



Ukrainian Vegetable Growers Raise Incomes



Photo: Ed Kee

Volunteer Ed Kee teaches Ukrainian cucumber growers modern production and harvesting techniques.

“We are very thankful for USAID’s help. To put things in perspective, we made more money in four months growing cucumbers than we made in a whole year hog farming.”

- Serghei Serochenko, steering committee member, Petrivka village

Ukraine’s growing number of private farmers and small-plot holders face numerous difficulties growing and selling quality produce. Lacking capital, farming knowledge, and small business skills, these individuals need support to capitalize on privatization.

USAID’s Farmer to Farmer program, administered by CNFA, provided comprehensive training to Globino cucumber growers on production techniques, cooperative development, and farm financial planning. Training on farm management included selection of production sites, field preparation and frost prevention, application of fertilizer and pesticides, proper harvesting, and storage and transportation techniques. As a result of USAID’s program, forty-two growers sold over \$12,225 worth of cucumbers to cash markets. These farmers, many of whom were previously unemployed, have increased annual family incomes an average of \$226.

Farmer to Farmer volunteers also provided guidance on running a cooperative which addressed democratic cooperative principles and operating procedures, development of benefits for recruiting new members, and basic production economics and cost-benefit analysis. The farmers formally voted to create a cooperative in their villages to help save money on equipment, storage and transportation, as well as provide negotiating strength in bringing produce to markets. All three villages have elected steering committees, set action plans, and developed simple business plans for their cooperatives.

First Person

