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ECONOMIC GROWTH PROJECT

CONTRACT 685-I-00-06-00005-00

TASK ORDERS 5 & 6

FY 2012 ANNUAL REPORT

OCTOBER 1, 2011 – SEPTEMBER 30, 2012



October 2012

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Acronyms

AEC	Africa Emergence Conseil
AfDB	African Development Bank
AGOA	African Growth and Opportunities Act
ANAFE	African Network for Agriculture Agro-forestry and Natural Resources
ANI	African Natural Ingrédients
ANCAR	Agence Nationale de Conseil Agricole et Rural
ASPRODEB	Association Sénégalaise pour la Promotion du Développement à la Base
APIX	Agence de Promotion des Investissements et des Grands Travaux
BFPA	Bureau de la Formation Professionnelle Agricole
BDS	Business Development Services
CGER	Centre de Gestion et d'Economie Rurale dans la Vallée du Sénégal
CIRIZ	Comité Interprofessionnel du Riz
CLCR	Cadre Local de Concertation Riz
CNAAS	Compagnie d'Assurance Agricole du Senegal
CNREFS	Comité National de Réflexion sur l'Engrais et la Fertilisation des Sols
COOSEN	Coopérative des Semenciers du Nord
CSE	Centre de Suivi Ecologique
CTS	Centre de Traitement des Semences
DA	Direction de l'Agriculture
DAPS	Direction de l'Analyse, de la Prévision et des Statistiques
DCA	Development Credit Authority
DHORT	Direction de l'Horticulture
DISEM	Division des Semences
E-ATP	Extended Agribusiness and Trade Promotion Project
ECOWAS	Economic Community of West African States
EMMP	Environmental Mitigation and Monitoring Plan
ENEA	Ecole Nationale d'Economie Appliquée
ENSA	Ecole Nationale Supérieure d'Agriculture
FIARA	Foire Internationale de l'Agriculture et des Ressources Animales
FEPROMAS	Fédération des Producteurs de Maïs du Saloum
FTF	Feed the Future
GFSR	Global Food Security Response
GIE	Groupement d'intérêt Economique
GICOPA	Groupe d'Investissement et de Commercialisation des Produits Agricoles
GNIS	Groupement National Interprofessionnel des Semences et Plants
GPS	Global Positioning System
GMO	Genetically Modified Organism
IAC	International Agrobusiness Corporation
ICS	Industries Chimiques du Sénégal
IFAD	International Fund for Agriculture Development
INTSORMIL	International Sorghum Millet
ISFAR	Institut Supérieur de Formation Agricole et Rurale
IPAR	Initiative Prospective et Rurale
ISRA	Institut Sénégalais de Recherches Agricoles
IRG	International Resources Group
JICA	Japan International Cooperation Agency
LOASP	Loi d'Orientation Agro-Sylvo-Pastorale
MCC	Millennium Challenge Corporation
M&E	Monitoring and Evaluation
NGO	Non-Governmental Organization
OECD	Organization for Economic Cooperation and Development
OPV	Open Pollinating Varieties
PAFA	Projet d'Appui aux Filières Agricoles

PAPRIZ	Projet d'Appui à la Promotion de la filière Riz
PINORD	Plateforme des Initiatives du Nord
PMAA	Programme de Micro Assurance Agricole
PMP	Performance Management Plan
PNAR	Programme National d'Autosuffisance Agricole
PNIA	Programme National d'Investissement Agricole
PERSUAP	Pesticide Evaluation Report and Safe User Action Plan
REO	Regional Environmental Office
REPROSEM	Réseau des Producteurs des Semences de Maïs
REPROSENER	Réseau des Producteurs des Semences Nerica
SAED	Société Nationale d'Aménagement et d'Exploitation des Terres du Delta du Fleuve
SCMA	Société de Cautionnement Mutuelle Agricole
SFZ	Southern Forest Zone
SGS	Société Générale de Surveillance
SPCRS	Société de Promotion et de Commercialisation du Riz Sénégalais
SRV	Senegal River Valley
SFZ	South Forest Zone
SODEFITEX	Société de Développement et des Fibres Textiles
UCAD	Université Cheikh Anta Diop
U-IMCEC	Union des Installations Mutualistes et Caisses d'Epargne et de Crédit
UGPCL	Union des GIE Producteurs de Céréales Locales
UNIS	Union National Interprofessionnelle des Semences
URFC	Union Regionale des Femmes Coopératrices
USDA	United States Department of Agriculture
USAID/PCE	USAID Projet Croissance Economique
USAID	United States Agency for International Development
VC	Value Chain
WASA	West Africa Seed Alliance

