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USAID AGRIBUSINESS AND TRADE PROMOTION (USAID ATP) QUARTERLY PROGRESS REPORT OCTOBER – DECEMBER 2010



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**USAID AGRIBUSINESS AND TRADE
PROMOTION (USAID ATP)
QUARTERLY PROGRESS REPORT
OCTOBER – DECEMBER 2010**

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The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development (USAID) or the United States Government

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ACRONYMS

ACBTA	Ashaiman Cattle Breeders and Traders Association
ADVANCE	Agricultural Development and Value Chain Enhancement (Ghana)
AEFOB	<i>Association des exportateurs de la filière oignon du Burkina</i> (Ouagadougou-based)
AEOB	<i>Association des exportateurs d'oignon du Burkina</i> (Koudougou-based)
AFP/RCI	<i>Association des femmes paysanne de Côte d'Ivoire</i>
AGM	Annual General Meeting
ALCO	Abidjan-Lagos Corridor Organization
AMASSA	<i>Association malienne pour la sécurité et la souveraineté alimentaires</i>
ANTB/Bobo	<i>Association nong taaba Bobo (Burkina Faso)</i>
APLS	<i>Association des vendeurs des produits locaux de Sikasso (Mali)</i>
APROSSA	<i>Association pour la promotion de la sécurité et de la souveraineté alimentaires au Burkina</i>
ASPYMY	<i>Association professionnelle des maraîchers du Yatenga (Burkina Faso)</i>
ATP	Agribusiness and Trade Promotion program
AU-NEPAD	African Union- New Partnership for Africa's Development
CAADP	Comprehensive Africa Agriculture Development Programme
CBO	Community-based Organizations
CCP	<i>Calibré, conditionné, pesé</i>
CD	Compact disk
CIC-B	<i>Comité interprofessionnel des céréales du Burkina Faso</i>
CILSS	<i>le Comité permanent inter-états de lutte contre la sécheresse dans le sahel</i>
CICES	<i>Centre international de commerce et d'échanges du Sénégal</i>
CIR-B	<i>Comité inter-professionnel du riz du Burkina</i>
COFENABVI	<i>Confédération des fédérations nationales des filières bétail viande des pays membres de l'UEMOA</i>
COTR	Contracting Officer's Technical Representative
CPCT	<i>Centrale des producteurs de céréale du Togo</i>
CRM	<i>Coopérative rizicole et maraîchère de Mogtédou (Burkina Faso)</i>
CSCRAO	<i>Confédération des syndicats des conducteurs routiers de l'Afrique de l'Ouest</i>
DCA	Development Credit Authority
DVD	Digital Video Disc
DGPER	<i>Direction générale pour la promotion de l'économie rurale</i>
E-ATP	Expanded Agribusiness and Trade Promotion program
ECOWAP	Economic Community of West African States Agricultural Policy
ECOWAS	Economic Community of West African States
EGSSAA	Environmental Guidelines for Small-Scale Activities in Africa

EMPRETEC	Spanish acronym, <i>from emprendedores</i> (entrepreneurs) <i>and tecnología</i> (technology)
EPA	Environmental Protection Agency
ERF	Environmental Review Forms
ERR	Environmental Review Reports
ESAP Sahel/ Mali	<i>Ecole secondaire agro-pastorale</i>
ETLS	ECOWAS Trade Liberalization Scheme
FAGRO	National Food and Agricultural Show
FCFA	<i>Franc de la communauté financière de l'Afrique</i>
FEBEVIB	<i>Fédération de la filière bétail/viande du Burkina Faso</i>
FEBEVIM	<i>Fédération de la filière bétail/viande du Mali</i>
FEPASI	<i>Fédération provinciale des professionnels agricoles de la Sissili</i> (Burkina Faso)
FOB	Free on Board
FSP	<i>Fonds de solidarité prioritaire</i> (France)
FT	<i>Federation de Tenado</i> (Burkina Faso)
FUPOK	<i>Fédération des unions de producteurs d'oignon de Kongousi</i> (Burkina Faso)
FUSCPFEB/Mali	<i>Fédération des unions des sociétés coopératives pour la production de la filière de Bandiagara</i>
FY	Fiscal Year
GAB	Ghana Association of Bankers
GAPTO	Ghana Agricultural Producers and Traders Organization
GBY	<i>Groupement Benen Yalgo</i> (Burkina Faso)
GGC	Ghana Grain Council
GIE	Economic Interest Grouping (Burkina Faso)
GPCOFTA	Ghana Progressive Cooperative Onion Farmers and Traders Association
ICM	Integrated Crop Management
IEE	Initial Environmental Evaluation
IEHA	Initiative to End Hunger in Africa
IICEM	<i>Initiative intégrées pour la croissance économique au Mali</i>
INADES	<i>Institut africain pour le développement économique et social</i>
INERA	<i>Institut de l'environnement et de recherches agricoles</i> (Burkina Faso)
IPM	Integrated Pest Management
IRRIFASO/B.F	<i>Irrigation Burkina Faso</i>
ISFM	Integrated Soil Fertility Management
ISRT	Inter-State Road Transit
LCN	<i>Le credit du Nord</i>
M&E	Monitoring and Evaluation
MELS	<i>Meunerie et emballage de légumes secs, farine et semoule de céréales</i> (Burkina Faso)
MiDA	Millennium Development Agency (Ghana)
MIS	Market Information System

MOFA	Ministry of Food and Agriculture
MP	Mobilizing Program
NACs	National Approvals Committees
NAFCO	National Food Buffer Stock Company (Ghana)
NAFASO/B.F	<i>Noema agricole du Faso</i>
NGO	Non-Governmental Organization
ONFO	<i>Observatoire national de la filière oignon du Burkina Faso</i>
OPA	<i>Observatoire des pratiques anormales (UEMOA)</i>
OPC	<i>Organisations de producteurs de céréales (Togo)</i>
ORO/AOC	<i>Observatoire régional de la filière oignon/Afrique de l'Ouest et du Centre</i>
PERSUAP	Pesticide Evaluation Report and Safer Use Action Plan
PIPAC	<i>Association des professionnels de l'irrigation privée et des activités connexes (Burkina Faso)</i>
PIVA	Partner Institutional Viability Assessment
PPP	Public Private Partnership
RAO	Regional Agriculture Office (USAID/West Africa)
RPCAO	<i>Réseau des professionnels céréaliers de l'Afrique de l'Ouest)</i>
RVCC	<i>Réseau de veille sur la commercialisation des céréales (Burkina Faso)</i>
SIPRA	<i>Société ivoirienne de production animale</i>
SMS	Short (text) messaging system
STTA	Short-term technical assistance
UCOVISA	<i>Union des coopératives du vivrier des savanes (Côte d'Ivoire)</i>
UDGMK	<i>l'Union départementale de groupement de producteurs maraîchers de Korsimoro (Burkina Faso)</i>
UDPA/Boulsa	<i>Union départementale des professionnels agricoles (Burkina Faso)</i>
UDPFL/KAYA	<i>Union départementale des producteurs de fruits et légumes (Burkina Faso)</i>
UEMOA	<i>Union économique et monétaire ouest africaine (West African Economic and Monetary Union-WAEMU)</i>
UGCPA	<i>Union des groupements de producteurs pour la commercialisation des céréales au Burkina Faso</i>
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Programme
UOFA	<i>Union des organisations de la filière avicole (Côte d'Ivoire-based regional organization)</i>
UPPM	<i>Union provinciale des producteurs maraîchers (Burkina Faso)</i>
URC- NAZINON	<i>Union régionale des coopératives d'épargne et de crédit du Nazinon (Burkina Faso)</i>
URPROMA	<i>Union des producteurs maraîchers du Sourou (Burkina Faso)</i>
USADF	United States Africa Development Foundation
USAID	United States Agency for International Development
USG	United States Government
VAT	Value-Added Tax
VC	Value Chain

VCDP	Value Chain Development Plan
VDS	<i>Viande du sahel SA</i> (Mali)
WA	West Africa
WAADF	West Africa Agribusiness Development Facility
WASA	West Africa Seed Alliance
WATH	West Africa Trade Hub project

I. INTRODUCTION

I.1 BACKGROUND

This quarterly progress report for the USAID Agribusiness and Trade Promotion (USAID ATP) project covers the period from October to December 2010, the fourth quarter in the project's third year work plan. The project was awarded in April 2008 to a consortium led by Abt Associates and including CARANA, ACIDI/VOCA and Ibex International. The team was fielded in May-June 2008.

I.2 PROJECT OBJECTIVES AND EXPECTED OUTCOMES

USAID ATP's primary objective is to increase the value and volume of intra-regional agricultural trade in West Africa in order to contribute towards the six percent agricultural growth target set under the Comprehensive Africa Agriculture Development Program (CAADP) of the African Union's New Partnership for Africa's Development (AU-NEPAD), a framework for sustainable development drafted by African leaders. The Economic Community of West African States (ECOWAS) has developed its Agricultural Policy (ECOWAP) to implement the CAADP in its region.

The USAID ATP program implements integrated activities and programming to contribute to the following outcomes:

1. **OUTCOME 1:** Significant reduction in the incidence of physical and policy-related barriers to moving agricultural and related commodities regionally in West Africa.
2. **OUTCOME 2:** Enhanced linkages among agricultural producers and agro-input suppliers, agro-processors and distributors.
3. **OUTCOME 3:** More effective advocacy by regional private sector and other non-governmental actors for regional and national policies in support of a conducive environment for increased regional agricultural trade.
4. **OUTCOME 4:** Improved efficiency of trade transactions and regional market access, in particular through the improvement of regional market information systems.

Although USAID ATP was conceived shortly before the ECOWAP Investment Plan was developed in 2009, the project is consistent with the RIP's mobilizing programs (MPs), which seek to: (i) promote strategic products for food sovereignty, (ii) promote an overall enabling environment for regional agricultural development, and (iii) reduce food insecurity and promote sustainable access to food. This is because USAID ATP was designed to reflect the priorities of ECOWAP/CAADP and, consequently, the project's core elements are reflected in the MPs as the key implementing instruments of these priorities.

The project's Outcome 1, in its efforts to reduce the incidence of road and policy-related barriers to trade, focuses on improving the enabling policy environment (MP2) and facilitating the free movement of people, goods, and vehicles to enhance access to food across the region (MP3). Outcome 2 relates to the development of priority value chains, including livestock and maize, also identified by MPI as priority regional value chains. By addressing the capacity of the private sector for an effective strategy, Outcome 3 also contributes to an improved enabling policy environment

(MP2). Finally, Outcome 4 is about improving access to food through the increased availability of market information and the financing needed throughout the value chain (MP3).

2. PROJECT APPROACH

2.1 VALUE CHAIN CORRIDOR-BASED APPROACH

USAID ATP focuses interventions in its outcome areas on a limited number of value chains (ruminant livestock/meat, maize, and onion/shallot) as a basis for identifying technical gaps and opportunities that will assist the entire agricultural sector. Value chains were evaluated against the following seven factors: (1) the product's importance in intra-regional trade; 2) urban demand for processed or value-added product; (3) the form (current degree of processing) of the traded product; (4) the potential for adding more value; (5) the number of small farmers and other participants involved; (6) the degree of perishability; and (7) transportability of the product.

The project works along the broad Central-West African corridors, through which Sahelian countries (Mali, Burkina Faso, and Niger) trade with coastal countries (Côte d'Ivoire, Ghana, Togo and Benin) in the project's targeted value chains. In this context, USAID ATP monitors trade flows and road harassment information along the targeted commodities' trade/transport corridors.

2.2 PARTNERSHIPS IN IMPLEMENTATION

USAID ATP helps regional inter-governmental organizations (ECOWAS, UEMOA, and CILSS) to work in synergy with USAID's West African Trade Hub (USAID WATH) and other USAID projects in the region and supports regional and national umbrella organizations of producers, processors and traders involved in the target value chains along the selected trade/transport corridors.

3. HIGHLIGHTS

3.1 INTRA-REGIONAL TRADE

3.1.1 ONION TRADE

USAID ATP collects onion trade data along the onion marketing channels with the assistance of the trade associations directly involved in this trade, specifically the Ghana Agricultural Producers and Traders Organization (GAPTO) and national chapters of ORO/AOC in the other coastal countries (Togo, Benin, and Côte d'Ivoire). For consistency with other trade data, onions imports are valued at free on board (FOB) prices and are reported as exports. At the end of the first quarter of FY 2011, coastal countries imported a total of 17,016 tons of onion, with an export value of about \$13.82 million (see Table 1 below).

TABLE 1: VOLUME AND VALUE OF ONION TRADE¹ BY COUNTRY IN FIRST QUARTER OF FY 2011

Country	Volume (tons)	Value (USD)
Ghana	15,888	12,837,609
Côte d'Ivoire	291	203,440
Benin	276	248,724
Togo	561	532,294
Total	17,016	13,822,067

Ghana recorded the highest volume of trade, followed by Togo, Benin and Côte d'Ivoire. Compared with the same period in the first quarter of FY 2010, the total import volume through the marketing channels monitored in the four countries was 11,692 tons (a 46% increase), valued at \$7.98 million (a 73% increase). It should be noted that, as a result of the political crisis in Côte d'Ivoire during this period, onion import to that country was reduced drastically and several trucks diverted their goods to Ghana, thus increasing the volume of onion to Ghana as seen in Table 1, above. Traders also credit USAID ATP for coaching them on methods to reduce the incidents of road harassment, which help traders save time and allows them to make more trips per month.

3.1.2 LIVESTOCK/RUMINANT TRADE

The project monitors livestock exports from Mali and Burkina Faso to coastal countries (except Ghana) through its regional partner, *Confédération des fédérations nationales des filières bétail/viande* (COFENABVI), and livestock imports into Ghana through the Ghana Cattle Traders and Breeders Association because COFENABVI does not yet operate in Ghana. During the period under review, livestock trade flowing through these three marketing channels totaled 94,439 head of cattle, valued at about \$49.54 million (at FOB prices). The number of sheep and goats traded was 211,124, valued at about \$17.93 million. The total value of trade in livestock/ruminant in the first quarter of FY 2011 was \$67.47 million.

¹ Value of intra-regional trade for onion and other value chains commodities are in terms of the export value (FOB prices) of the imported volume

Compared with the first quarter of FY 2010, the total estimated value of trade in livestock in FY 2011 decreased by 37 percent (from \$107.27 million in FY 2010 to \$67.47 million in FY 2011). For cattle, total volume decreased by 23 percent (from 122,737 to 94,439), and total value also declined by 34 percent (from \$75.27 million to \$49.54 million). For sheep and goats, total volume decreased by 30 percent in volume (from 303,432 to 211,124) while total value also decreased by 44 percent (from \$32.0 million to \$17.93 million).

The two main exporters of livestock, Burkina Faso and Mali, recorded drastic reductions in their exports of livestock in the first quarter of FY 2011. The political crisis in Côte d'Ivoire following the presidential election made it difficult for truckers from Burkina and Mali to venture into the country. Sheep/goat exports from Mali also recorded a significant reduction of 52%. On the contrary, the volume of sheep/goats exported from Burkina Faso increased by 15% over the same period in FY 2010 due to the promotion of *Opération Tabaski* in the coastal countries and USAID ATP's efforts to reduce road harassment.

TABLE 2: VOLUME AND VALUE OF LIVESTOCK TRADE BY COUNTRY IN FIRST QUARTER OF FY 2011

Country	Cattle		Sheep/Goats		Total Trade		
	Head	Export Value (USD)	Number	Export Value (USD)	Total Cattle	Total Sheep/Goats	Export Value (USD)
Ghana	36,249	20,233,944	-	-	36,249	-	20,233,944
Burkina	34,010	18,361,964	112,083	9,674,690	34,056	112,083	28,036,654
Mali	24,180	10,941,694	99,041	8,253,235	24,180	99,041	19,194,929
Total	94,439	49,537,602	211,124	17,927,925	94,439	211,124	67,465,527

Note: Total value is at FOB prices (i.e. value of intra-regional exports)

3.1.3 MAIZE TRADE

The project monitors maize exports from Ghana, Burkina, Mali, Côte d'Ivoire, Togo, and Benin through partners working in marketing channels crisscrossing these countries. For this, USAID ATP relies on the associations of traders who trade in maize within the sub-region. In Ghana, these include the Techiman and Ejura-based traders; in Burkina Faso, CIC-B; and in Mali, the Sikasso-based APLS and the Kayes Maize Export Association that focuses on trade with Senegal and Mauritania.

Trade in maize, estimated at 13,064 tons and valued at US\$ 2.56 million in the first quarter of FY 2010, dropped to 9,239 tons valued at US\$1.71 million in the same period of FY 2011, a decrease in volume of 29%. Apart from APLS, which recorded an increase in maize export of about 17%, the remaining marketing channels recorded decreases. The Techiman marketing channel, for example, recorded an 82% decrease; Ejura, no exports at all; CIC-B exports decreased by 17%; and the Kayes maize marketing channel reported a 67% decrease. It should be noted also that massive maize purchases took place in Ghana by the Red Cross Society and other organizations like World Food Program and other NGOs to support flood victims in the northern part of Ghana when the Volta River flooded and submerged several communities along its path. In addition, maize trade was hampered by unofficial bans on maize exports by Burkina Faso, Togo and Mali. In addition, non-compliant traders were hurt by Niger's application of the axle load limit to maize trucks.

TABLE 3: MAIZE EXPORT VOLUME AND VALUE BY MARKETING CHANNELS IN FIRST QUARTER OF FY 2011

Marketing Channel	Volume (tons)	Value (\$)
Techiman (Ghana)	188	42,848
Ejura (Ghana)	-	-
CIC-B (Burkina Faso)	5,257	971,406
APLS (Mali)	3,316	562,094
Kayes Maize Association (Mali)	478	131,262
Total	9,239	1,707,610

Source: trader associations providing data

3.1.4 AGGREGATE TRADE

Table 4 below shows that the overall value of aggregate intra-regional trade in USAID ATP's three products decreased by about 30% in FY 2011 (\$82.99 million) over the FY 2010 value of \$117.82 million. Apart from the onion trade, which increased by about 73% in value, the other two products, livestock and maize, decreased by 37% and 33% respectively. The total volume of intra-regional trade during FY 2011 came to 9,239 tons for maize, 17,016 tons of onion, 94,439 head of cattle and 211,124 sheep/goats.

