Chingono (Project / Marketing Officer)

DATE: 7 January 2018

Checked and Verified by : Ellen Vengere (Executive Director)

DATE: 9 January 2018