1. INTRODUCTION

International Resources Group (IRG) is pleased to submit to USAID/Senegal the FY 2012 annual report for Task Orders 5 and 6 of the Economic Growth Project (Projet Croissance Economique - PCE), covering the period October 1, 2011 through September 30, 2012. Task Order 5 was launched in April 2009 and is one implementing mechanism to achieve the goals of USAID/Senegal's Feed the Future Strategy. USAID/PCE is focused on the rice, maize and millet value chains. Task Order 6 began in January 2011 as a complementary intervention focused on niche agriculture value chains including organic sorghum, banana, sesame, mango and hibiscus as well as support to improving Senegal's business and investment climate. Due to a shortfall in resources, the Task Order 6 program is closing prematurely in late-2012. The level of activity under TO6 in FY12 was significantly scaled back from initial plans given the limited resources and timeframe.

This annual report follows the structure of the FY 2012 work plan for each task order. In the introduction we present a number of project highlights from the year, followed by a summary of project progress against Feed the Future indicators, and concludes with a discussion of lessons learned and implications for our activities in FY13.

The project confronted two significant **challenges** in FY2012. First, the **presidential elections** substantially distracted government leadership and technicians from important policy reform issues. This was true for both TO5 and TO6. For example, the National Competitiveness Forum was postponed repeatedly and, as of this date, still has not taken place, despite the high priority the government attaches to improving its competitiveness position in Africa. We similarly observed very slow or no progress and weak leadership from the Ministry of Agriculture to move forward the implementation of the LOASP and of the PNIA. Even after the elections, the new government has been hesitant to engage and it is clear that there remain numerous obstacles to move these reforms forward. See Section 2.6 for details.

Second, the country suffered from a **very poor rainy season**. As discussed in our quarterly reports, the impact on rainfed agriculture was significant and there were particularly important repercussions in the organization of the maize value chain. The leading maize consolidators working in the Saloum regions encountered numerous problems in meeting the expectations of farmer groups. Disputes over payment terms and prices led to a significant level of side selling by farmers, many of whom faced difficulty to cover their seasonal loans. The local banks, consolidators and farmers all expected USAID/PCE to step forward and cover the financial losses of the poor season. We patiently explained that this was not possible and took measures to ensure that the message was clear that farmers are engaged at their own risk.

The poor rainy season was not all bad news, however. The weather tested the resiliency and the determination of farmer groups receiving USAID assistance across the south. We learned through participatory post-season focus group sessions that the farmers who applied improved techniques and sowed on time had better results than the average farmer. Many women in the Casamance have applauded the program for helping them to move towards 100% rice security just by introducing upland rice varieties on very small plots. The maize farmer groups in the Saloum, recognizing the long-term opportunities in maize, created a Federation, called FEPROMAS. This new federation became a new USAID/PCE partner and, with minor assistance from the project, the group successfully negotiated inputs and credit lines for their members.

Finally, we must highlight here that the emergence of a new milling operator in the SRV, Vital Agro Industries is shaking up the rice sector in a very positive way. USAID/PCE played a critical role in FY12 to orient Vital towards contractual sourcing and financing solutions with farmer unions assisted by USAID in previous seasons. This led to strongly positive outcomes for Vital, for the farmer unions and for the national agriculture bank. The emergence of Vital and similar future investments by other groups will have far-reaching implications for growth and change in Senegal's rice sector. USAID's support in this process has helped ensure that the smallholder benefits from these broader changes. Farmer productivity and sales rose substantially and the tight purchase and credit arrangements with Vital are encouraging farmers to shift to a true double-cropping program.