TABLE 4: AGGREGATE TRADE IN FIRST QUARTER OF FY 2010 AND FY 2011

Marketing Channels	First Quarter FY 2010 (US\$ million)	First Quarter FY 2011 (US\$ million)	% Change
Maize	2.56	1.71	(33)
Livestock	107.27	67.47	(37)
Onion	7.98	13.82	+73
Total	117.82	82.99	(30)

3.2 OTHER ACHIEVEMENTS

Number of policy reforms presented for legislation/decision as a result of USAID ATP program assistance.

The project has presented two policy reforms to ECOWAS:

- An M&E manual to enhance the functioning of coordinating policy implementation at the country level by national units proposed for adaptation by the ECOWAS Council of Ministers
- Introduction of agricultural trade policy barriers into the ECOWAS decision-making apparatus with the likelihood of adopting a regional directive on facilitating ETLs application at national level in favor of agricultural products

Number of policy reforms analyzed as a result of USG assistance

No policy reform was analyzed during the first quarter of FY 2011.

Transport obstacles (number of checkpoints and bribe costs per 100km, as percent decrease over baseline)

The project reduced bribe costs on the Kantchari-Accra onion corridor by 36% over the baseline by the end of the first quarter of FY 2011. In addition, the Fada N'gourma-Parakou livestock corridor also experienced a reduction of 4% over the baseline, and the Techiman-Kantchari maize corridor experienced a 27% reduction over the baseline.

Number of policy reform processes reaching dialogue milestone after significant advocacy by private and other non-governmental organizations as a result of USAID ATP program assistance

No policy reform process has reached a milestone during the first quarter of 2011.

Amount of private financing mobilized or leveraged to contribute to the realization of the project's primary objectives (US\$ million)

The project was able to mobilize/leverage a total of \$447,370 in the livestock value chain during the first quarter of FY 2011. This includes the \$100,000 internal financing of *Opération Tabaski* by COFENABVI/FEBEVIB in Côte d'Ivoire and another \$347,370 in Ghana in November 2010.

Number of institutions /organizations making significant improvements in their ability to offer services to their clients based on recommendations of USAID ATP-supported assessments (as represented by significant progress on specialized PIVA scores)

The project organized Partner Institutional Viability Assessments (PIVAs) for two organizations in the first quarter of FY 2011. They include GAPTO and *Observatoire national de la filière oignon du Burkina Faso* (ONFO).

Number of users of regional MIS

The USAID ATP/Esoko market information platform registered 887 new users by the end of the first quarter of FY 2011.

Number of institutions/organizations undergoing capacity/competency assessments as a result of USG assistance

No organization/institution was assessed during the quarter under review.

Number of individuals who have received short-term agricultural enabling environment training as a result of USG assistance (men and women)

During the quarter, the project trained 18 individuals, including five women, in advocacy techniques and the drafting of an advocacy plan regarding road harassment experienced by onion/shallot value chain stakeholders. The training took place in Ouagadougou from December 6-8.

Number of new technologies or management practices made available for transfer as a result of USG assistance

During the period under review, three new technologies/management practices were made available to partners, including the following:

- Mobile banking and transfer based on mobile phone SMS through micro-finance institutions in rural areas in Burkina Faso (INOVA and URC-NAZINON)
- Extension of the onion production period through the introduction of a rainy season onion variety and promotion of other new varieties in Burkina Faso
- Promotion of good practices of food processing and waste management with Rose Eclat in Burkina Faso

Number of producer organizations, water users associations, trade and business associations, and community-based organizations (CBOs) assisted as a result of USG interventions

With sustained effort, USAID ATP assisted 23 producer and trade business organizations in the first quarter of FY 2011.

- Ashaiman Cattle Breeders and Traders Association (ACBTA)
- *Association des exportateurs d'oignon du Burkina* (AEOB)
- *Association des exportateurs de la filière oignon du Burkina* (AEFOB)
- AFP/RCI
- *Association nong taaba Bobo* (ANTB/Bobo)
- *Association professionnelle des maraîchers du Yatenga* (ASPYMY)
- *Comité inter professionnel de céréales Burkina* (CIC-B)
- *Coopérative rizicole et maraîchère de Mogtêdo* (CRM)
- *Fédération de la filière bétail/viande du Burkina* (FEBEVIB)
- *Federation de Tenado* (FT)
- *Federation des unions de producteurs d'oignon de Kongousi, Burkina Faso* (FUPOK)
- *Fédération des union des sociétés coopératives pour la production de la filière de Bandiagara* (FUSCPFEB/Mali)
- GAPTO
- *Groupement Benen Yalgo* (GBY)
- Ghana Progressive Cooperative Onion Farmers and Traders Association (GPCOFTA)
- ONFO
- *l'Union départemental de groupement de producteurs maraîchers de Korsimoro* (UDGMK/Korsimoro)
- *Union départemental des professionnels agricoles* (UDPA/Boulsa)

- *Union départemental des producteurs de fruits et légumes (UDPFL/KAYA)*
- *Union provinciale des producteur maraîchers (UPPM)*
- *Union des coopératives de Nazinon (URC- NAZINON)*
- *Union des producteurs maraîchers du Sourou (URPROMA)*
- *Viande du Sahel SA/Mali (VDS/Mali)*

Number of agricultural- related firms benefiting directly from interventions as a result of USG assistance

Similarly, the project assisted nine agriculture-related firms during the period:

- *Agro-productions*
- *Association des professionnels de l'irrigation privée et des activités connexes (PIPAC)*
- *Burkina primeurs (BP)*
- *Irrigation Burkina Faso (IRRIFASO/B.F)*
- *Noema agricole du Faso (NAFASO/B.F)*
- *Nankosem*
- *Rose Eclat*
- *Top montain (Senegal)*
- *Ecole secondaire agro-pastorale (ESAP Sahel/Mali)*

Number of PPPs formed as a result of USG assistance

No PPPs were established during the period.

Number of individuals who have received short-term agricultural sector productivity training with USG assistance (men and women)

A total of 105 individuals participated in agricultural sector productivity training, including 67 females and 38 males, during the quarter. The trainings were in the area of acquisition of skills in technology transfer.

Number of women's organizations/associations assisted as a result of USG interventions

Four women's organizations received assistance in the first quarter of FY 2011. Women's organizations assisted included: AEFOB, AEOB, *Association des femmes paysanne de Côte d'Ivoire* (AFP/RCI) and Rose Eclat in Burkina Faso.

4. OUTCOME I: REDUCED INCIDENCE OF BARRIERS TO INTRA-REGIONAL AGRICULTURAL TRADE

The project addresses this outcome through **Component I: Reducing Barriers through Direct Support to ECOWAS and UEMOA**, which comprises two sub-components focusing on (i) transport-related barriers to trade, and (ii) agricultural and trade policy-related activities. Under this component, as planned for FY 2010, USAID ATP:

- Provided data collection, communications, and analytical support to ECOWAS and UEMOA to identify and address transport-related physical and policy barriers to trade; and
- Helped ECOWAS coordinate policy implementation at the national level, building its monitoring and evaluation capacity (thus increasing effectiveness and accountability); and
- Conducted analysis to reduce trade policy-related and agricultural policy-related barriers to trade, and to help ECOWAS coordinate policy implementation.

The senior policy advisor at post in Abuja and the Accra-based transport and logistics specialist managed these two sub-components, supported by short-term technical assistance (STTA), working in synergy with the Ouagadougou-based transport and logistics advisor from the USAID E-ATP project, and collaborating closely with USAID WATH.

4.1 TRANSPORT-RELATED PHYSICAL AND POLICY BARRIERS TO TRADE

West Africa faces two major challenges in the transportation of agricultural products by road across borders: (i) road harassment and (ii) inefficient logistical infrastructure and operations.

4.1.1 ROAD HARASSMENT

USAID ATP's monitoring of road harassment along the main onion, livestock, and maize value chain transport corridors provides insightful data for comparison across these value chains. Our effort also complements work carried out by USAID WATH and the World Bank-financed Abidjan Lagos Corridor Organization (ALCO). The combined effort of these three projects provides a comprehensive picture of and advocacy platform on road harassment in West Africa. Among our three value chain products, onion is the only one trucked across borders on a daily basis and thus has been documented more extensively since October 2009, whereas ruminant livestock is transported across borders on weekly basis, and maize is exported seasonally. The data on onion provides a benchmark for comparison with livestock and maize.

Onion value chain corridor (Kantchari-Bitou-Accra)

The figures below show the variation of road stops and illegal perceptions imposed by various categories of public agents from the baseline (October-December 2009).

The number of roadblocks has varied erratically over the last year. In the October-December 2010 quarter, it was level with the baseline (2.9 per 100 km), after falling slightly in the previous July-September quarter (2.6 per 100 km), from highs in April-June (3.33 per 100 km) and in July-September (3.5 per 100 km). The project faces a challenge in its attempts to reduce the number of roadblocks in a sustained way because authorities often put forward genuine security reasons for erecting many of these road stops. For example, in early 2010, Ghana reported police fatalities during flare-ups of inter-community strife in northern Ghana; in late 2010 and early 2011, the country also reported a high rate of road accidents and fatalities, which prompted authorities to impose a curfew on truck movement from dusk to dawn.

Nonetheless, Illegal payments have dropped steadily since October-December 2009, when the baseline was established (see Table 2 and Figure 1 below). The level of \$16.43 during the quarter under review represents a decrease of 33% over the baseline; this reduction also represents the end- of-project target for this indicator. The project had more success in sustaining reductions in bribe cost because of its well-received program coaching truckers and traders along the onion corridor

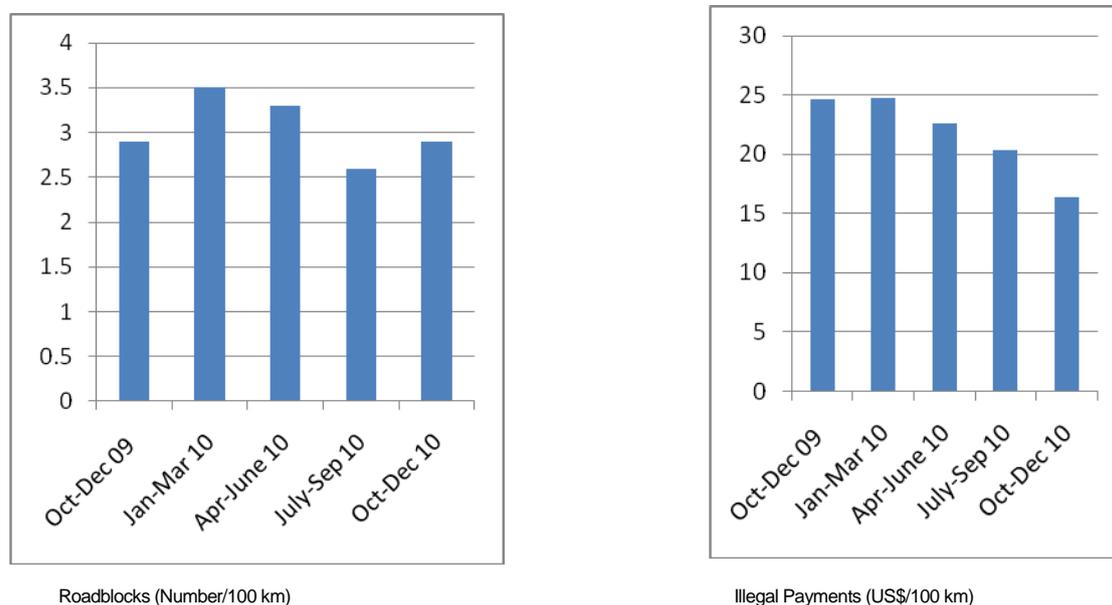
TABLE 5: VARIATION IN THE NUMBER OF ROADBLOCKS PER 100 KM ALONG THE KANTCHARI-ACCRA ONION TRADE CORRIDOR IN 2010

Oct-Dec 2009 (baseline)	Jan-Mar 2010	Variation over the baseline	Apr-June 2010	Variation over the baseline	July-Sep 2010	Variation over the baseline	Oct-Dec 2010	Variation over the baseline
2.9	3.5	21% increase	3.3	14% increase	2.6	10% decrease	2.9	No variation

TABLE 6: VARIATION IN BRIBE COSTS PAID ALONG THE KANTCHARI-ACCRA ONION TRADE CORRIDOR IN 2010 US\$ PER 100 KM

Oct-Dec 2009 (baseline)	Jan-Mar 2010	Variation over the baseline	Apr-June 2010	Variation over the baseline	July-Sep 2010	Variation over the baseline	Oct-Dec 2010	Variation over the baseline
\$24.60	\$24.80	2% increase	\$22.60	8% decrease	\$20.40	17% reduction	\$16.40	36% reduction

FIGURE I: ROAD HARASSMENT ON KANTCHARI-ACCRA ONION TRADE CORRIDOR
Roadblocks and Illegal Payments



Burkina-Faso - Benin - Nigeria livestock value chain corridor

USAID ATP documents road harassment along the livestock corridor from Fada N’Gourma (Burkina Faso) to Parakou (Benin)². The results obtained in October-December 2010 (7% reduction in the number of roadblocks and bribe cost over the baseline) were slightly lower than the impressive results obtained during the July-September quarter (13% reduction in checkpoints and 9% decrease in bribe cost). The volatility of the socio-political situation in Benin may have played a part in these results (as in the case of the onion corridor within Ghana). According to truckers and traders, police and customs officers at road barriers and border posts are more difficult to predict as they are influenced by the pending elections in Benin, so that the current estimates may not represent a trend.

TABLE 7: VARIATION OF THE NUMBER OF ROAD BLOCKS PER 100 KM ALONG THE FADA NGOURMA-PARAKOU LIVESTOCK TRADE CORRIDOR IN 2010

Oct-Dec 2009 (baseline)	Jan-Mar 2010	Variation over the baseline	Apr-June 2010	Variation over the baseline	July-Sep 2010	Variation over the baseline	Oct-Dec 2010	Variation over the baseline
3.0	3.0	0%	3.0	0%	2.6	13% decrease	2.8	7% decrease

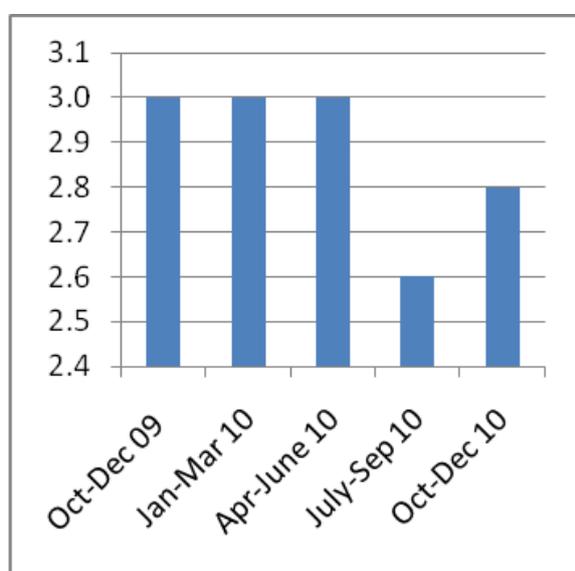
² Animals are usually trucked past Parakou to Savè or Bonhicon, where they are off-loaded and herded on foot along trails to Nigeria’s border villages. There they are loaded on trucks headed to Kano and other large markets.

TABLE 8: VARIATION IN BRIBE COSTS PAID ALONG THE FADA NGORUMA-PARAKOU LIVESTOCK TRADE CORRIDOR IN 2010

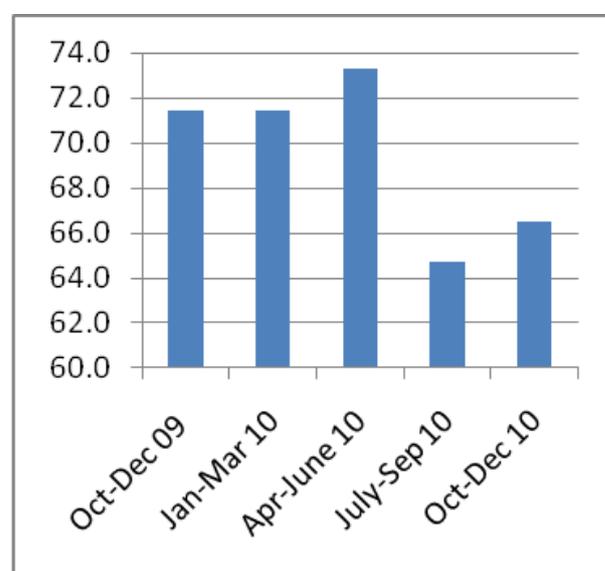
Oct-Dec 2009 (baseline)	Jan-Mar 2010	Variation over the baseline	Apr-June 2010	Variation over the baseline	July-Sep 2010	Variation over the baseline	Oct-Dec 2010	Variation over the baseline
\$71.40	\$71.40	0%	\$73.30	3% decrease	\$64.70	9% decrease	\$66.50	7% decrease

FIGURE 2: ROAD HARASSMENT ON FADA-PARAKOU LIVESTOCK TRADE CORRIDOR

Roadblocks and Illegal Payments



Roadblocks (Number/100 km)



Illegal Payments (US\$/100 km)

Ghana - Burkina Faso maize value chain corridor

During the quarter under review, USAID ATP surveyed nine trucks carrying maize from Techiman (Ghana) to Kantchari (Burkina), and the project's data analyst followed (in another vehicle) one such maize truck to monitor data collection. Contrary to expectations, the Ghana-Burkina-Niger maize and onion corridors only share the Techiman-Bolgatenga (253 km) portion in Ghana and the Koupela-Fada-Kantchari portion (225 km) in Burkina Faso . However, maize and onion trucks faced roughly the same number of roadblocks (3.2 per 100 km for maize vs. 2.9 per 100 km for onion) and level of bribe cost (\$14 per 100 km vs. \$16 per 100 km for onion). The coaching program has operated for nine months longer on the onion corridor than on the maize corridor and, given more time, the project believes that its coaching program along the maize corridor can achieve impact comparable to that on the onion corridor. (Tables 5 and 6 show reductions compared to the maize corridor baseline.)