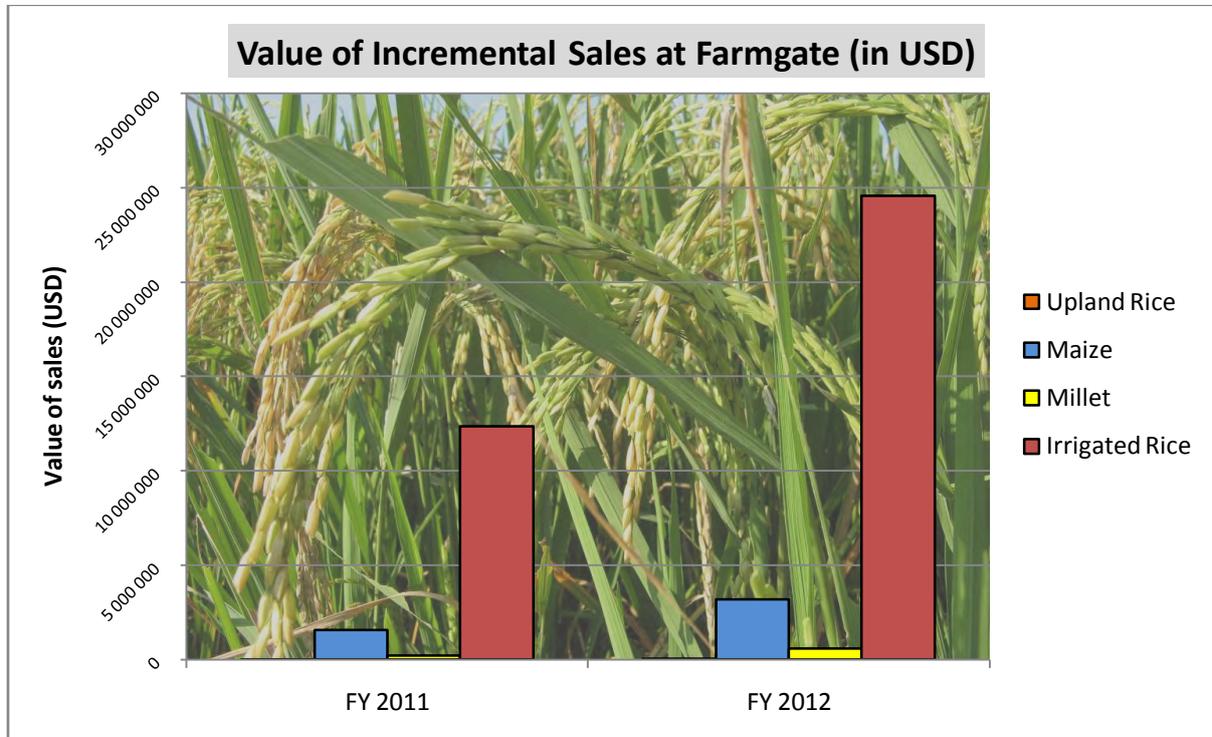
HIGHLIGHTS 2012

- **Implementation of an inter-linked buying, storage and financing program in the irrigated rice value chain.** USAID/PCE accompanied recent milling investor, Vital Agro Industries to establish paddy rice contracts with farmer unions holding seasonal loans with CNCAS. The delivery of paddy to nearby warehouses served to rapidly clear farmer seasonal loans while ensuring VITAL a supply for several months. The CNCAS considered their loans more highly secured and were pleased to achieve a repayment rate of 95%. The articulated storage and buying arrangements served to leverage \$8,5 million.
- **Rapid adoption of aromatic rice varieties in the SRV.** The USAID decision to focus support to aromatic rice varieties has proven a winning strategy. The rate of adoption of aromatic rice varieties by SRV farmers has reached an exponential scale. Rice seed multiplication firms report a harvesting 472 MT of certified seed of the three aromatic varieties (S177, S328, S329) during FY2012 (rain season 2011 and dry season 2012). This is a **four-fold increase, up from 124 MT in FY2011**, the first year such varieties were multiplied on a commercial scale in Senegal. In FY2012, the commercial harvest of aromatic rice covered a cumulative area of 1625 ha (rain season 2011 and dry season 2012 cycles), for an estimated marketable volume of 9500MT and a **farm gate value of 3 million USD**. Encouraged by rising farmer demand, UNIS-Nord's mid-term projections (2013-2015) aim a first stable yearly seed production plateau of 1000 MT for aromatics. At time of reporting, 86 ha in certified aromatic seed (for a forecast yield of 430MT) have been sown by UNIS members for the rain season 2012 cycle and will be due for harvest and processing during the second quarter of FY2013.
- **USAID/PCE's 7 partner networks have been able to inform and train a total of 7194 farmers,** of which 3782 women) in best practices associated with the new upland NERICA rice varieties. The networks now cover most of the SFZ with a strong concentration around the Kolda/Ziguinchor axis. Of these farmers, **3171 have adopted NERICA as part of their subsistence crop for the 2012 season** for a total area of 1753 ha with a production expected to exceed 3000 MT. Most families cultivating Nerica are achieving full self-sufficiency for the year and some are even generating a marketable surplus.
- **Contracted purchases by consolidators in the Maize value chain during the 2011-2012 purchasing period reached 1906 MT, representing only 30% of the contracted objective of 6222 MT** – the major cause for this low performance was the low and erratic rainfall that reduced expected yields by 50%, erasing the productivity gains of the past years and bringing them below initial project baselines of 1.8 MT/ha. As prices soared to near 200 CFA per kilo due to the combined effect of regional shortages and soaring international prices, and consolidators unwilling to adjust their purchase price beyond 145, side selling became prevalent among farmers to make up for yield shortfalls. Overall, it is estimated that the 5383 ha sown through the 2012 program yielded an estimated 13400MT of maize enabling farmers participating in USAID/PCE supported networks to market 9000MT through both contracted and informal channels at a farm gate average price of 172 CFA per kilo.
- **9 producer networks (GIE's) from the Saloum and one in the SFZ, decided to team up and create FEPROMAS (Federation des Producteurs de Maïs du Saloum).** This federation, presided by Mrs. Nimna Diayte of GIE Boubou Deme, has obtained its legal statutes and has taken leadership in the 2012 input procurement and financing process as well as securing direct commercial contacts with the animal feed industrialists. In preparation of the 2012-2013 season, FEPROMAS has been successful in brokering an input procurement program funded through a combination of farmer equity, bank loans and seed/fertilizer subsidy, which covers 1061ha of hybrid and 1342ha of OPV maize for an expected commercial output of 6000 MT of which a portion is to be marketed through Federation managed programs.