TABLE 9: ROAD BLOCKS ALONG THE TECHIMAN-KANTCHARI MAIZE TRADE CORRIDOR, OCT-DEC 2010

Jul-Sep 2010 (baseline)	Oct-Dec 2010	Variation over the baseline
3.20	3.18	1%

TABLE 10: ILLEGAL PAYMENTS PER TRIP ALONG THE TECHIMAN-KANTCHARI MAIZE TRADE CORRIDOR, JULY-SEPT 2010 US\$/100KM

Jul-Sep 2010 (baseline)	Oct-Dec 2010	Variation over the baseline
\$20.10	\$14.60	27%

TABLE 11: ILLEGAL PAYMENTS (US\$/100 KM) PER USAID ATP PRODUCT

Livestock ruminants	Onion	Maize
\$66.50	\$16.40	\$14.60

Workshops

USAID ATP and USAID WATH jointly organized workshops in Accra (December 14) and Ouagadougou (December 21), which included the participation of onion, maize, and livestock traders, among others. Participant discussions centered on how best to tackle checkpoints, illegal payments, and the harmonization of axle load regulations. Background material for these workshops were based on the results and analyses of USAID ATP's road harassment work. The project is a regular contributor to the *Observatoire des pratiques anormales* (OPA) reports, jointly published with UEMOA and USAID WATH, and to the Borderless reports, in partnership with USAID WATH and the World Bank-funded Abidjan Lagos Corridor (ALCO) project.

Environmental mitigation

The road harassment survey and analysis received a categorical exclusion under the applicable IEE. USAID ATP did not face any specific environmental issue related to this activity.

4.1.2 LOGISTICS AND INFRASTRUCTURE

USAID ATP carried out transport and logistics studies along the Fada N’gourma-Parakou and Pouytenga-Tamale livestock corridors, and the Techiman-Kantchari maize corridor (the survey of Galmi-Accra was completed in 2009). Short-term consultants traveled along the trade corridors, and identified bottlenecks as well as needed infrastructure to improve the logistics of the livestock and maize trade and transport corridors. They made recommendations about investments in market logistics and suggested strategies that will be validated before initiating their implementation in the next quarter.

Environmental mitigation

Transport, handling and logistics assessments received a Negative Determination with Conditions, as their recommendations may include activities directly affecting the environment. Therefore, USAID ATP included provisions for mitigation measures (such as the use of environmental criteria in identifying priority target investments), which were implemented during the assessments.

4.2 TRADE AND AGRICULTURAL POLICY-RELATED BARRIERS: AGRICULTURAL AND TRADE POLICY PRIORITIES FOR USAID ATP

The posting of the policy advisor within the ECOWAS Commission has contributed significantly to aligning the policy interventions of the project with the ECOWAS regional trade policy reform program. This was much in evidence during the quarter under review when there was need for frequent interactions with ECOWAS to ensure coherence between the policy component of the project’s FY 2011 workplan (drafted in September) and the 2011 Community Work Program formulated for adoption by the ECOWAS Council of Ministers in November. The harmonization process was facilitated by ECOWAS, heeding the advice of the project in the preceding year to give more attention to the problem of incorrectly applying the ECOWAS trade liberalization scheme (ETLS), as reported by operators in the USAID ATP value chains. The solution to the problem was proposed by the project in the form of the policy watch system, presented to ECOWAS in June 2010; in essence, the system urges ECOWAS to revive and update the existing regional provisions for the implementation and monitoring of the regional free trade regime.

Among the many factors accounting for regional policy non-compliance are the lack of knowledge of regional policy regulations and procedures, insufficient implementation guidelines and lack of coordination of policy application, institutional and administrative bottlenecks, deliberate disregard for regional rules and commitments, and corrupt officers who act with impunity. Given the multi-dimensional nature of the problem, it would require the mobilization of different actors to correct the situation. It was therefore necessary to adopt a holistic approach, as conceived in the ECOWAS policy watch system. Simply put, the approach calls for concerted action on two fronts: first, a review and re-vitalization of the regional and national arrangements already in place for implementation of the ECOWAS free trade area provisions, and secondly, the establishment of a well-defined mechanism for monitoring and evaluating the application and impact of the ETLS regulations and procedures. The policy watch consists of the following four components for addressing problems among inter-locking issues:

- Regional trade policy framework – regular review and updating of regional policies;
- Regional coordination mechanism for policy implementation – ensuring coherence and compatibility in policy application among member countries;
- Regional policy adaptation and application at the national level; and
- Regional monitoring and evaluation mechanism

On the issue of ensuring an appropriate regional policy framework, the project provided ECOWAS with technical advice during the quarter on a set of measures to be taken for eliminating policy abuse by officials of customs and other services. Interactions with the president of the ECOWAS Commission and other officials on these issues led to an agreement by ECOWAS to undertake a study at the beginning of 2011 to review the current ETLS provisions on agricultural products. This review will clarify documentation requirements of the transit arrangement to reflect the total exemption of agricultural goods from customs duties, and identify possible updates given technological evolutions that make e-tracking possible. The policy advisor will participate in the review, which is expected to lead to the adoption of updated regional policy decisions as well as directives and guidelines for policy implementation at national level.

Environmental mitigation

Development of policy, legislation and support to regional institutions in trade and investment in the agricultural sector received a Negative Determination with Conditions under the applicable initial environmental examination (IEE). Nonetheless, during the quarter under review, meetings with ECOWAS officials and advice on the policy watch system did not have any significant adverse effect on the environment and the USAID ATP technical team did not face any specific environmental challenge.

4.3 HELPING ECOWAS COORDINATE POLICY IMPLEMENTATION

The institutional arrangements currently in place within the ECOWAS organization for coordinating policy implementation involve the technical departments of the ECOWAS Commission, the relevant sector ministries in each member country, the regional and national committees established under each of the regional integration programs, and the ECOWAS National Unit created in each country. The External Relations Department, a recent creation in the ECOWAS Commission, is engaged in streamlining the operational links between the Commission and member countries; an immediate priority of the department was the formulation of an ECOWAS National Units Manual that more clearly defines the ECOWAS/member state relationship and is designed to guide the performance of the national units. The basic function of the national unit is to coordinate all national activities to ensure effective participation of stakeholders of each country in the ECOWAS integration process, for the mutual benefit of the country and the region as a whole.

The policy advisor participated in the review of manual drafts and put much emphasis on the inclusion of provisions for involving professional business associations and other non-government actors in national programs as active members of the appropriate sector committees. The manual was finalized and presented by the Commission to the ECOWAS Council of Ministers, which adopted the document in a policy decision during its end-of-year statutory meeting held in Abuja on November 25 and 26.

The implementation of the ECOWAS trade liberalization scheme (ETLS) is facilitated and coordinated by National Approvals Committees (NACs). However, the mandate of the committee is

limited to issues related to industrial products. To remedy the neglect of the concerns of traders in agricultural products, the policy advisor has been advocating to the officials of the ECOWAS Customs Department for a review of the institutional arrangements. A significant milestone was reached during the period when the director of the Customs Department raised the issue at the annual meeting of the National Approvals Committees (NACs), held in Cotonou from December 7 to 9, and consideration was given to the possibility of reviewing the NACs mandate to introduce the facilitation of agricultural trade and assisting traders and transporters who encounter difficulties with the application of the ECOWAS trade regime for agricultural and other unprocessed goods. Such a measure is required to provide a coordinated approach to streamlining the application of and compliance with the ETLS provisions for agricultural products. The project will therefore monitor and facilitate the adoption of regional institutional measures to protect the right of USAID ATP/E-ATP value chain operators to the free movement of agricultural goods as granted under the ETLS.

The Transport and Transit Facilitation Committee, which operates at both national and regional levels, is another example of an ECOWAS institution whose mandate and operational modalities could be modified to improve regional program coordination to promote the free movement of goods and services. It was established by the ECOWAS Authority decision A/DEC.9/01/05 to monitor and promote implementation of the regional road transport facilitation program that ECOWAS adopted in January 2003 (Authority decision A/DEC.13/01/03) in support of the trade liberalization scheme. The membership of the committees includes representatives of road transport operators, chambers of commerce and other institutions. A brief discussion of the transit facilitation program in mid-December between the policy team and the ECOWAS Department for Infrastructure led to a decision by its commissioner to schedule a review of the program and the performance of the facilitation committees during the first quarter of 2011. The policy advisor, having been invited by the Commissioner to participate in the proposed review, will focus his contribution on promoting the greater involvement of the road transport operators in the program and on improved sensitization and reporting functions of the facilitation committees. Regular reviews by the Regional Transport Facilitation Committee of national reports reflecting the experiences of operators and proposals for improving operational difficulties would enhance the coordination of regional trade and transport policy implementation.

Environmental mitigation

Development of policy, legislation and support to regional institutions in trade and investment in the agricultural sector received a Negative Determination with Conditions under the applicable initial environmental examination (IEE). Nonetheless, advising ECOWAS on its procedure manuals and contributing to trade policies has no significant adverse effect on the environment and the USAID ATP technical team did not face any specific environmental challenge.

4.4 SYSTEMS AND CAPACITY FOR MONITORING POLICY IMPLEMENTATION

The project has welcomed the attention being given by the ECOWAS Commission to strengthening the regional monitoring and evaluation system as a measure for improving the level of regional policy implementation. Considerable progress has been made in reorganizing and improving the technical capacity of the existing system of monitoring policy implementation, though the emphasis has tended to be on the performance of the personnel of the Commission itself. The project has contributed advice to place equal attention on monitoring regional policy implementation at the national level, by ensuring, firstly, that appropriate policy implementation activities are designed and adopted, secondly that measures are taken to facilitate the performance of those involved in the application of regional policies (such as traders and transporters) thirdly, that a mechanism is established for regular

reporting using the agreed performance indicators, and fourthly, the participation of the intended beneficiaries of regional policies in national and regional deliberations as part of the monitoring and evaluation process.

During the quarter under review, the policy advisor introduced these ideas into the work at the ECOWAS Commission by collaborating closely with the Monitoring and Evaluation (M&E) Unit, which is coordinating the formulation of an ECOWAS Monitoring and Evaluation Manual. The manual provides for the creation of focal points in all sector ministries that host the different regional integration programs; each of these ministries would build an appropriate database, using a standard format for the generation of data. Much premium is put on other aspects of the reporting system, such as the provision of a prototype performance report for the regular preparation of country performance reports. In order to obtain meaningful accounts of policy compliance, the policy advisor urged, during a review of the latest draft manual in Kaduna, Nigeria, from November 30 to December 3, that the M&E Unit should assume the added role of encouraging the technical departments to devise activities for policy implementation at the national level. He also recommended a revival of national program committees that are centered on sector ministries and whose functions include provision of the technical assistance needed in coordinating and monitoring regional policy implementation. It has been agreed that the representation of the business community on the national committees be strengthened to ensure that practical problems are reported as contributions from professional associations and are deliberated upon to devise realistic and lasting solutions.

The active involvement of professional and inter-professional associations is crucial to the success of the monitoring and evaluation system; the project has seized every opportunity to repeat this message in its interactions with the ECOWAS Commission. Accordingly, ECOWAS organized a workshop on strengthening the regional networks of agribusiness inter-professional associations in Cotonou (Benin) from November 3-6. During the workshop, the policy advisor presented the activities of the project relating to building the capacity of the value chain associations to monitor and analyze the operational problems of its members, and to mount appropriate advocacy campaigns for improving the policy environment. The project will support activities under this new ECOWAS program to mobilize agricultural professional bodies in the region, which has been initiated by the Agriculture Department as an important component of the ECOWAP action plan.

A principal objective of mobilizing the professional associations is to make the private sector operators an integral part of the regional mechanism to monitor and evaluate regional trade policies. The project is facilitating this component by encouraging members of the professional associations to participate in institutionalizing an industry feedback process. The period under review witnessed the identification and designation of “industry champions,” who would take up with regional and national authorities all cases of policy non-compliance reported by any members of their respective professional associations. This was achieved during meetings that were held in October with office holders of value chain professional associations such as the Burkina Inter-professional Committee for Rice (*Comité inter-professionnel du riz du Burkina – CIR-B*), the Confederation of National Federations for Cattle and Meat (*Confédération des fédérations nationales du bétail/viande - COFENABVI*), the Confederation of West African Drivers’ Unions (*Confédération des syndicats des conducteurs routiers de l’Afrique de l’Ouest – CSCRAO*), the Inter-professional Committee for Cereals and Niébé (*Comité interprofessionnel des céréales du Burkina – CIC-B*), the Union of Poultry Value Chain Organizations (*Union des organisations de la filière avicole – UOFA*); and the network for monitoring the marketing of cereals (*Réseau de veille sur la commercialisation des céréales – RVCC*).

These “industry champions” would serve as channels for gathering and incorporating industry feedback by interacting with focal points within sector ministries and by serving on national committees created to facilitate the implementation of regional policies and programs in the ECOWAS member countries. As part of the industry feedback mechanism, the project is assisting the professional associations to send their representatives to the ECOWAS Commission in the next

quarter to submit their assessment of the application of the regional agricultural trade policy and to make concrete demands for eliminating the persisting policy barriers.

Environmental mitigation

Development of policy, legislation and support to regional institutions in trade and investment in the agricultural sector received a Negative Determination with Conditions under the applicable initial environmental examination (IEE). Nonetheless, advising ECOWAS on its monitoring and evaluation scheme to improve the enforcement of existing regional regulations related to intra-regional agricultural trade has no significant adverse effect on the environment and the USAID ATP technical team did not face any specific environmental challenge.

5. OUTCOME 2: ENHANCED LINKAGES AMONG AGRICULTURAL PRODUCERS AND AGRO-INPUT SUPPLIERS, AGRO-PROCESSORS AND DISTRIBUTORS

USAID ATP addresses this outcome through **Component 2: Building Links through Support for Regional Organizations**. During the October-December 2010 quarter, the project continued assisting value chain actors to implement technical and institutional strengthening activities to develop stronger linkages among themselves and to boost intra-regional trade in livestock/meat, maize, and onion/shallot.

5.1 UPDATING VALUE CHAIN DEVELOPMENT PLANS

In FY 2009, USAID ATP developed initial Value Chain Development Plans (VCDPs) for the maize, onion/shallot, and livestock/meat value chains. These VCDPs were updated in October 2009. In October 2010, the project updated them for the second time to reflect new opportunities and synergies with other programs, and to design an USAID ATP plan of action for FY 2011.

Environmental mitigation

USAID ATP screened each activity proposed in the updated VCDPs to identify potential environmental impacts. Most activities received a Categorical Exclusion, but some received a Negative Determination with Conditions; such activities implemented during this quarter followed mitigation and monitoring measures (see the environmental section under each task described in this report).

5.2 BUILDING THE CAPACITY OF REGIONAL ASSOCIATIONS

USAID ATP focuses on building the institutional, organizational, and technical capacities of partner organizations to manage themselves in order to effectively respond to their members' needs, access new technologies and market information, and strengthen their members' market linkages. USAID ATP's involvement is based on each organization's individual baseline capacity as measured using the PIVA methodology developed by the Initiative to End Hunger in Africa (IEHA).

During the October-December 2010 quarter, USAID ATP provided technical assistance to a slaughterhouse to access credit, trained trainers in good cereal production practices to increase exports, facilitated linkages among onion value chain actors to access innovative seed varieties and expand the marketing season, and built the institutional capacities of an onion organization in Burkina Faso and of a producer and trader organization in Ghana.

5.2.1 LIVESTOCK VALUE CHAIN

Technical assistance to *Viandes du Sahel S.A.*

In December 2010, USAID ATP provided *Viande du Sahel* (VDS), a private Malian company processing and trading red meat, with technical assistance to promote best practices and facilitate its access to credit. The financial institution Oikocredit is interested in financing the upgrade of the slaughterhouse to comply with international standards (for details, see the Finance Mobilization section below).

USAID ATP advised VDS on upgrades needed, as well as on management practices. A key recommendation was to improve its environmental management and mitigate environmental impacts, currently only partially controlled given the failure of the automated system for wastewater treatment that may lead to water pollution.

Pursuant to USAID ATP's advice, VDS committed to improve its business plan and requested financial support from USAID ATP to conduct a comprehensive environmental management study that would allow it to fine-tune its business plan.



The USAID ATP Livestock value chain leader inspecting the VDS slaughterhouse

5.2.2 MAIZE VALUE CHAIN

Integrated Crop Management (ICM) training

On December 20-23 in Dédougou (Burkina Faso), in close collaboration with USAID E-ATP's millet/sorghum value chain, USAID ATP organized a training-of-trainers for 39 endogenous farmer trainers (including seven women) from the *Union des groupements de producteurs pour la commercialisation des céréales au Burkina Faso* (UGCPA). The training focused on Integrated Pest Management (IPM) and Integrated Soil Fertility Management (ISFM) as a way to boost agricultural productivity and cereals quality in an environmentally sustainable way.

UGCPA is a farmer organization recognized throughout West Africa as one of the most advanced in contract farming. USAID ATP believes that through capacity building in ICM, UGCPA will increase its productivity and improve the quality of maize and other cereals that members produce, thus enhancing the competitiveness of the organization on the West African cereal market.

The 39 farmer trainers represent resource persons (facilitators) for their respective producers group under UGCPA's umbrella. They have been selected carefully, based on their capacity to ensure cascade training sessions for some 600 farmers (of which 20 percent are women). Through interactive sessions, demonstrations and exchange of experiences, these farmers developed their technical skills in IPM and ISFM, as well as their capacity to replicate training modules at the grassroots level.

To qualify for the cascade training, producers will have to be among the best suppliers of cereals to the organization; in January 2011, UGCPA will identify producers who have consistently sold grain for at least three years. UGCPA plans to integrate ICM cascade training programs into its services to members, thus simultaneously improving the ability of the organization to provide useful services to its members.