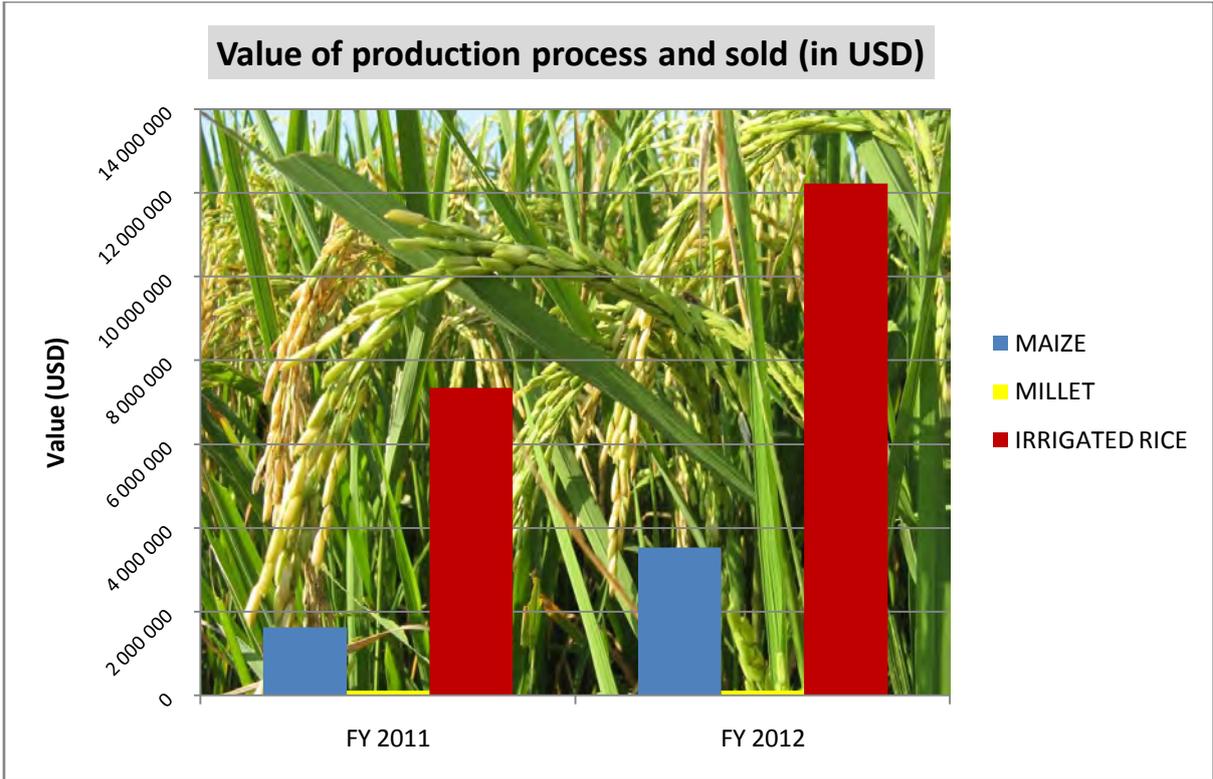
- **Launch of the first rain based index insurance scheme in Senegal.** Nearly 100 maize farmers signed rain-indexed insurance policies offered by the national agriculture insurance company for the 2012 rainy season. Although this was fewer farmers than planned, it represented a first for Senegal. The PCE team supported the design and the marketing of the index insurance product; training sessions for maize growers; and the installation of a dozen of rain gauges.
- **Acquisition of 11 tractors among maize value chain farmers.** The project's "financial coaching" program started in 2011 culminated in 2012 with the delivery of 11 tractors to maize farmers. Eight tractors were financed through a new leasing program. The others were acquired with more traditional bank credit.
- **Renovation work at Nioro (SFZ) and Fanaye (SRV) research and foundation seed multiplication units to be completed and fully transferred** by Q2/FY2013. The initial scope for Fanaye investments has been significantly augmented in FY2012 to include the connexion of the station to the power grid, the installation of back-up power generation to secure continuous operation of the cold store and offices and the replacement of the water tower.
- Kolda laboratory renovation is completed, which concludes the laboratory renovation program. **Three laboratories will be fully operational in the FTF target zones of Richard Toll, Kaolack and Kolda .** The final step will be the completion of the procurement for laboratory equipment and cold storage, which was delayed until Q1/FY2013 to allow the initial list to be screened against OECD compliance requirements. **DISEM engages in the development of best practices** in matters of lab management and traceability as well as in the creation of training material for small farmers to help them conform to seed certification regulations. USAID/PCE supported DISEM in holding trainings of regional laboratory staff and conducting audits to benchmark current lab practices against OECD requirements.
- The Government of Senegal has launched some major agricultural policy and development initiatives. The most prominent of them are the LOASP (Loi d'Orientation Agro-Sylvo-Pastorale) promulgated since 2004 and the PNIA (National Agriculture Investment Program) prepared in 2010 in the regionalized framework of the Comprehensive African Agricultural Development Program (CAADP). The LOASP, elaborated through a long process of consultation with stakeholders, spells out 52 major policy commitments covering 9 thematic domains: 1) formal recognition of agricultural professions, 2) land reform, 3) value chains-markets-inter-professions, 4) national agricultural development program, 5) national livestock development plan, 6) forestry action plan, 7) capacity-building, 8) rural financing, and 9) stakeholders consultation platforms. Each thematic domain is under the responsibility of an officially nominated working group comprised of member institutions including ministerial departments. Despite the well-thought organizational structure, its effective implementation has been extremely slow. Since 2004, application decrees signed address only 8 of the 52 commitments. Recently, the Government expressed willingness to move forward with the LOASP implementation and made an official request to USAID for support. In the same line, an Inter-ministerial Council was held in July 2011 to discuss the PNIA Investment Plan based on a version prepared with USAID/PCE assistance in 2010.
- **For two consecutive years, USAID/PCE provided significant technical, logistical and financial support to the annual agricultural survey.** The down scaling process that started will end up with exit in 2013. In this respect, USAID/PCE met with the top management of DAPS (Direction de l'Analyse, de la Prévision et de la Statistique) to express concerns about sustainability of the system and to evaluate steps taken in that direction as recommended in the action plan that resulted from the July 2011 workshop. In fact, DAPS still encounters serious difficulties in mobilizing national budget resources, which means tight dependence on partners for timely start of the annual agricultural surveys.

2012 FEED THE FUTURE INDICATOR OVERVIEW

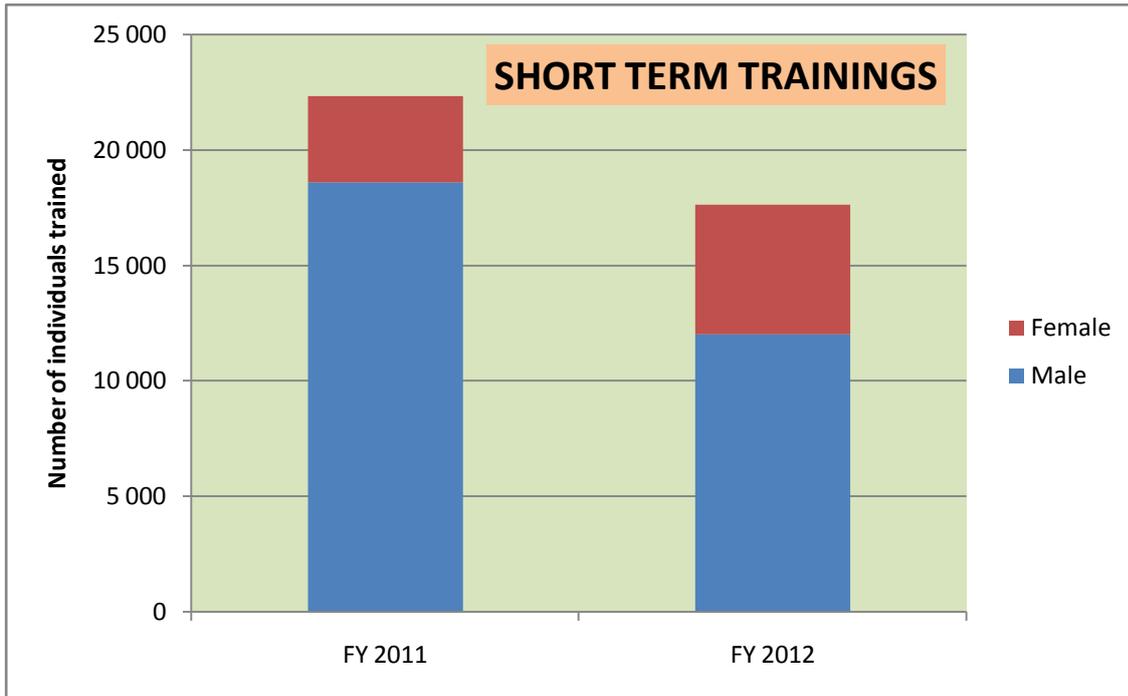
In this section, we look quickly at a comparison between FY2011 and FY2012 for the leading Feed the Future indicators for Task Order 5.



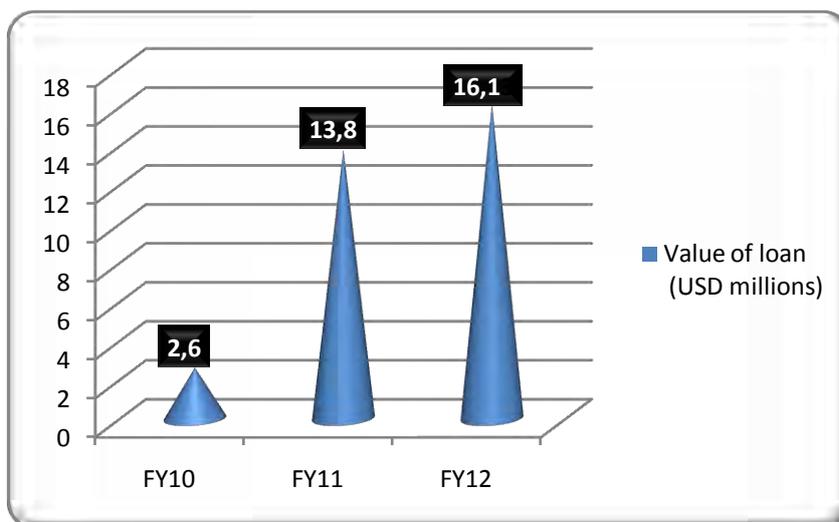
Incremental sales are calculated based on sales through network consolidators working with USAID/PCE as well as farm gate sales made outside of those networks to other traders. Sales out of networks are estimated based on expected total sales given data on the average yields and standard household withholding ratios for self consumption. In the irrigated rice value chain, the project developed financial models in FY12 to facilitate access to inputs and commercialization of production for farmers. This model enabled the production by farmers and purchase by networks (as well as outside traders) of important quantities of paddy rice during the rainy season 2011 and hot dry season 2012 (more than 12,000 T of paddy was acquired by Vital alone). This model permitted the project to exceed expected results for FY12.