5.2.3 ONION/SHALLOT VALUE CHAIN

PIVA on national onion organization in Burkina Faso

On November 29 – December 1 in Ouagadougou, USAID ATP administered a three-day PIVA to 26 executives (including five women) representing 15 different onion organizations that are members of ONFO in Burkina Faso. Due to the USAID ban on activities in Niger, where the *Observatoire régional de la filière oignon / Afrique de l'Ouest et du Centre* (ORO/AOC) is headquartered, USAID ATP could not organize a progress PIVA of ORO/AOC to follow up on the initial PIVA it organized in April 2009 in Niamey. Therefore, USAID ATP decided to focus on key ORO/AOC member organizations, such as ONFO in Burkina Faso. This apex organization was created in January 2009 (with USAID ATP's support) and was officially registered as an association in April 2010. It represents about 15,000 Burkinabè onion farmers, traders, and processors from 25 associations.

The PIVA workshop was opened by Abdoulaye Combarry, the minister in charge of agriculture in Burkina Faso (see picture), which highlighted the importance of the onion value chain in Burkina Faso's agricultural sector. During the assessment, 66 competency areas (including seven on gender equity) were discussed and scored by ONFO executives. The scores highlight three priority areas that ONFO should focus on over the next twelve months: (i) financial management, (ii) entrepreneurial capacity, and (iii) human resources development. USAID ATP and ONFO developed an institutional capacity building plan that will be implemented with USAID ATP's assistance in FY 2011; a progress PIVA will measure performance improvements in early FY 2012.



Group picture of the ONFO PIVA participants, in the presence of the minister in charge of agriculture in Burkina Faso (center, in traditional cloths)

Validation of PREMA 178 as the best rainy season onion



In FY 2010, the West Africa Seed Alliance (WASA) provided USAID ATP with six rainy season varieties to test under local and controlled conditions. The trials, which began at the end of June 2010, ran through December 2010 when onions were harvested. In addition to testing the performance of these varieties, USAID ATP, in partnership with WASA and USAID/Mali IICEM, supported field days for producer group representatives, traders and agro-input dealers at key times during the production cycle (nursery preparation and transplanting, production, and harvest phases). During the last field day of the season,

USAID/Mali IICEM sponsored the participation of shallot producers from Mali.

This last field day of the rainy season varieties took place on October 19 at the Kamboinsé research station of the *Institut national de l'environnement et de la recherche agricole* (INERA) where the varieties were tested under controlled conditions. During this field day, participants confirmed the supremacy of the PREMA 178 variety over the other five varieties. The results also confirmed the

limits of the *Violet de Galmi* variety during the rainy season, although it is the preferred dry season variety. The 727 varieties of shallot also proved to be well suited for the rainy season, which is of great interest for Mali, a country of high shallot production, consumption and export prospects.



Onion producers, traders and agro-input dealers scoring PREMA 178 on a trial plot during the October field day



The shallot variety 727 proved to be the best rainy season shallot variety

The overall results of the seed variety trials were presented during a regional workshop on December 21 in Ouagadougou. The workshop was attended by 48 producers, exporters and agro-input dealers from Senegal, Mali, Niger and Burkina Faso, who discussed the results of the trials. Participants also discussed cultivation best practices; the trials and field days at various stages of production have provided an opportunity for producers to gain a better understanding of requirements and best practices to produce onion during the rainy season. Participants also made specific recommendations to access new varieties and make them available in the field and on time for the 2011 and following rainy seasons. Some agro-input dealers already committed to supply PREMA 178 for the 2011 campaign (see text box).

Accessing PREMA 178 seeds

The agro-company Burkina Primeurs, headquartered in Ouagadougou, ordered 1,000 kg of PREMA 178 seed with East West Seed International Ltd., a company breeding PREMA 178 and located in Thailand. The order is valued at about \$100,000 and is expected to be delivered in Burkina Faso in January 2011. USAID ATP and WASA's efforts were instrumental in facilitating the linkage between Burkinabè stakeholders and East West Seed International Ltd.

The production of onion and shallot during the rainy season is of great interest to all industry players, as it expands the marketing season of onion/shallot and offers an option to compete with imports of European and Asian onion during the August-December period when prices peak. In 2009, onion stakeholders estimated the West African market for rainy season onion at \$120 million.

As an ongoing effort, USAID ATP will continue facilitating linkages between onion producers and agro-input dealers supplying improved onion seed varieties, to ensure the large-scale use of this rainy season technology.

5.2.4 CROSS-CUTTING TO VALUE CHAINS

On November 8-12 in Kumasi, Ghana, USAID ATP supported GAPTO in organizing a general assembly, followed by a three-day PIVA progress workshop to measure GAPTO's institutional and organizational improvements since the initial PIVA in May 2009. During the general assembly, the 28

participants (including 11 women) renewed the executive council and revised GAPTO's constitution. The organization also decided to set up district-level branches to better represent members from all regions and value chains. In administering the PIVA, and compared to the initial PIVA in 2009, USAID ATP added a new competency area related to gender (for more details, see the Gender section below). PIVA scores showed slight progress in one of the priority competency areas identified in 2009: governance scores improved by 2.7%. In other priority areas (improvement of the organization's financial management, and external relations and advocacy), scores stagnated, reflecting the leadership crisis that GAPTO faced during the last months. Nevertheless, GAPTO executives were optimistic that the rejuvenation process underway would allow them to strengthen GAPTO and lead to significant progress during the next PIVA.

Environmental mitigation

The technical assistance to VDS received a Negative Determination with Conditions as slaughterhouse activities may have significant adverse effects on the environment, especially in the pollution of water and transmission of diseases if waste management is not appropriate. USAID ATP's assistance consisted only in technical advice; USAID ATP did not review financial applications. It is also important to note that, should Oikocredit provide VDS with a loan, it would be under the global Development Credit Authority (DCA) loan guarantee agreement that they signed with USAID/Washington, and specific DCA environmental policies would be implemented. The technical assistance included sharing with VDS and Oikocredit the EGSSAA best practice guidelines (livestock, food processing, solid waste, water and sanitation) in French, and creating awareness on the part of VDS of the need to improve its waste management. USAID ATP made specific recommendations, and VDS planned an in-depth environmental assessment to fine-tune its business plan.

The introduction of the new open-pollinated onion seed variety (PREMA 178) may in principle have environmental impacts, such as a decrease in biodiversity. However, in Burkina Faso, this onion variety is mainly cultivated during the dry season and few onion varieties are adapted to the rainy season. Therefore, the new PREMA variety, which has been tested during the rainy season, does not compete with other onion varieties and does not decrease biodiversity. In addition, trials were conducted under controlled experimental conditions, and as such received a Categorical Exclusion under the applicable IEE. This introduction of a new variety also complied with local regulations: the local representative of the seed supplier (East-West Seed International Ltd.) followed procedures in place for the introduction of conventional (non-genetically modified) open-pollinated seed varieties.

The training program in integrated crop management for cereal producers received a Negative Determination with Conditions. Because the IPM approach involves all types of pest control tools, including pesticides when needed, USAID ATP developed a Pesticide Evaluation Report and Safer Use Action Plan (PERSUAP). The PERSUAP identifies the IPM training course's potential adverse effects on the environment as a result of the pesticides recommended during the course; it also proposes environmental mitigation measures to be included in the IPM training module, in compliance with USAID and host country regulations. Trainers were informed on how to comply with the PERSUAP. The following points are a list of specific issues monitored by USAID ATP:

Pesticides addressed by training program

The IPM training program did not address or recommend specific pesticides. Instead, during its sessions related to pesticides, it put emphasis on the general principles of safe and effective management of pesticides, reading the label of the containers of pesticides prior to application, and following the instructions on the label.

Environmental Protection Agency (EPA) status of pesticides

Some pesticides were used as examples or mentioned during the courses. Their names were provided by the trainer to USAID ATP before the course, and USAID ATP ensured that they were all registered in both the USA and in the host country, as requested by the PERSUAP. The table below recaps the status of the pesticides mentioned as examples:

TABLE 12: COMPLIANCE STATUS OF PESTICIDES MENTIONED DURING THE IPM COURSE

Trade name	Active ingredient(s)	Registration in CILSS countries (including Burkina Faso)	Registration by US EPA	OMS class	Compliance with PERSUAP
MOMTAZ 45WS	Imidacloprid Thiram	0559-AO/In, Fo/01-09/APV- SAHEL	YES YES	III	YES
IMIDAML 450 WS	Imidacloprid Thiram	0513-AO/In, Fo/07-09/APV- SAHEL	YES YES	III	YES
AKIZON 40 SC	Nicosulfuron	0497-AI/He/07- 09/APV-SAHÉL	YES	III	YES
ROUNDUP 360 SL	Glyphosate	0201-HO/He/07- 09/HOM-SAHÉL	YES	III	YES

Protective clothing and equipment

Training provided by this program stressed the need for proper protective clothing and safety equipment for all pesticide handlers.

Training modules

One of the basic principles of IPM emphasized is monitoring the effectiveness of any agent applied, and being pro-active in pest management. Close monitoring allows for early detection of problems, and may minimize the amount of treatments necessary (i.e. identifying and treating an infestation before it spreads to a larger area). Pesticides were recommended only as an ultimate tool when other pest control measures (mechanical, biological, etc.) were not successful in keeping the pest damage below an acceptable threshold.

USAID ATP maintains that the trainers complied with the PERSUAP.

Institutional strengthening through PIVA workshops received a Categorical Exclusion under the applicable IEE. During the October-December 2010 quarter, the USAID ATP technical team and the project partners did not face any specific environmental challenges related to these activities.

5.2.5 LIVESTOCK/MEAT VALUE CHAIN

Opération Tabaski Ghana



Sheep loading point in Burkina Faso



Negotiation between Burkinabe exporters and Ghanaian importers



Promotion of the quality of Sahelian sheep

On November 16, for the annual Muslim feast of sacrifice, known as *Tabaski* in Sahelian countries, USAID ATP supported COFENABVI at the regional level, its national member FEBEVIB in Burkina Faso, and the Association of Livestock Merchants of Ashaiman (Ghana) to export, exhibit and sell some 2,600 sheep from Burkina Faso in Ghana.

A few weeks before *Tabaski*, representatives of the Association of Livestock Merchants of Ashaiman traveled to Burkina Faso to strengthen business linkages with livestock exporters in Burkina Faso and agree on a supply scheme. Despite the signature of a contract with FEBEVIB, the Ghanaian associations did not respect the terms of the contract, which required a deposit to be made in a bank account in Ghana. This failure prevented the set up of a financial scheme that would have allowed Burkinabè exporters to be paid upon delivery of the sheep, and endangered the entire activity. Nonetheless, USAID ATP succeeded in restoring some trust between exporters and importers, and all 2,584 sheep were exported and sold in markets of Accra and Afoe as follows: category 1, for sheep between 30 and 40 kg: 1,477 animals, sold at 60,000 Fcfa, about \$120/head on average; category 2, for sheep between 40 and 55 kg: 1,007 animals, sold at 90,000 Fcfa, about \$180/head on average; and category 3, for sheep of more than 55 kg: 100 animals, sold at 150,000 Fcfa, about \$300/head on average. The total turnover reached 195,150,000 Fcfa (\$390,000).

To ensure the absence of bribe payments along the 1,070 km transport corridor between Pouytenga (cattle market in Burkina Faso) and Accra, USAID ATP coached the drivers of the eight trucks that carried the sheep. This resulted in no illegal payments, compared to approximately \$480 per truck during the 2009 edition, a major success for the project.

Overall, and despite the last-minute challenge related to the unpaid advance by Ghanaian importers, the second edition of the *Opération Tabaski Ghana* showed significant progress compared to the 2009 edition: the number of sheep sold increased by 72 percent and the average gross margin per sheep increased by 47.6 percent. Nonetheless, the major success is that business linkages and trust between Burkinabè livestock exporters and Ghanaian importers are developing; as Burkinabè traders are accustomed to exporting their cattle to Côte d'Ivoire rather than Ghana, the 2009 and 2010 *Opérations Tabaski Ghana* have expanded their marketing options and were eye openers to the importance of the Ghanaian market. Having new marketing options is all the more important as the Ivorian market is becoming less attractive to Burkinabè exporters given the political crisis and the trade barriers to which it is giving rise.

Operation Tabaski Côte d'Ivoire

During the 2010 *Tabaski*, USAID ATP supported COFENABVI to promote sheep exported through its network from Burkina Faso and Mali. The promotion consisted of TV and radio spots, ads in newspapers, and posters (for details, see Communications). USAID ATP also involved banks in

credit supply and facilitation of fund transfers, though this assistance did not succeed due to rising political tensions in Côte d'Ivoire (for details, see Finance Mobilization).

5.2.6 BUSINESS LINKAGES IN THE MAIZE VALUE CHAIN

Regional workshop for women cereal processors

On November 25-27 in Ouagadougou, CIC-B organized a regional workshop for 25 women involved in the processing of cereals in Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mali, Senegal, and Togo. The principal objective was to strengthen their leadership and entrepreneurial skills to enhance the effectiveness of their contribution in achieving the goals of the nascent West African cereal network, the overall development of the cereal value chains, and their processing businesses. The workshop was made possible thanks to an USAID ATP grant to CIC-B in the framework of the nascent West African cereal network, and to technical assistance from the project (for more details, see Gender below).

Linkage between SIPRA and UCOVISA

During the quarter under review, USAID ATP facilitated the linkage in Côte d'Ivoire between UCOVISA and the *Société ivoirienne de production animale* (SIPRA). The latter is interested in maize to produce animal feed. UCOVISA and SIPRA negotiated a contract for 1,000 tons of maize, amounting to 125 million Fcfa (\$250,000). UCOVISA is expected to deliver the maize between January 25, 2011 and March 10, 2011. The contract was officially signed on January 18, 2011.

5.2.7 BUSINESS LINKAGES IN THE ONION/SHALLOT VALUE CHAIN

Rose Eclat

Rose Eclat, the fruit and vegetable processing company that USAID ATP began supporting in FY 2010 (see the text box under Gender), requested assistance from the project to attend the second edition of the National Food and Agricultural Show (FAGRO), which took place in Accra on October 12-17. USAID ATP supported the purchase of one ton of fresh onion and the development and printing of promotional leaflets.

Although the organization of the fair was quite disappointing, with few visitors, Rose Eclat took advantage of the opportunity by meeting some company managers specializing in the manufacturing of appropriate packaging and also units that specialize in manufacturing herbal-based dried onion teas. Business linkages were built with Danica Plastics Ltd., a manufacturer of vacuum trays and packaging machinery, and with Agrohealth Farm Complex, which is interested in using dried onion for medicinal and dietary purposes.



Rose Eclat's exhibition booth at FAGRO



Dried sliced onion sold by Rose Eclat

In November 2010, USAID ATP initiated a study of the market prospects for dried onion/shallot in Kano. First, the project advised Rosemonde Touré, manager of Rose Eclat, on how to improve the labeling of her products. For instance, directions for use were absent from the former label, and a bilingual French/English label could help reduce costs relative to having two completely separate labels (see picture). In November, once the labeling issue was solved, Rose Eclat provided USAID E-ATP's market facilitator for Nigeria with ten kilograms of dried onion samples to experiment with on the Nigerian market, where middle-class consumers are looking for ready-to-use products. Results of this trial are expected in early 2011. At the same time, USAID ATP advised Touré to target restaurants and hotels in Burkina Faso, which she has started to do. The project also advised Touré to ensure that she is in compliance with local requirements for food safety in the countries she sells her products.



The new bilingual label developed with USAID ATP's assistance

Linkages with Ivorian onion importers

As a follow-up to the business linkage travel to Abidjan that USAID ATP organized in June 2010 with onion exporters from Burkina Faso, in October 2010, the project facilitated a visit to Burkina Faso by a Ms. Anvoh, president of the market "Penouel N'Bokawo," from Abobo-Abidjan. Mrs. Anvoh was interested in meeting with exporters of high-quality Burkinabè onion (graded, packed, weighted, or *calibré, conditionné, pesé* – CCP) that could compete with the quality of onions imported from Europe. Anvoh paid for her trip, and USAID ATP facilitated the meetings with selected exporters in Ouagadougou, Kongoussi and Ouahigouya. The quality of onions, the delivery schedule and the modalities of payment were discussed in detail. Mrs. Anvoh went back to Côte d'Ivoire with several samples of fresh and dried onion. The company *Burkina Primeurs* and Mrs. Anvoh agreed to meet again in November; however, the political situation in Côte d'Ivoire unfortunately prevented this follow-up meeting. USAID ATP had also planned to facilitate the travel of two other Ivorian importers to Burkina Faso, which was also postponed sine die due to the Ivorian crisis.

Environmental mitigation

Cross-border livestock trade has the potential for many adverse environmental impacts, including overgrazing, noise pollution and reduced environmental services due to degradation of ecosystems. However, the main environmental impacts of *Opération Tabaski* are related to waste production; trade in sheep may increase pollution (particularly water), disease transmission, and odors. This activity received a Negative Determination with Conditions under the applicable IEE.

USAID ATP provided COFENABVI and the Ashaiman livestock association in Ghana with best practice advice as outlined in EGSSAA livestock guidelines, and guidance to implement the following mitigation measures:

- **Gathering of sheep (COFENABVI/FEBEVIB):** Use adequate environmental management techniques during the gathering process, including legal and appropriate common sense practices to safely dispose of waste and minimize pollution, promotion of appropriate care and management of sheep to reduce disease (e.g. providing clean water and shelter). The gathering process should be kept as short as possible. During this time, keep the sheep in a secure and secluded area, and not close to residential dwellings. Overgrazing should be avoided and enough feed provided.

- **Transport of sheep (COFENABVI/FEBEVIB):** Encourage transporters to employ adequate environmental management techniques during transport, including legal and appropriate common sense practices to safely dispose of waste and minimize pollution, promotion of appropriate care and management of sheep to reduce disease (e.g. providing clean water, enough feed, and veterinary care). Animals should be transported in appropriate trucks, and neither with other types of goods, nor with passengers (other than shepherds)
- **Reception of sheep at terminal markets (Ashaiman association):** Keep sheep in a secure and secluded area, and not close to residential dwellings. Use adequate environmental management techniques, including legal and appropriate common sense practices to safely collect and dispose of waste and minimize pollution, promotion of appropriate care and management of sheep to reduce disease (e.g., provision of veterinary care).

Before loading animals onto trucks, the FEBEVIB organizing committee raised awareness among its members about environment-friendly practices during loading, transport and offloading operations (see picture). In total, three of 2,584 sheep died during transport and were disposed off appropriately. USAID ATP considered mitigation measures satisfactory and did not observe any environmental concerns during the loading and transport operations.



Sheep fed at the Tanghin collection point in Burkina Faso

To ensure that mitigation measures were well implemented at the sale point, USAID ATP conducted an unannounced site audit on November 9. The site visit consisted in a three-hour visit to the exhibition and sale farm (Ashaiman, Ghana), as well as an interview with executives of the Ashaiman livestock association present at the farm. Upon arrival from Burkina Faso, most animals were off-loaded at Ashaiman; however, some sheep were sold at markets along the transport route. The Ashaiman farm is located outside town and residential areas. Sheep were parked in secure and secluded areas on the farm, over 50m away from the farm ponds. Veterinary care (vitamins, etc.) was provided to sheep upon arrival. Animals benefited from excellent conditions, including tree and shelter shade, space to move around, and clean water and feed, as illustrated by the pictures below. The farm and the animals were very clean; waste was collected two to three times a day and sold as manure. Neither odors nor noise pollution were noticed.



Arrival of the sheep on the farm; they were immediately fed



Arrival of the sheep on the farm; they were immediately fed



Water container fed from a clean source: used to supply clean water to sheep. Also in the picture, a broader view of fences designed to contain sheep during the event.



The green and shady area to receive and keep the sheep during the Operation Tabaski event.

Conditions at the Ashaiman exhibition and sale point were excellent from both an animal well-being perspective and an environmental standpoint.

The training program for women in leadership and entrepreneurship, the facilitation of contacts between value chain stakeholders, and the prospection of new markets for dried onion did not have significant adverse effects on the environment and received a Categorical Exclusion. The USAID ATP technical team and the project partners did not face any specific environmental challenge related to these activities.

6. OUTCOME 3: MORE EFFECTIVE ADVOCACY BY ACTORS FOR POLICIES IN SUPPORT OF A CONDUCTIVE ENVIRONMENT FOR INCREASED REGIONAL AGRICULTURAL TRADE

USAID ATP addresses this outcome through **Component 3: Capacity Building for Private Sector Advocacy**. Activities proposed to address this outcome build directly on the project's institutional and organizational strengthening efforts (Outcome 2) and relate to activities planned to reduce agricultural trade policy barriers in the region (Outcome 1).

During the October-December 2010 quarter, livestock stakeholders progressed on the issue of the VAT applied by Senegalese custom agents on cattle imported from Mali; they also advocated on the removal of physical barriers on transport corridors between Burkina Faso and Benin. Maize stakeholders sustained their efforts in building solid pressure groups in most countries of the region. Stakeholders of the onion/shallot value chain built their capacity in advocacy, developed a sub-regional strategy and advocated for the removal of road barriers along the Burkina Faso-Ghana trade corridor.

6.1 DEFINE REGIONAL ADVOCACY PLANS BY VALUE CHAIN

The development of regional advocacy plans by value chains integrates the results of activities undertaken under various tasks. These include the road harassment and logistics work and the trade policy barrier activities (Outcome 1), as well as the value chain development plans (Outcome 2). Regional advocacy plans aim at guiding the advocacy process to address the priority policy issues at both the regional and national levels. The plans also help national organizations align their advocacy efforts with the broader regional advocacy plan to ensure that actors throughout the region are working toward a shared vision.

In FY 2009, USAID ATP supported the regional livestock organization, COFENABVI, and the nascent regional cereals organization (under CIC-B's leadership) in the advocacy process, assisting participants to identify top advocacy priorities and draft regional advocacy strategies and action plans for the livestock and maize value chains. In FY 2010, USAID ATP assisted both organizations in updating their advocacy plans and starting their implementation; a new update is planned for the first quarter of 2011.

On December 6-8 in Ouagadougou, USAID ATP organized a workshop to build the advocacy skills of twelve men and five women who are members of the national onion associations from Burkina Faso, Ghana, and Mali, representing farmers, traders and transporters of onion/shallot (stakeholders from Côte d'Ivoire were also invited but could not attend due to the closure of the airport following the presidential elections). During some sessions



Transport of onion

on trade barriers, representatives from the Burkinabè ministries in charge of transport and of security were also invited to join the discussion. The participants selected two priority issues to focus on: i) the elimination of custom fees, other taxes and bribes requested by customs, police and gendarmerie at borders and along intra-regional transport corridors of onion; and ii) the recognition of harmonized trade documents among countries of the region, as planned under regional ECOWAS and UEMOA rules (see text box). The participants drafted a regional advocacy strategy and an action plan, with support from USAID ATP policy, transport and advocacy specialists. These documents will be finalized during the first quarter of 2011.

The Onion Free Trade Advocacy Campaign Agenda

Contrary to the formal commitment of all ECOWAS and UEMOA countries to the provisions of the regional free trade arrangement, onion traders report that the Burkinabè customs service imposes not only a **20% import duty on imports of onions** produced in Niger, but also applies such *other charges* as a 1% statistical tax, the 0.5% ECOWAS Community levy and 1% UEMOA community solidarity tax. Instead of the total exemption from all tariff and non-tariff barriers for products originating from the region, onions continue to be taxed in Burkina Faso. This is because there is systematic refusal by many national customs administrations to recognize the exemption of agricultural products from obtaining a certificate of origin; at the borders, agricultural goods not covered by a certificate of origin are fully taxed as non-originating product being imported from outside West Africa. Onion traders will advocate that, for agricultural trade items, **certificates of origin are no longer required** under the ECOWAS trade liberalization scheme.

Another unjustified practice is the treatment of onions as **goods in transit**. Dutiable goods being transported through one or more countries before arriving in the country of final destination must go through transit procedures: at the initial point of departure, the merchandise is sealed and transit papers are issued for duty exemption in the transit countries, against a bond guarantee that the goods will be delivered intact at the final destination. With the total elimination of duties on agricultural goods, such **transit procedures for customs exemption or guarantee should no longer apply to onions in West Africa**. However, customs services continue to demand transit papers (inter-state road transit – ISRT log-book or *camet TRIE*) from onion traders; worse still, there is often refusal to recognize documents issued by other ECOWAS governments. For a single transit operation, a trader spends time and money at every border crossed to obtain not only fresh transit papers but also the guarantee bond and the service of an escort, even though none of these is necessary under the ECOWAS trade rules.

The blatant disregard for regional rules finds another expression in the widespread practice of extortion by **customs and other officials** – reportedly 5,000 FCFA or more from drivers at each of the **numerous illegal check-points** mounted along the trade corridors; truck drivers who refuse to pay the bribes risk hours and even days of delay and the deterioration of perishable merchandise such as onions.

Onion traders report other cases of non-compliance with regional trade policies, such as **non-recognition of harmonized documents**: government agents fail to accept documents issued by the exporting countries. Under the ECOWAS rules, there should be **mutual recognition of veterinary or phytosanitary certificates**, but this is often not the case and traders are obliged to waste time and money to repeat the process of obtaining a fresh certificate at every border they cross.

6.2 PROVIDE ADVOCACY ASSISTANCE AND GRANTS TO SELECTED APEX AND VALUE CHAIN ORGANIZATIONS

Advocacy grant to COFENABVI

In FY 2010, USAID ATP provided COFENABVI with a grant to support the collection and analysis of national and regional policies and regulations, as well as data related to intra-regional trade of live

animals and meat. By end of 2010, COFENABVI had collected and disseminated national regulations and policies on livestock in Burkina Faso, Côte d'Ivoire and Ghana. At the regional level, UEMOA indicated that no regional regulation specific to livestock existed; all regional policies and regulations cover agricultural productions in general. As cattle is not specifically mentioned in the list of agricultural goods exempted from value added tax (VAT) in the UEMOA area, each country is free to apply VAT on cattle imported from within the UEMOA trade area, as is the case in Senegal for cattle imported from Mali.

As a follow-up to the roundtable USAID ATP supported in September 2010 on the Senegalese VAT barrier, the project met with the UEMOA Commission to agree on a UEMOA-COFENABVI face-to-face meeting to address this issue. This meeting is planned for March 2011.

During the fourth quarter of 2010, FEBEVIM continued advocating for ministries in Mali to eliminate the requirement for export authorization by governors. FEBEVIM also contacted the presidency, which proposed to open up the discussion on all impediments to increased trade in cattle and meat, and to organize a national conference on the livestock sector. USAID ATP advised FEBEVIM on the preparation of this event, which is expected to take place around March or April 2011.

Advocacy grant to CIC-B

During the October-December 2010 quarter, CIC-B continued its regional tour to mobilize national organizations and cereal stakeholders to set up national advocacy platforms. In addition to workshops organized in September in Burkina Faso, Côte d'Ivoire and Benin, CIC-B organized meetings in Mali (October 5), Ghana (October 13-14), and Togo (October 21). Overall, CIC-B gathered 251 stakeholders (including 48 women), and met with ministries and other high officials (police, gendarmerie, customs, city councils, and so on) of visited countries to inform them on the nascent West African cereal network and highlight policy and physical trade barriers that cereal exporters face in the region.

6.3 SUPPORT KEY EVENTS TO HIGHLIGHT PRIORITY ISSUES

USAID ATP invited five livestock traders, five maize traders and four onion traders from Burkina Faso to attend the December 2010 road show jointly organized by UEMOA's road governance observatory (OPA), USAID WATH, and USAID ATP. During this event, the 13th OPA report on trade barriers in the region was presented and discussed. USAID ATP presented its road harassment work along the livestock trade corridor from Fada N'Gourma to Parakou, along the maize corridor between Techiman and Kantchari, and along the onion trade corridor from Kantchari to Accra. In the presence of high officials from customs, police, gendarmerie, chambers of commerce, and ministries, invited traders expressed their concerns about road harassments faced when exporting cattle, maize or onion. In addition to the usual bribes and delays at road blocks, USAID ATP partners pinpointed abnormal practices related to phytosanitary certificates, for example, not only is the mutual recognition of phytosanitary certificates among West African countries not enforced, but when traders buy a new certificate, phytosanitary officials offload significant volumes of onion or maize – much more than a normal sample volume – for supposed phytosanitary controls that never happen. A USAID ATP partner also indicated that taxes for overtime are applied by most customs officials even during usual working hours. In September 2010, livestock traders expressed their concerns about the enforcement of the



The project's transport advisor showing on a map the results of road harassment surveys. Numerous high officials, including gendarmes (see the person in blue suit to the right) attended the presentation.

regulation on mixed transport: while the regulation forbids transporting herders with the animals, livestock traders explained that the presence of herders was crucial to ensure the health and safety of the animals being transported. A few other harassment practices related to cereals, livestock and onion were debated. Private value chain actors realize the value of the meetings and the opportunity that they offer to publicly voice their concerns and shed light on the trade barriers that they are facing along intra-regional transport corridors.

Environmental mitigation

All activities undertaken under Component 3 during the quarter under review received a Categorical Exclusion under the applicable IEE. The USAID ATP technical team and the project partners did not face any specific environmental challenge related to these activities.

7. OUTCOME 4: PROMOTING EFFICIENCY OF REGIONAL VALUE CHAINS

7.1 MARKET INFORMATION SYSTEM

USAID ATP’s main activities and events regarding market information systems from October to December 2010 included the following: (i) evaluation of the number of users on the Esoko platform; (ii) support to COFENAVI MIS data collection, monitoring/evaluation, and dissemination in Burkina Faso, Côte d’Ivoire and Mali; (iii) setting up a market information system for the “Centrale des producteurs de céréales - Togo; and (iv) participation in the “Bourse nationale céréalière Edition 2010” in Bobo Dioulasso, Burkina Faso.

New users registration

The USAID ATP/Esoko platform registered 887 new users during the quarter under review, an increase of 62% over the previous quarter (546). Ghana again accounted for the lion’s share as Esoko/Ghana, being the networks’ franchise, has a better operation and has suffered fewer disruptions during the software update than the other MIS partners in Burkina Faso, Mali, and Côte d’Ivoire (Table 1). On a cumulative basis, USAID ATP has registered 15,822 users since the start of the project (14,935 as of the end of FY 2010).

USAID ATP has initiated work with Esoko to categorize users by the value chain they engage in, but the task has proven difficult. One reason is that most users are engaged in many value chains and Esoko was not initially set up to cover this diversity. Another reason stems from how users register on the Esoko platform, which includes the following options: (i) self-registration, in which the user accesses Esoko’s website (www.esoko.com) to register; and (ii) registration by a third party, such as the enumerator, in which case the platform does not assign products. Thus far, most users rely on SMS (particularly alerts) and rarely on the Internet for their dealings, which makes such dealings difficult to track.

For the next quarter, the MIS plans include the continued sorting of users by value chain, analyzing and evaluating the list on the quality of the users registered on the Esoko platform, and organizing a registration campaign. The aim of this evaluation is to enable partners to identify their counterparts and exchange information with the right people.

TABLE 13: NEW USERS REGISTERED ON ESOKO PLATFORM, OCTOBER – DECEMBER 2010

Country	Burkina Faso	Ghana	Côte d’Ivoire	Mali	Togo	Total
New users	189	633	24	38	3	887

Source: Esoko Networks

Supervision of livestock MIS operations

From October 5 to November 12, the USAID ATP MIS specialist undertook an evaluation of the livestock market information system and trade data flow in Burkina Faso, Mali, and Côte d'Ivoire. In the previous year, the project had organized a training workshop for COFENABVI's data collectors in February 2010, followed by a review of the implementation plan in July 2010. The aim was to collect and post key livestock market information (prices, bids / offers and profiles of exporters / importers) on the Esoko platform for dissemination to value chain participants in the region.

The evaluation noted difficulties of livestock enumerators in using the online platform to transmit data for processing and dissemination. The MIS specialist worked with enumerators and their managers (focal points) to: (i) review the methods of data collection and transmission to the Esoko platform; (ii) assist collectors in transmitting information via SMS and the Internet, in cybercafés if available; and (iii) establish data quality control and approval by the national managers (focal points) of the COFENABVI MIS. The project MIS specialist will undertake follow-up supervision in the next quarter to ensure the quality of data disseminated by the Esoko platform.

Setting up MIS for cereals in Togo

On October 25-27, USAID ATP organized a workshop to help the *Centrale des producteurs de céréales du Togo* (CPC - Togo) establish a MIS. CPC-Togo, a member of the regional cereal network, *Réseau des professionnels céréaliers de l'Afrique de l'Ouest (RPCAO)*, is a national apex organization created in 2008 by cereal producers to enhance food security in the country. UPC-Togo comprises 1,068 grassroots grain producer organizations (*Organisations de producteurs de céréales/OPC*), 44 unions of OPC (UOPC), and five regional unions of OPC (UROPC) for a total membership of 25,887 producers. CPC-Togo is supported by the Togolese chapter of the regional *Institut africain pour le développement économique et social (INADES-Togo)*, which, in August 2010, had approached USAID ATP for help in this MIS activity.

The USAID ATP MIS specialist collaborated with the MIS manager of *Afrique Verte/Mali (AMASSA)*, the project's MIS partner in Mali, to facilitate the workshop. Participants discussed (i) the constraints and process of setting up an MIS; (ii) the establishment of an MIS that takes into account the structure and realities of CPC Togo; (iii) the conditions for sustainability of the MIS; and (iv) the planned activities to implement the MIS within the CPC Togo at the local and national levels, with ties to the USAID ATP/Esoko regional MIS.

USAID ATP will continue its collaboration with CPC-Togo in its MIS activities, as well as building relationships with partners in the region. For example, the project MIS specialist initiated a relationship between CPC and *Afrique Verte/Burkina (APROSSA)* to participate in APROSSA's December 2010 national cereal exchange (discussed below). He also facilitated a plan for CPC-Togo to visit AMASSA to gain valuable experience from that organization in MIS and cereal trade facilitation.

APROSSA 2010 cereal exchange

From December 20 to 21, 200 participants (processors, representatives of farmer organizations, traders and development support agents) from Burkina, Togo, Ghana, and Mali took part in the *bourse nationale céréalière* organized by APROSSA in Bobo Dioulasso (Burkina Faso) on the premises of the *Radio diffusion de la télévision de Bobo Dioulasso*. (The event was a follow-up to the Ouagadougou, December 2009, edition of USAID APT/APROSSA *bourse céréalière* that met with considerable success.) Participants discussed the project MIS specialist's presentation of the evolution of market prices for grain, tracked by APROSSA/*Afrique Verte* Burkina through the Esoko platform; listened to a description of the actions supporting and promoting the rural economy

presented by the director of the “*Direction générale pour la promotion de l’économie rurale (DGPER)*”; and then engaged in the bid and offer exercise.

Actors made ten offers to buy 2,850 tons and twenty eight offers to sell 8,210 tons of cereals, including yellow and white maize, white and red sorghum, millet, and local rice. These deals were posted on the Esoko platform, along with the contact information (profiles) of bidders and suppliers. On the spot, negotiations around these bids and offers led to the signing of 21 contracts for some 994 tons of cereals. The MIS specialist and the data analyst have designed a monitoring and evaluation tool for the MIS partners to follow the transactions and develop a data base application for the cereals exchange events.

USAID ATP provided its sponsored participants from Ghana and Togo with the opportunity to build business linkages with others value chain actors, as well as to observe the organization of the cereals exchange workshop and duplicate the same activities in their countries. The project facilitated a partnership between APROSSA and CPC-Togo to organize Togo’s first *bourse céréalière* by the end of 2011.

Other market information partners activities

APROSSA/*Afrique Verte* registered 519 VC actors on the platform (www.esoko.com). About 217 recorded members belong to the “*Fédération provinciale des professionnels agricoles de la Sissili, (FEPPASI)*.” FEPPASI plans to mobilize finance to train their stakeholders using APROSSA expertise. APROSSA will also proceed with the registration of the CIR-B, CIC-B, ORO and poultry VC actors. During the quarter, APROSSA trained 88 VC actors, including 12 women, in a market information workshop on the usage of the Esoko platform, and in a workshop on market information analysis and changes in grain markets.