This indicator counts the volume and value of production processed and sold by participant networks. Processing includes milling for rice, shelling and final bagging for maize, grading for millet. The indicator does not include sales by processors outside the project's partner networks involved in cereal marketing. The figures are therefore inferior to incremental farm gate sales, which capture all farm gate sales including out-of-contract sales to local traders, particularly in the irrigated rice sector where side selling to local small scale processors is an accepted practice, even for contracted output.

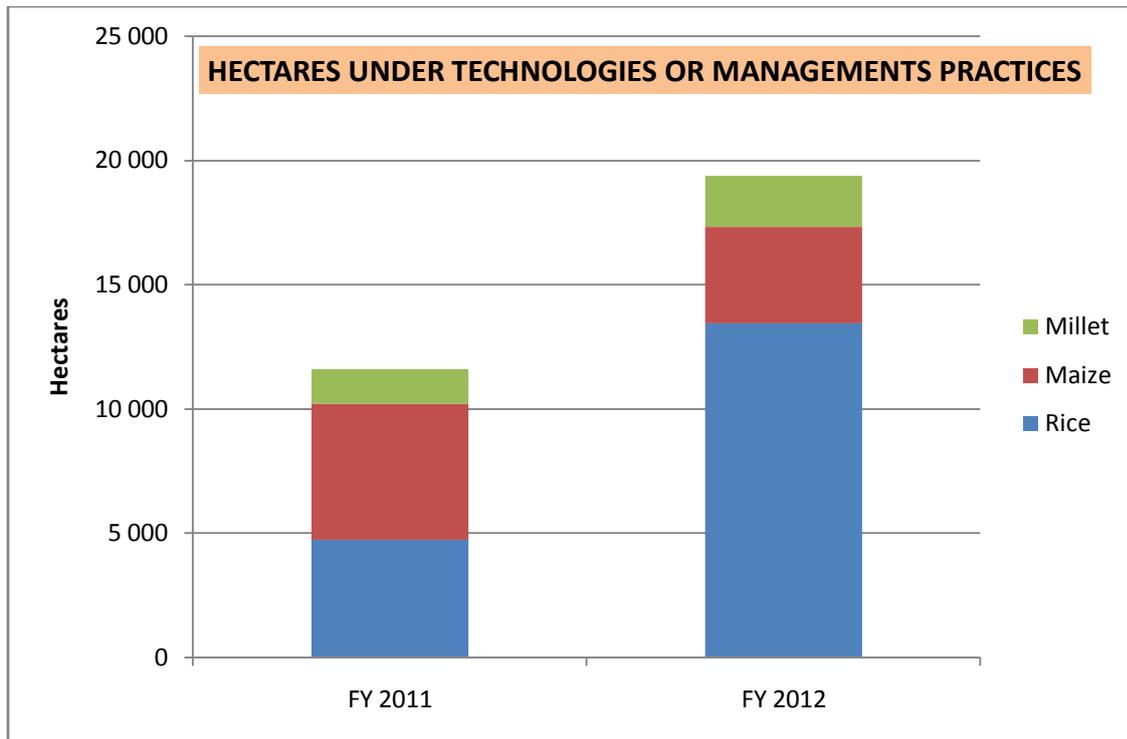


USAID PCE supported partner networks engaged in agricultural production in constituting teams of facilitators trained in best practices of production, in quality, in conservation farming. Facilitators were charged to ensure capacity building for producers. Trainings were in rainy season 2012 and also in Hot Dry Season for Irrigated rice. USAID/PCE trainings expected results were not as high as expected in FY2012. This is mainly for maize and for irrigated rice value chains. In maize, the program was stalled due to the need for network management teams to resolve outstanding issues from 2011 before agreeing to a 2012 program. Most maize VC-related training activities will be counted during Q1/FY2013 and focus on best practices of quality in post harvest operations. Most of our network partners in irrigated rice also experienced delays in launching the 2012 rainy season crop, thus delaying farmer training sessions. The farmer trainings for irrigated rice will be stepped up during the first quarter of FY13 to reach the cumulative objective of 12000 farmers trained in “Le Chemin du Bon Riz”.