Challenges

Though improvement was noticeable, the Esoko platform still faces challenges, including:

- Inability by managers to monitor the platform’s parameters (profiles of enumerators, account management, configuration of products and their codes, configuration of market localization, and product specification).
- Delays by Esoko in granting rights to managers to monitor the platform. Esoko often took 3-5 days to grant management rights, discouraging managers and their teams.
- Inability to categorize users already enrolled by profession and value chain (about 14,000 need to be categorized).
- Changes in SMS syntax in reporting value of bids and offers, introduced by Esoko without much consultation, are creating confusion. Value of bids/offers used to be by unit price, but this was changed to the total value of the transaction, forcing users to calculate the unit price.
- Inability to monitor historical prices because Esoko introduced product codes not consistent with those used by the old Tradenet.biz platform.
- Lack of clarity regarding users’ financial contributions, particularly how to contribute to the payment of the license, casts shadow on the sustainability of the system.
- Most of documentation remains in English, limiting its dissemination to francophone users, although efforts have been initiated to translate the documents.

Environmental mitigation

All market information collection and dissemination activities undertaken during the quarter under review received a Categorical Exclusion under the applicable IEE. The USAID ATP technical team and the project partners did not face any specific environmental challenge related to these activities.

7.2 MOBILIZATION OF ADDITIONAL FINANCE THROUGH ACCESS TO CREDIT

USAID ATP's strategy to mobilize finance for agribusinesses and intra-regional trade in livestock, maize, and onion/shallot value chains is based on a three-pronged approach: (i) assisting value chain actors to access finance by improving their capacity to develop bankable business plans and successfully apply for loans; (ii) facilitating the transfer of funds related to trade within value chains; and (iii) strengthening the capacity of selected financial service providers to evaluate creditworthiness and the risks associated with lending to agribusinesses.

During the October-December 2010 quarter, USAID E-ATP supported cereal organizations and a livestock entrepreneur to access credit. The project also continued working on the INOVA mobile transfer and payment platform pilot.

7.2.1 LIVESTOCK VALUE CHAIN

Viandes du Sahel S.A.

Viandes du Sahel S.A. (VDS) is a private Malian company processing and trading red meat. In 2008, VDS was granted the management of the Ségou slaughterhouse for 15 years, following the decision of the Government of Mali to privatize the management of all regional Malian slaughterhouses. The Ségou slaughterhouse was established in 1986 with funding (about \$600,000) from the Capital Development Fund of the United Nations. VDS is interested in buying fattened cattle from FEBEVIM members and in supplying high quality meat for the coastal markets (such as Côte d'Ivoire). However, having been poorly managed by the public sector, the facilities require an important upgrade to be able to produce meat compliant with international standards. Therefore, VDS developed a feasibility study with assistance from Oikocredit. The upgrading project will be financed by Oikocredit (credit of \$406,000), shareholders, and a local commercial bank for a total amount of about \$806,000. The loan will be secured by a lien on the concession contract, pledge on equipment and the 50 percent portfolio guarantee signed by USAID DCA's fund with Oikocredit. However, in order to provide VDS with the loan, Oikocredit requested USAID ATP's technical assistance to assess the technical aspects of the project (including intra-regional trade potentials) and provide technical advice. On December 14-21, USAID ATP's livestock value chain leader and finance advisor visited the slaughterhouse and met with VDS, Oikocredit and veterinary services. They advised all stakeholders on upgrades needed, as well as on management practices, especially the environmental management of solid waste. Good practices, as outlined in EGSSAA guidelines (solid waste, water and sanitation, food processing, livestock), were recommended and guidelines were shared in French. Following USAID ATP's advice, VDS committed itself to improving its business plan and requested financial support from USAID ATP to conduct a comprehensive environmental management study that would allow it to fine-tune its business plan.

Opération Tabaski

As part of *Opération Tabaski* in Côte d'Ivoire and Ghana (see Outcome 2), USAID ATP involved banks in credit supply and facilitation of fund transfers. In Burkina Faso, Banque atlantique was ready to supply a credit of \$200,000 to Burkinabè exporters to allow them to finance sheep until they get paid by buyers in Côte d'Ivoire; this loan was guaranteed by a deposit of \$100,000 mobilized by

COFENABVI. Unfortunately, at the last moment, *Banque atlantique* stepped out due to the rising political tensions in Côte d'Ivoire two weeks before the second poll of the presidential elections. USAID ATP then looked for an alternate option with Bank of Africa (BOA), which was ready to provide a \$120,000 loan guaranteed by a \$60,000 deposit, but it was no longer possible to release the credit in time. Despite this failure, USAID ATP's efforts showed livestock traders that, if they remain well organized under COFENABVI's umbrella and make arrangements well in advance, it is possible for them to access credit for intra-regional trade transactions.

7.2.2 MAIZE VALUE CHAIN

UCOVISA

Throughout FY 2010, USAID ATP facilitated access to finance for the cereal cooperative apex organization, UCOVISA, in Côte d'Ivoire, through a series of linkage facilitation efforts and through assistance to develop a bankable business plan. During the October-December 2010 quarter, USAID ATP reviewed the business plan prepared with support from a subcontractor, as well as UCOVISA's loan files and applications. UCOVISA's expects loans for a total amount of \$208,368. USAID ATP then facilitated the introduction of UCOVISA's credit application to financial institutions including BOA and *Le credit du Nord* (LCN). BOA Korhogo is still reviewing the application, while LCN has accepted to finance maize shellers (\$18,000). However, the banks will most likely not disburse the credits if the political crisis in Côte d'Ivoire is not resolved quickly.

CIC-B

Similarly, CIC-B requested assistance from USAID ATP to develop a business plan for the procurement of agro-inputs for its farmer members through an innovative scheme. With support from a sub-contractor, a business plan was developed and reviewed; CIC-B requested a loan of \$1,120,000. In early 2011, USAID ATP will review loan application files and facilitate the linkages between CIC-B and financial institutions.

7.2.3 INOVA MOBILE FUND TRANSFER AND PAYMENT PLATFORM

During the October-December 2010 quarter, USAID ATP, in partnership with USAID E-ATP, continued assisting the INOVA Payments Systems company and the *Union régionale des coopératives-Nazinon* (URC) through six of its branches (Kombissiri, Pô, Zabré, Gomboussougou, Manga and Kaïbo) in southern Burkina Faso. As a follow-up to the agreement signed between INOVA and URC-Nazinon that it facilitated in September 2010, USAID ATP advised both parties on their pilot program in mobile transfer for agricultural value chain actors, in particular cattle traders; this pilot includes cross-border mobile fund transfer facilities through the Afric-xpress network, with which INOVA is partnering in Ghana. The objective of the INOVA/URC-Nazinon partnership is to generate transfers and mobile payments of up to \$1.51 million by the end of September 2011. In late 2010, USAID ATP and INOVA agreed on a training and assistance program in the use of the INOVA-Pay platform for URC-Nazinon staff; this assistance will begin in early 2011. If the pilot program proves successful, USAID ATP and E-ATP will expand it to other target value chains and sustain the collaboration with INOVA through a public private partnership.

Environmental mitigation

Access to credit activities have the potential to adversely impact the environment and thus received a Negative Determination with Conditions under the applicable IEE. Environmental review forms (ERF) were completed for every contractual agreement signed with subcontractors to develop business plans; when activities showed high, moderate or unknown risks, an environmental review report (ERR) was completed and submitted to USAID for clearance. USAID E-ATP implemented

mitigation measures proposed in the ERR for the UCOVISA and CIC-B business plans: it requested that subcontractors insert a section on environmental mitigation and monitoring in the business plans, and the project shared with subcontractors and beneficiaries best practices as outlined in relevant EGSSAA guidelines (agriculture and irrigation; pesticide procurement; inorganic fertilizer).

The technical assistance to VDS received a Negative Determination with Conditions; see environmental mitigation under Outcome 2 for detailed information on mitigation measures.

Facilitation of cross-border fund transfer received a Categorical Exclusion under the applicable IEE.

The project did not confront any specific environmental issues related to these activities.

7.3 MOBILIZATION OF ADDITIONAL FINANCE THROUGH WAREHOUSE RECEIPTS

During the October-December 2010 quarter, the Ghana Grain Council (GGC) conducted a series of activities through USAID ATP's grant and USAID/Ghana ADVANCE support:

- **Staff recruitment.** An office manager was recruited in October 2010 to take the load of administration off the executive director so that he can focus on the technical issues around the development of the program.
- **Board members.** A new board member was recruited: Agrimat Ltd., a major agro-input dealer in Ghana. Another agro-input dealer and maize buyer, Wienco, operating under the name Masara N'Arziki, has agreed to be part of the board, but has yet to attend a board meeting.
- **Financial partners.** The GGC met with several financial institutions to recruit them as board members. It was directed by the banks to speak with their umbrella body, Ghana Association of Bankers (GAB), before they can be part of the GGC board according to their rules. GAB is made up of the managing directors of the 26 main banks in Ghana. The GGC has scheduled a presentation to the GAB for the 10th of February 2011.
- **Warehouse development.** Two of the initial warehouse candidates have left the pilot program. The Savannah Farmers' Marketing Company is no longer eligible for the USAID/Ghana ADVANCE grant because they have applied for much larger funds through the Millennium Development Agency (MiDA) to build a larger warehouse. The second warehouse candidate, Ebenolan, was unable to comply with requirements for the USAID/Ghana ADVANCE grant. Both partners will be re-instated pending their compliance. The above two partners have been replaced by: (i) Wienco – this firm operates a 14,000 ton warehouse at Tamale which they are financing themselves to upgrade according to GGC standards; and (ii) Sahel Grains in Techiman, which has brought in cleaning, drying, and other grain equipment and is being supported by GGC and USAID/Ghana ADVANCE to build a 2,000 ton warehouse.
- **Equipment procurement.** The GGC has completed documentation to procure equipment for candidate warehouses and sent requirements to USAID/Ghana ADVANCE to process.
- **Membership drive.** The GGC staff is following a plan to recruit more members by letters, phone calls and visits with a target of at least 50 new member organizations by March 2011, when the first annual general meeting (AGM) and election of officers will be held.
- **Trainings and workshops.** The GGC participated in (i) a workshop on warehouse receipt systems in Nairobi in October 2010; and (ii) the United Nations Conference on Trade and

Development (UNCTAD) seminar on warehouses, in Accra on December 9-11. During this UNCTAD seminar, a presentation on the GGC program was made by Olaf Kula of USAID/Ghana ADVANCE, Ismael Ouedraogo of USAID ATP, and Emmanuel Mante of the GGC.

- **Warehouse regulations.** In late 2010, the GGC was in the process of finalizing the rules and regulations that govern the warehouse activities. This has involved the inclusion of requisite items like definitions, forms and templates as appendixes to the regulatory document. The documents will be reviewed and discussed by the GGC board on January 27, 2011, after which it will be circulated to key stakeholders for their inputs. The next step will be to finalize and adopt these rules and regulations as the main guidelines for the pilot.
- **Inter-ministerial task force.** The GGC has been made a member of the inter-ministerial task force, mandated by the Government of Ghana to ensure the development of a warehouse law and commodity exchange law in Ghana. Other members of this task force include the Ministry of Food and Agriculture (MOFA), Ministry of Trade and Industries, Ministry of Finance and Economic Planning, the Ghana Standards Board, the National Food Buffer Stock Company (NAFCO), the Securities and Exchange Commission and the UNDP. The UNDP has committed to partially fund the draft law. The GGC will ensure that all stakeholders will use its pilot to inform input into the law.
- **Quarterly action plan.** The GGC has developed an action plan for the January-March 2011 quarter. One of its priorities will be to complete the upgrade of two warehouses in Nkoranza and Tamale. Other activities include the procurement of equipment, the completion of all standards documentation to be used in warehouses (forms, receipts, etc.), and the training of warehouse managers and staff.

Environmental mitigation

Increased storage (through warehouse upgrading and new constructions) and use of fumigants may have adverse effects on the environment. To mitigate these risks, the USAID/Ghana ADVANCE project (USAID ATP's partner in this program) produced environmental compliance documentation, such as the initial environmental examination and the environmental mitigation and monitoring plan, and assists the GGC in complying with environmental regulations. USAID ATP's support is limited to funding office and administration expenses and strengthening management activities, which have no significant adverse effect on the environment.

7.4 MOBILIZATION OF ADDITIONAL FINANCE THROUGH LEVERAGE

Opération Tabaski – 2010 Edition

See sub-section 5.2.5. The project utilized the sheep exhibition in Accra/Tema as a vehicle and provided technical assistance for the organization of the event while ensuring that necessary measures are taken to comply with environmental and sanitation standards. The PPP advisor led the team effort in Ghana, in conjunction with the value chain leader in Ouagadougou.

FEBEVIB contributed up to 60% of the transportation cost, while members of the Ghana Livestock Breeders and Traders Association supported the exhibition by providing in kind support (time in preparation of the event, facilitation and networking) enabling Burkina exporters to sell the sheep in a very short two to three day period. USAID ATP covered the media communication of the event in Ghana and facilitated the crossing of checkpoints along the corridor, resulting in a zero bribe cost.

Furthermore, during the quarter, the PPP advisor traveled to Burkina Faso to coordinate his working plan with value chain leaders and identified new PPP projects.

Improving the competitiveness of grain processed produce in the regional consumer markets

USAID ATP has initiated collaboration with two medium-sized maize processors in Burkina Faso, *Meunerie et emballage de légumes secs* (MELS), established in Ouagadougou, and AGRO CIPA, located in Bobo Dioulasso. The partnership covers many areas: (i) assistance to secure the supply of quality grains through contract farming with small grain farmers and linkages; 2) assistance to improve product packaging and 3) assistance to expand the partner's distribution network in the regional consumer market.

Pipeline

The PPP advisor has identified the following leads to explore in the coming quarters:

- *Centre international de commerce et d'échanges du Sénégal* (CICES) to help strengthen market linkages initiated by USAID ATP and USAID/Senegal PCE projects in Senegal, so to contribute to the sustainability of these projects;
- EMPRETEC Ghana Foundation, a provider of training and business development services, to facilitate access to financial services for promising agriculture related small and medium-scale enterprises;
- *Burkina Primeurs*, in Burkina Faso, to support that company's investment in the distribution of quality onion (graded, weighed and packaged in mesh bags) in Côte d'Ivoire and other coastal countries in the region;
- Leonard Ouedraogo, general manager of SEGAS-BF, to extend to Burkina Faso the lessons of the Ghana pilot warehouse receipt system;
- Techiman Metropolitan Assembly in Ghana, to redesign the grain commodity component and improve efficiency in market operations;
- Selected Ghana truckers to pilot the reduction in size of trucks so as to comply with the region's axle load regulations.

Environmental mitigation

USAID ATP conducts a due diligence of its potential PPP partners. In addition, the project screens joint activities planned under each PPP (completion of an ERF and of an ERR when activities show high, moderate or unknown risks). During the quarter under review, USAID ATP submitted two pre-partnership environmental assessments to USAID for clearance (PPP EmbaMali and PPP Amassaman); it also initiated new assessments for PPPs in the pipeline. The project did not face any specific environmental challenge related to these activities.

8. ENVIRONMENT - STATUS OF MITIGATION AND MONITORING

USAID ATP considers environmental compliance to be very important, especially as it pertains to achieving project objectives and reinforcing the project's sustainable impacts. Best practices contribute to improved competitiveness through improved quality and increased efficiency of value chains, and thus reduced costs; this often implies a decrease in resource use and a reduction of waste streams as well.

Specific mitigation measures and monitoring implemented during the October-December 2010 quarter are indicated in each technical section of this quarterly progress report. USAID ATP implemented mitigation measures as planned in the FY 2011 USAID ATP Environmental Monitoring and Mitigation Plan, whenever an activity received a Negative Determination with Conditions.

USAID ATP carries out environmental screenings for activities conducted under new contractual agreements. The project prepares environmental review forms (ERFs) for every professional service agreement it signs. When ERFs identify activities as very low risk and judge that they would receive a categorical exclusion under the applicable IEE, USAID ATP keeps them on file. When activities are identified as having a potential impact on the environment, the ERF and an environmental review report (ERR) are submitted to USAID for clearance. Moreover, during the process of PPP and grant development, USAID ATP conducts a pre-award review, which includes a due diligence of the partner and a screening (through an ERF) of joint activities proposed in the PPP or grant. In order to conduct the due diligence, the project uses a checklist that includes environmental considerations such as the existence of environmental procedures and documentation, awareness/training of the staff on environmental issues, and the implementation of mitigation measures.

During the quarter under review, two environmental reviews for PPPs and four environmental screenings for professional service agreements were submitted to USAID for clearance.

USAID ATP asserts that all activities implemented during the October-December 2010 quarter were within the scope of the approved Regulation 216 environmental documentation. USAID ATP did not observe or learn of any specific environmental issue requiring USAID's attention.

9. CROSS-CUTTING AREAS

9.1 GENDER

During the October-December 2010 quarter, USAID ATP value chain leaders incorporated a gender dimension to many activities of the FY 2011 VCDPs.

Supporting cereal processors

As mentioned under Outcome 2, USAID ATP, in collaboration with USAID E-ATP, provided CIC-B and the West African cereal network with a grant and technical assistance to organize a regional training on “Leadership and entrepreneurship: promoting business linkages among women cereal processors in West Africa.” The training was organized in Ouagadougou on November 25-27, with 25 women from seven countries (Burkina Faso, Benin, Côte d’Ivoire, Ghana, Mali, Togo, and Senegal). Participating women were owners and/or



Participants of the regional training on “Leadership and entrepreneurship: promoting business linkages among cereal women processors in West Africa”

managers of small-to-medium scale cereal processing units, processing for human consumption as well as animal feed. The workshop ended with an exhibition and tasting of processed cereal products from these countries (see pictures below). Main outputs of this workshop were i) improved skills of women in entrepreneurship, processing technologies and practices, and leadership in professional associations; ii) exchange of lessons learned and experiences among participants; and iii) highlighting the importance of women entrepreneurs to collaborate at the regional level and as a women’s group. Expected outcomes are that women stakeholders play an active role in the nascent West African cereal network to increase their benefits from intra-regional cereal trade.



Cereal processors presenting their products during an exhibition-tasting

Support to a sheep fattening association

During the quarter under review USAID ATP assisted the *Association des veuves de Titao* (widow association in Titao, Burkina Faso) in applying for an USADF grant. The association was interested in a small grant of \$8,500 to purchase inputs needed for sheep fattening; sheep are then exported to coastal countries such as Côte d'Ivoire and Ghana. The application was submitted to USADF in January 2011.

Assistance to an onion processing unit

During this review period, USAID ATP provided Rose Eclat manager Touré with financial and technical support to attend the FAGRO fair in Ghana, to develop labels in English for her dried onion packages, and to prospect the Nigerian market for dried onion (for more information, see Outcome 2).

Rose Eclat and NAFA

Touré created Rose Eclat in 1999 in Ouagadougou to dry fruits and vegetables. The company employs 58 persons (all women). The plant is equipped with some 20 gas driers, manufactured locally. The company's 2010 turnover was 60 million Fcfa (\$120,000). So far, Rose Eclat has mainly produced dried mangoes for the European market where they are sold as organic products. Since 2008, however, mango trees in Burkina Faso have been severely attacked by white flies, for which no efficient control is currently available and, therefore, the mango market has collapsed. This situation, added to the high seasonality of mango production, convinced Mrs. Toure to shift her production from dried mangoes to dried onions.

Rose Eclat is a member of the NAFA Economic Interest Grouping (GIE; NAFA means *prosperity* in the local language), which represents over 300 female processors of dried fruits and vegetables. The GIE has a line of credit from BRS bank that benefited Rose Eclat in 2006 (loan of 10 million Fcfa - \$20,000) and 2009 (loan of 29 million Fcfa - \$58,000).

Rose Eclat is very active in developing partnerships: in addition to USAID ATP, the World Bank-funded value chain project and the UEMOA Quality Program support Rose Eclat to promote its dried products throughout the region and in Europe (for mangoes).



Mrs. Rosemonde Toure, owner and manager of the Rose Eclat company, in front of one of her gas driers



Mrs. Toure, with Rose Eclat employees – all female

Making GAPTO more gender-sensitive

As indicated under Outcome 2, USAID ATP played a critical role in the rejuvenation of GAPTO in Ghana, through a progress PIVA workshop and a general assembly meeting on November 8-12 in Kumasi. GAPTO represents 12,000 members, 10,000 of which are women. Nevertheless, women were poorly represented in the executive council, with only four women among 17 executives. Through training sessions on gender equity and the role of women in its target value chains, and through informal discussions with members and sensitization throughout the general assembly, USAID ATP was able to convince GAPTO members to elect more females. As a result, the new executive council is composed of 12 women and eight men.



GAPTO female executives and USAID E-ATP's gender specialist



GAPTO women members scoring their organization during a PIVA exercise

Making ONFO more gender-sensitive

During the PIVA of ONFO organized in Ouagadougou from November 29 to December 1 (see Outcome 2), USAID ATP facilitated a session on gender and equity to increase awareness of onion value chain actors on the importance of having a gender-sensitive organization and on the roles of women in the onion value chain; the objective was also to ensure that the seven PIVA questions on gender and equity were well understood before ONFO members scored them.

Panel discussion

On November 4-5 in Ouagadougou, USAID ATP and E-ATP participated to a panel discussion on the question: "Is the food-processing industry profitable for women?" The panel was part of a workshop organized by *Afrique Verte* on "Regional trade in foodstuff in West Africa: opportunities and constraints," and funded by the *Fonds de solidarité prioritaire* (FSP) of the French Ministry of Foreign Affairs through its program *Genre et économie, les femmes actrices du développement*. This program is implemented by a dozen African and French NGOs to develop women's autonomy through revenue-generating activities and lobbying. Some 35 women owning or managing small food-processing units in Benin, Burkina Faso, Côte d'Ivoire, Mali, Niger, Senegal and Togo attended the workshop. USAID ATP and E-ATP made a presentation on the roles of women in agricultural value chains in the region and contributed to the panel discussion. This workshop was an opportunity to strengthen the USAID projects' linkages with the national gender network in Burkina Faso and other West African countries.

Environmental mitigation

Most activities mentioned under this section were already described under Outcomes 2 and 4, including environmental mitigation measures when appropriate (see above for more details).

The facilitation of the contact between the sheep fattening women's group and USADF did not require any specific mitigation measure from USAID ATP; moreover USADF takes environmental considerations into account when they screen applications received from professional organizations. USAID ATP's participation to the panel discussion had no significant adverse effect on the environment and received a Categorical Exclusion under the applicable IEE. The project did not face any specific environmental issue related to these gender activities.

9.2 COMMUNICATIONS

Project communications activities in the October-December 2010 quarter focused on increasing the quantity of communication materials and targeting them for specific stakeholders; improving the quality of said materials in terms of research, writing and design; being responsive to the requests and needs of other project components (value chains and cross-cutting areas); and providing materials in a timely manner based on an organized production schedule.

The work schedule included a designated communications staff person going to the technical office in Ouagadougou for up to two weeks of every six, in order to provide communications support for value chains and cross-cutting areas, as well as on-the-ground connections with technical staff and coverage of field activities.

In this quarter, the newly hired communications manager also familiarized herself with the Ouagadougou office personnel and activities.

During the quarter under review, field coverage by communications staff included:

- The visit of USAID/West Africa Deputy Mission Director Lisa Franchett to the Ouagadougou office;
- Regional workshops on cereal production and intra-regional trade in Burkina Faso;
- On-site consultations with value chain leaders in Ouagadougou;
- Media coverage of *Opération Tabaski* in Accra, and Abidjan and for the GAPTO PIVA in Kumasi.

Ouagadougou staff provided departmental coverage of the onion advocacy workshop and latest road harassment road show on December 21.

9.3 RELATIONSHIP BUILDING

In October 2010, USAID ATP/E-ATP attended a regional workshop organized by UEMOA in Cotonou to validate a report on a study on UEMOA's priority agricultural value chain development plans. Participants in the workshop included the director of agriculture and the director of livestock from each member state; national representatives of professional agricultural and livestock organizations from each member state; regional representatives of professional agricultural and livestock organizations; and representatives from regional and international organizations.

USAID ATP and E-ATP, which are working in four of the five UEMOA value chains (livestock and maize for USAID ATP, and poultry and rice for E-ATP), extended an invitation to UEMOA to a working session with USAID ATP/E-ATP in Ouagadougou. The objective of the working session will be to discuss with UEMOA officials and technical staff how USAID ATP and E-ATP could assist in the implementation of UEMOA's priority value chain development plans. UEMOA's officials accepted the invitation; the working session will take place in early 2011 at UEMOA headquarters or at the USAID E-ATP office in Ouagadougou.

9.4 MEDIA COVERAGE

The project undertook a media relations strategy re-evaluation in order to determine how news coverage might be developed in both Ghana and the Francophone sub-region without having to "pay for placement." The communications strategy put in place expands media coverage through more

aggressive forms of media awareness, re-packaging success stories for website and media, and developing additional feature stories for website, in both English and French. Examples of the strategy include the following:

Operation Tabaski Ghana: The in-depth communications strategy developed for *Operation Tabaski* in Ghana used newspaper and radio announcements, news coverage, and posters targeted to a Muslim audience. There were six radio announcements on four (different radio stations, five TV announcements on two TV networks, and three newspaper announcements in three newspapers. An opening ceremony was arranged and was aired on a TV network and published in at least two (2) newspapers. Additionally, 30 posters, three directional signs, and one event banner were produced and used for the event.

Operation Tabaski Côte d'Ivoire: A creative communications was produced for this event: newspaper announcements appeared four times; radio advertisement ran ten times; radio discussions/interviews took place four times on radio Al Bayane, a Muslim radio network, and ten times on Téré FM, a local radio station in Abidjan; and four radio spots ran on *Radio nationale ivoirienne*. A banner was designed for the opening ceremony, and 1,000 posters and 1,000 flyers were printed and distributed. A communications staff went to the sheep sale sites to monitor and evaluate the media effectiveness.

Interview on private TV station: The COP did a one-on-one TV interview for the program "Business Summit," offered at no charge, that aired in Ghana in December 2010 and January 2011. The communications unit will reproduce that program on a DVD to be included in the project's information packets. The plan is to arrange for a similar interview in French with AfriCable in Ouagadougou.

Coverage in local press: "*Chaine de valeurs oignon/échalote: Les acteurs veulent assainir le milieu*"; "*Professionnelles des céréales de la sous-région: "Session de recyclage des transformatrices"*", *L'Observateur (Ouagadougou)*, November 20; "*Les bonnes pratiques d'hygiène et de découpe de la viande enseignées aux bouchers*", *L'Observateur*, October 7; and "*Filière oignon/échalote: Une variété pluviale pour un approvisionnement sans rupture*", *L'Observateur (Ouagadougou)*, December 23.

9.5 PRODUCTION AND PUBLICITY

Communications products produced during this quarter included a combined fact sheet on both USAID ATP & E-ATP projects (in English and French); six success stories (in English and French); "In Brief" communiqués (in English and French); two editions of the eight-page newsletter, *Trade Catalyst* (in English and French); a weekly calendar of events/activities for USAID/WA; and a monthly communications activities calendar for project staff, based on monthly reports. A new USAID ATP brochure is currently in development, as the original is dated.

To comply with USAID's branding directive that forbids the use of project logo, the project has developed a new signage, letterhead, and business cards. A Season's Greetings card was also developed for end-of-year electronic distribution.

The project's communications covered all value chains and cross-cutting activities, as follows:

- Maize was featured in the Newsletter article, "Warehousing for Maize and Other Cereal Products" (December 2010) and in the success story of a Ghanaian maize farmer/trader who took upon himself to train other farmers in integrated pest management practices after participating in a training offered by the project..
- Livestock/Meat got extensive coverage in the *Opération Tabaski Ghana* and *Opération Tabaski*

Côte d'Ivoire, as detailed above.

- Onion/Shallot coverage included the rainy season onion success story; onion bribery press release submitted to USAID/WA.
- Gender was addressed in a gender fact sheet and a brochure on gender integration into value chains. Several articles on gender were also produced, including the following specific to USAID ATP: “Women Onion Traders from Burkina Faso Find New Customers Across Borders,” (December 2010); and “USAID ATP Helps GAPTO Integrate Gender in its Operations” (November 2010).
- Grants operations were featured in a Newsletter, “USAID Grants Promote Organizational Efficiency” (October 2010).
- Market information system materials were developed for a MIS brochure and Esoko-use wallet card was featured in the October 2010 newsletter: “Reducing Time and Cost of Doing Business: Market on Your Mobile Phone.”
- Policy and advocacy activities were featured in “Rules of the road,” a brochure under development in collaboration with ECOWAS; and newsletter articles: “Regional Projects Assist in Reducing Barriers to Intra-Regional Trade” and “ECOWAS Commissioner Talks with USAID ATP Management,” (ECOWAS, October 2010).
- Road harassment work was covered in the onion bribery press release and success story (in approval process); and a newsletter article: “Coaching for Better Trucking,” October 2010.

9.6 USAID ATP WEBSITE

The project lost all its website's content following miscommunication between its website's manager (Abt Associates) and host (Networks Solutions). Extensive work was done both in Accra and Ouagadougou on recreating and updating the content and e-mail contact lists.

10. PROJECT MANAGEMENT

10.1 TRAVEL

	Date of Travel	Countries	Travelers	Purpose
1	03/10/10 - 16/10/10	Côte d'Ivoire Burkina Faso	Olivier Kabre	Monitor and review MIS data collection methods on livestock/meat VC by COFENABVI at different market areas to ensure efficient and appropriate transmission of data onto the Esoko platform
2	4/10/2010 - 22/10/10	Burkina Faso Benin Ghana	Kossi Dahoui Sadok Zerelli Nguessan Nguessan	Conduct a transport and logistics study of the livestock value chain barriers along the USAID ATP transport corridors and across border posts
3	18/10/10 - 27/10/10	Burkina Faso Ghana	Frank Ofei	Identify regional trade promotion activities in FY 2011 with policy dimensions and contribute to the annual update of VCDPs and Advocacy Plans
4	25/10/10 - 29/10/10	Togo	Olivier Kabre Yacouba Ballo	Organize and conduct a workshop on establishing a MIS within the Cereal Producers Central in Togo
5	27/10/10 - 31/10/10	Ghana	Raphael Vogelsperger	Participate in USAID ATP and E-ATP WP presentation at USAID/WA
6	31/10/ - 18/11/10	Burkina Faso Ghana	Nguessan Nguessan David Schacht Kossi Dahoui	Conduct the Transport and Logistics study for maize VC
7	31/10/10 - 5/11/10	Burkina Faso	Ismael Ouedraogo	Meet with technical staff in Ouagadougou and participate in the project's presentation to USAID/WA Deputy Mission Director
8	01/11/10 - 09/11/10	Mali	Olivier Kabre	Monitor and review the MIS data collection methods on livestock/meat by COFENABVI at different market areas to ensure efficient and appropriate transmission of data onto the Esoko platform
9	02/11/10 - 08/11/10	Benin	Frank Ofei	Represent the project at a regional workshop organized by ECOWAS
10	02/11/10 - 05/11/10	Burkina Faso	Christian Amedo Olivier Kabre	Work with the Ouaga staff on data collection for USAID ATP FY 2011 activities. Present the USAID ATP M&E and MIS platform to the Deputy Director of USAID/WA
11	05/11/10 - 11/11/10	Ghana	Rose Wanzie Jules Sombie Jean Didier Nacoulma Issa Yameogo	Support GAPTO General Assembly meeting; conduct a progress PIVA; and identify priorities for USAID ATP's institutional support in FY 2011
12	14/11/10 -	Ghana	Seydou Sidibe	Coordinate the 2010 <i>Opération Tabaski</i> for

	19/11/10			which USAID ATP supports livestock exporters from Burkina Faso to develop business linkages and sell sheep to Ghanaian livestock traders
13	06/12/10 - 18/12/10	Burkina Faso	Kossi Dahoui	Participate in advocacy workshop and prepare a plan on road harassments as experienced by the onion/shallot VC actors
14	14/12/10 - 21/12/10	Mali	Daouda Sakho Seydou Sidibe	Assist the company Viande du Sahel in mobilizing funds with Oikocredit to upgrade its equipment. Through this upgrade, the objective of Viande du Sahel is to become competitive to export quality meat to terminal markets in the region
15	05/12/10 - 17/12/10	Ghana Burkina Faso Nigeria	Frank Ofei Daniel Plunkett	Train on the regional trade rules at an advocacy workshop for the onion VC in Ouagadougou, and to work with the ECOWAS Commission in Abuja on the Policy Watch system.
16	06/12/10 - 20/01/11	Ghana Nigeria	Jonathan Coulter Alexis Anning	To conduct a study on commodity exchange in West Africa
17	16/12/10 - 23/12/10	Burkina Faso	Olivier Kabre Brahima Cisse	Participate in the organization and monitoring of transactions at the national Cereal Fair (Bourse Céréalière) in Bobo Dioulasso
18	27/12/10 - 4/01/11	Ghana	Dieudonne Kam	Cross-check the quality of road harassment data and observe how traders and truckers apply USAID ATP training in avoiding bribe payment

10.2 PROGRESS REPORT AND OTHER CONTRACTUAL DOCUMENTS

USAID ATP submitted its FY 2010 annual report and FY 2011 workplan, which are under review by the COTR.

USAID ATP received a task order modification to incrementally fund the project in the amount of \$4,000,000, which brings the total obligated amount to \$14,333,536.

USAID ATP submitted a revised branding implementation and marking plan that fully complies with USAID branding and marking requirements.

10.3 SUBCONTRACT AGREEMENTS

USAID ATP entered into agreements with the following organizations:

	Period of Performance	Organization	Amount	Purpose
1	11/10/10 – 01/12/10	Cabinet Sicarex	FCFA 3,300,000	Identify commercial buyers and processors of millet/sorghum and maize in West Africa as well as financial institutions interested in investing
2	07/12/10 – 31/12/10	CDC Consult Limited	GH¢ 30,699	Assist USAID ATP partners in Ghana with developing business plans, evaluate their management systems, and conduct a market study on technical and financial opportunities for these partners

II. PIPELINE ANALYSIS

CONTRACT BUDGET CATEGORY	BUDGET AMOUNT	EXPENSES BILLED TO USAID THRU 12/31/10	ACCRUED EXPENSES THRU 12/31/10	REMAINING BALANCE
DIRECT LABOR (excluding fringe)	2,111,918	1,438,705	9,241	663,972
OTHER DIRECT COSTS	3,035,178	2,862,383	147,129	25,666
SUBCONTRACTS, CONSULTANTS, GOVERNMENT PROPERTY, GRANTS	7,509,641	3,607,348	510,096	3,392,197
INDIRECT COSTS (including fringe)	3,221,225	2,375,816	60,277	785,132
FIXED FEE	1,032,068	668,644	45,785	317,639
TOTAL	\$16,910,030	\$10,952,896	\$772,528	\$5,184,606

PIPELINE ANALYSIS

FUNDED AMOUNT (OBLIGATION)	14,333,536
TOTAL BUDGET	16,910,030
LESS ACCRUED EXPENSES THROUGH 12/31/10	11,725,424
OBLIGATION BALANCE ON 12/31/10	2,608,112
BUDGET BALANCE ON 12/31/10	\$5,184,606
MONTHLY AVERAGE BURN RATE	\$366,420
PIPELINE MONTH OBLIGATION AT CURRENT MONTHLY BURN RATE	7
PIPELINE MONTH BUDGET AT CURRENT MONTHLY BURN RATE	22
PROJECTED MONTHLY BURN RATE FOR NEXT QUARTER	250,000
PIPELINE MONTH OBLIGATION AT PROJECTED MONTHLY BURN RATE	10
PIPELINE MONTH BUDGET AT PROJECTED MONTHLY BURN RATE	21

12. PERFORMANCE INDICATOR REPORTING

12.1 USAID ATP PERFORMANCE INDICATORS

TABLE 14: USAID ATP OUTCOME INDICATORS AND QUARTERLY ACHIEVEMENTS IN 2011

Objective/Outcome Indicator	1st Quarter 2011 Achievements	Remarks
% change in value of intra-regional exports of targeted agricultural commodities as a result of USAID ATP program assistance (First Quarter FY2011 compared with First Quarter 2010)	(30)	The value of trade in livestock decreased by 37% and in maize by 33%.
Program Element: Agriculture Enabling Environment		
Number of policy reforms presented for legislation/decision as a result of USAID ATP program assistance	2	ECOWAS Council of Ministers to adopt M&E manual introduced by the project to enhance functioning of national units coordinating policy implementation at country level Introduction of agricultural trade policy barriers into the ECOWAS decision-making apparatus with the likelihood of adopting a regional directive on facilitating ETLs application at national level in favour of agricultural products
Transport obstacles, number of checkpoints and bribe costs per 100km (as percent decrease over baseline-cumulatively)	36	The project reduced bribe costs on the Kantchari-Accra Onion corridor by 36% over the baseline by the end of the first quarter of FY 2011
Number of policy reform processes reaching dialogue milestone after significant advocacy by private and other non-governmental across as a result of USAID ATP program assistance	0	None presented this quarter
Program Element: Agricultural Sector Productivity		
Amount of private financing mobilized or leveraged to contribute to the realization of the project's primary objectives (\$)	447,370	The project was able to mobilize/leverage a total of \$447,370 in the livestock value chain, during the first quarter of FY 2011. These include a \$100,000 internal financing of Tabaski operations by COFENABVI/FEBEVIB in Côte d'Ivoire and another \$347,370 in Ghana in November 2010
Number of institutions/organizations making significant improvements in their ability to offer services to their clients based on recommendations of USAID ATP-supported	2	The project organized two (2) PIVAs for two organizations in the first quarter of FY 2011. They include GAPTO and ONFO.

assessments (as represented by significant progress on specialized PIVA scores)		
Number of new users of regional MIS	887	The USAID ATP/Esoko market information platform registered some 887 new users by the end of the first quarter of FY 2011 in Ghana, Côte d'Ivoire, Burkina Faso and Mali.

TABLE 15: USAID ATP OUTPUT INDICATORS AND QUARTERLY ACHIEVEMENTS IN 2011

OUTPUT INDICATOR	1st Quarter 2011 Achievements	Remarks
Program Element: Agriculture Enabling Environment		
Number of policy reforms analyzed as a result of USG assistance	0	
Number of institutions/organizations undergoing capacity/competency assessments as a result of USG assistance	0	
Number of individuals who have received short term agricultural enabling environment training as a result of USG assistance(men & women)	18	The project trained 18 individuals including 5 women in advocacy techniques and drafting of advocacy plan on road harassment experienced by onion/shallot value chain stakeholders in Ouagadougou from December 6-8, 2010
Program Element: Agricultural Sector Productivity		
Number of new technologies or management practices made available for transfer as a result of USG assistance	3	Mobile banking and transfer based on mobile phone SMS through micro-finance institutions in rural areas in Burkina Faso (INOVA and URC-NAZINON) Extension of the production period of rainy season onion and promotion of new varieties in Burkina Faso Promotion of good practices of food processing and waste management with Rose Eclat in Burkina Faso
Number of producer organizations, water users associations, trade & business associations and community-based organizations (CBOs) assisted as a result of USG interventions	23	Ashaiman Cattle Breeders and Traders Association <i>Association des Exportateurs de la Filière Oignon du Burkina</i> <i>Association des exportateurs d'oignon du Burkina</i> <i>Association des Femmes Paysanne de Cote d'Ivoire</i> <i>Association Nong Taaba/Bobo-Dioulasso</i> <i>Association Professionnelle des Maraîchers du Yatenga</i> <i>Comité Inter Professionnel de Céréales Burkina</i> <i>Association Nong Taaba/Bobo-Dioulasso</i> <i>Fédération de la Filière Bétail/Viande du Burkina</i> <i>Federation de Tenado</i> <i>Federation des Unions de Producteurs d'Oignon de Kongousi-B.F</i> <i>Fédération des Union des Sociétés</i> <i>Coopératives pour la Production de la Filière de Bandiagara</i> GAPTO Groupement Benen Yalgo Ghana Progressive Cooperative Onion

		<p>Farmers and Traders Association</p> <p><i>Observatoire National de la Filière Oignon du Burkina</i></p> <p><i>Union Départemental de Groupement de Producteurs Maraîchers de Korsimoro</i></p> <p><i>Union Départemental des Professionnels Agricoles</i></p> <p><i>Union Départemental des Producteurs de Fruits et Légumes</i></p> <p><i>Union Provinciale des Producteur Maraîchers</i></p> <p><i>Union des Cooperatives de Nazion</i></p> <p><i>Union des Producteurs Maraîchers du Sourou</i></p> <p><i>Viande du Sahel SA/Mali</i></p>
Number of agricultural-related firms benefiting directly from interventions as a result of USG assistance	9	<p><i>Association des Professionnel s de l'Irrigation Privée et des Activités Connexes Burkina Primeurs</i></p> <p><i>Ecole Secondaire Agro-Pastorale Irrigation Burkina Faso</i></p> <p><i>Noema Agricole du Faso</i></p> <p>NANKOSEM</p> <p>Rose Eclat</p> <p>TOP MONTAIN/Senegal</p> <p>Agro-Productions</p>
Number of PPPs formed as a result of USG assistance	0	None formed this quarter
No of individuals who have received short term agricultural sector productivity training with USG assistance(men & women)	105	A total of 105 individuals participated in agricultural sector productivity training including 67 females and 38 males during the quarter. The trainings were in the area of acquisition of skills in technology transfer.
Number of women's organizations/associations assisted as a result of USG interventions	4	<p>Four (4) women organizations received assistance in the first quarter of FY11. Women organizations assisted include:</p> <p>AEFOB</p> <p>AEOB</p> <p>AFP/RCI</p> <p>Rose Eclat in Burkina Faso.</p>

TABLE 16: VALUE OF INTRA-REGIONAL TRADE BY VALUE CHAIN QUARTER-OVER-QUARTER

Marketing Channel	First Quarter FY 2010 US\$ million	First Quarter FY 2011 US\$ million	% Change
Maize	2.56	1.71	(33)
Livestock	107.27	67.47	(37)
Onion	7.98	13.82	73
Total Trade	117.82	82.95	(30)

12.2 CUSTOM INDICATORS

TABLE 17: VOLUME OF INTRA-REGIONAL TRADE IN TARGETED AGRICULTURAL COMMODITIES (LIVESTOCK RUMINANT, MAIZE AND ONION/SHALLOT)

Marketing Channel	Trade Data (Tons/Head) First Quarter FY 2010	Trade Data (Tons/Head) First Quarter FY 2011	% Change FY 2011/FY 2010
Maize	13,064	9,239	(29)
Cattle	122,737	94,485	(23)
Sheep/Goats	303,432	211,124	(30)
Onion	11,692	17,016	+46
Total	NA	NA	

TABLE 18: AVERAGE UNIT PRICE (US\$) OF TARGETED AGRICULTURAL COMMODITIES

Value Chain	First Quarter FY 2010	First Quarter FY 2011	% Change (FY 2011/FY 2010)
Maize (Unit Price/100kg Bag-US\$)	20.48	20.10	(1.89)
Cattle (Unit Price/Head-US\$)	536.30	519.63	(3.11)
Sheep/Goats (Unit Price-US\$)	93.94	77.08	(17.95)
Onion (Unit Price/100kg Bag-US\$)	73.24	74.66	+1.94

TABLE 19: CONTRIBUTION OF VALUE CHAINS TO INCREASED INTRA-REGIONAL TRADE IN FIRST QUARTER OF FY 2011

Value chains	% Increase in Value (First Quarter FY 2011 over First Quarter FY 2010)	Trade Weight in First Quarter FY 2011	% Contribution to Total Trade Increase
Maize	(33.20)	2.17	(0.72)
Livestock	(37.11)	91.05	(33.79)
Onion	73.18	6.77	4.96
Total Trade	(29.56)	100.00	(29.56)

TABLE 20: NUMBER OF STOPS AT CHECK POINTS IN FIRST QUARTER OF FY 2011 ON ONION CORRIDOR

Quarter	Number of Check points per 100km
Oct-Dec 2010	0% decrease compared to baseline of 2.6

TABLE 21: SCORES OF PIVA ADMINISTERED IN FIRST QUARTER OF FY 2011

Two initial PIVAs were conducted in first quarter of FY 2011; for GAPTO and ONFO/BF.

Organization	Max Scores	2010 scores	Objective/Target 2011
GAPTO	264.0	160.4	162.6
ONFO/BF	264.0	100.7	130.1

TABLE 22: USAID ATP DELIVERABLES

OUTCOME	TASK	No	DELIVERABLE	STATUS OF IMPLEMENTATION IN FIRST QUARTER FY 2011	REMARKS
Outcome 1: Significant reduction of the incidence of physical and policy-related barriers to moving agricultural and related commodities regionally in West Africa	Task A 3.1.1: Collect and disseminate information on transport barriers, in coordination with UEMOA	1	Semi annual reports on road harassment on at least one selected trunk route	Fourth OPA report available	
	Task A 3.1.2: Support a communications campaign to discourage road harassment	2	Annual dissemination strategy for information on road harassment	Annual Dissemination strategy to be updated in FY 2011.	Report will be available by FY 2011.
		3	Implementation of dissemination campaign with partners	Road shows with partners is on-going	Reports to be produced by Road and Logistics advisor
	Task A 3.1.3: Identify key locations where investments in logistics infrastructure have the potential to greatly enhance intra-regional trade; facilitate private investment in these locations	4	Annual list of target investments in market logistics infrastructure with a 'mini-strategy' for facilitating public/private investment for each target investment	Annual list of target investments in market logistics infrastructure has been produced and submitted by CARANA in December 2010.	Report available
		5	One PPP in logistics infrastructure facilitated per full project year	It is being worked on with PPP advisor	

OUTCOME	TASK	No	DELIVERABLE	STATUS OF IMPLEMENTATION IN FIRST QUARTER FY 2011	REMARKS
	Task A 3.1.4: Identify priority public investments to improve the efficiency of transport corridors critical to our value chains; support advocacy and provide know-how to our partners	6	Annual list of the highest priority road infrastructure investments needed by transport corridor tracking progress against previous list	Annual list of highest priority road infrastructure investments has been produced and submitted by CARANA in December 2010	Report available
		7	Dissemination and advocacy plan for promoting road infrastructure investments (Coordinated with Component 3)	Livestock Transport and Logistics Dissemination and Advocacy plan for promoting road infrastructure was produced and submitted by CARANA in December 2010.	Report available
	Task B 3.1.1: Define Agricultural and Trade Policy Priorities for USAID ATP	8	Analysis and vision statement for priority agricultural policy reform for each selected USAID ATP value chain including updates of analyses done in preparation for ECOWAP with annual updates	Report on Policy Gap analysis for value chains conducted in FY 2009 are being updated and finalized	Final draft report being reviewed by Management
		9	7 training workshops on key agricultural and trade policy issues	Workshop on Advocacy techniques and drafting advocacy plan on road harassment experienced by Onion/Shallot Value Chain stakeholders	Workshop report available)

OUTCOME	TASK	No	DELIVERABLE	STATUS OF IMPLEMENTATION IN FIRST QUARTER FY 2011	REMARKS
				held in Ouagadougou from December 6-8, 2010	
	Task B 3.1.2: Help ECOWAS Co-ordinate Implementation	10	Annual implementation plan for agricultural policy change with milestones	FY 2010 implementation plan formulated	Plan to be submitted on November 2, 2010
		11	Institutionalized process for gathering and incorporating industry feedback in policy change at ECOWAS	Process extensively discussed with industry actors. Outline of scheme formulated	.
	Task B 3.1.3: Develop systems and capacity for Monitoring Policy Implementation	12	Status of implementation analysis for ECOWAS on key agricultural reforms as baseline for monitoring	Initiated with compilation on CD/ROM of ECOWAS policy measures	CDs will be made available by Policy advisor
		13	M&E process ECOWAS can use to monitor policy implementation with member countries and other institutions	M&E process discussed with ECOWAS. The existing mechanism is being updated with the participation of the Policy Advisor	Draft report available
Outcome 2: Enhanced linkages among	Task 3.2.1: Confirm Value Chain Selection with USAID and Partners	14	Presentation of proposed value chains and process for validation with partners	Choice validated with USAID, ECOWAS, and CILSS in 2008	Completed in 2008

OUTCOME	TASK	No	DELIVERABLE	STATUS OF IMPLEMENTATION IN FIRST QUARTER FY 2011	REMARKS
agricultural producers and agro-input suppliers, agro-processors and distributors	Task 3.2.2: Assess Selected Value Chains with Regional Partners	15	Assessments of key constraints for three selected value chains with proposed interventions (coordinated with VCDPs below)	Consultative workshops validated and analysis of the three value chains conducted in Accra and Ouagadougou	Completed in FY2009. Three value chains facilitated in FY09
		16	Workshops to present and discuss assessments with regional member governments, ECOWAS and other partners	Workshops completed in FY2009	Assessment reports are available.
	Task 3.2.3: Select Regional Private Sector Association Partners	17	See task 3.2.4 below as deliverables apply to both 3.2.3 and 3.2.4	Regional private sector organizations/associations selected in FY 2008	
	Task 3.2.4: Create a Value Chain development plan and build the capacity of regional associations	18	VCDP for each selected value chain updated yearly with monitoring of progress	VCDPs updated and completed for FY 2010	
		19	MOU and Capacity Building Plan for each selected private sector association partner aligned with the appropriate VCDP	MoU signed with CIC-B to lead a regional cereal network in FY 2010	
		20	Initial PIVA assessments for each private sector association partner; with annual updates to identify progress against Capacity Building Plans	Progress PIVAs for GAPTO/Ghana and ONFO conducted in first quarter of FY 2011.	PIVA reports available

OUTCOME	TASK	No	DELIVERABLE	STATUS OF IMPLEMENTATION IN FIRST QUARTER FY 2011	REMARKS
		21	Training of Trainer Manuals for association partners	Training manuals for ISFM, IPM, and cattle fattening in FY 2010	Manuals available
		22	Models and user guides for contractual and payment arrangements to protect producers and long-distance traders	Export and Import Guide on Onion/shallot on the terminal markets of UEMOA and ECOWAS produced	Report available
	Task 3.2.5: Build linkages and support transactions through a network of Market Facilitators	23	Monthly market information reports and target deals for each target consumption market	Monthly market reports are produced by Market Facilitators	Reports available
		24	Periodic “barriers to doing business” reports from buyers and distributors to feed into policy and advocacy efforts	Market facilitators produce reports on barriers to doing business.	Reports available
	Task 3.2.6: Craft a role for a West Africa Agribusiness Development Facility (WADF)	25	Proposal for creation of WADF with ECOWAS input	Not available	
Outcome 3: More effective advocacy by regional private sector and other	Task 3.3.1: Define regional advocacy plans by value chains	26	Annually updated VC Advocacy Plan as part of the VCDP including Top Advocacy priorities	Advocacy plan for maize and livestock updated in FY 2010. That of onion has also been formulated	Reports not yet available

OUTCOME	TASK	No	DELIVERABLE	STATUS OF IMPLEMENTATION IN FIRST QUARTER FY 2011	REMARKS
non-governmental actors for regional and national policies in support of a conducive environment for increased regional agricultural trade	Task 3.3.2: Provide advocacy assistance and grants to apex and value chain organizations	27	Capacity Building grants provided to Apex Associations updated and monitored annually	No Grants were awarded in first quarter of FY 2011	
	Task 3.3.3: Support Key Events to Highlight Priority Issues	28	Two advocacy events per year in support of Value Chain Advocacy Plans	No advocacy event was organized during first quarter of FY 2011.	
Outcome 4: Improved efficiency of trade transactions and regional market access, in particular through the improvement of regional market information system	Task 3.4.1: Building on existing systems for market information and move them closer to meeting the real needs of the users	29	Assessment, workshop and action plan for USAID ATP support to public sector MIS	In FY 2010 USAID ATP and ECOWAS prepared a common budget to implement public MIS. This event is yet to be implemented.	Integrated budget available
		30	Private sector MIS for selected commodities launched in one trade corridor with busylab	Partnership with Esoko networks is operational and ongoing in Ghana, Côte d'Ivoire, Burkina Faso, and Mali.	USAID ATP-Esoko collaboration on-going

OUTCOME	TASK	No	DELIVERABLE	STATUS OF IMPLEMENTATION IN FIRST QUARTER FY 2011	REMARKS
	Task 3.4.2: Mobilize finance in the cereals value chain through warehouse receipts	31	DCA agreements in place with at least two regional banks to provide guarantees for at least \$10 million in lending	DCA cancelled but Finance Specialist working with Micro-finance institutions to provide alternate funding sources to partners. Banks like UBA, UBA-BIB, Zenith and Atlantic have been approached to provide credit to partners	
	Task 3.4.3: Mobilize finance in the cereals value chain through warehouse receipts	32	Pilot warehouse receipts program implemented in one selected country	Pilot WRS program in place in Ghana and action plan available for implementation. The program was inaugurated in September 2010 at Nkoranza in the Brong Ahafo region of Ghana and has since started operating	Implementation of program is on-going

OUTCOME	TASK	No	DELIVERABLE	STATUS OF IMPLEMENTATION IN FIRST QUARTER FY 2011	REMARKS
		33	Assessment and strategy for wider rollout of warehouse receipts in West Africa	Assessment and strategy yet to commence in Burkina Faso	
	Task 3.4.4: Mobilize additional investment through PPP's including GDA's	34	6 PPP's/GDA's successfully lunched for Life of Project (LOP)	Five PPPs have been put in place in FY 2010. They include Nestlé, Premium Foods, Amasaman Butchers' Union, Embalmali and Operation Tabaski which occurred in Ghana in November 2009	Additional operation Tabaski was organized in November 2010 between FEBEVIB and Ghana Livestock and Traders Association
		35	US\$5 million mobilized in private financing under PPP's/GDA's contributing to USAID ATP's objective	A amount of US\$447,370 was mobilized in the first quarter of FY 2011. This amount is neither from WRS nor from PPP.	
	Task 3.4.5: Provide Competitive Grants and Local sub-contractors to catalyze other transformative projects	36	10 grants for Life of Project (LOP)	In first quarter of FY 11 no grant was provided to any partner.	