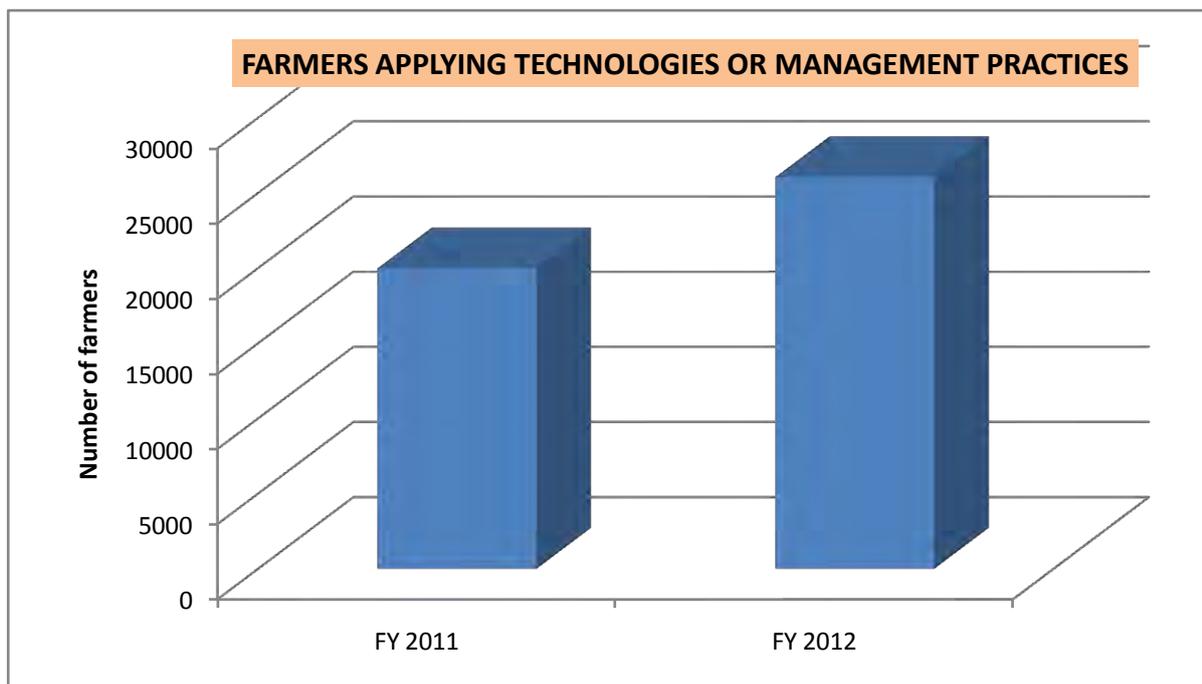


Loans facilitated by DCA are counted in this result. The financial models developed by PCE in partnership with Vital and local financial institutions explains why the project greatly surpassed the target

goal of 9 million USD. The financing models Vital adopted to consolidate rice production generated better prices for SRV farmers as well as improved access to inputs.



These are mainly hectares for producers engaged in contracting schemes, which provide access to an array of production and post harvest technologies and services. The project facilitated partnerships between farmers, consolidators and processors to enable access to inputs and commercialization of production. Farmer contracting schemes are considered a new management practice. Farmers are also supported to access new and improved varieties of seeds to enable productivity increases and improve quality.



In the rice sector, USAID/PCE supported the promotion and production of new aromatic seed varieties for irrigated rice and new upland rice (NERICA) seed varieties across the Casamance. In maize, new hybrid seed varieties, as well as Open Pollinating Varieties were introduced and mainstreamed. USAID/PCE supported all value chains to integrate farmers in contracting programs with consolidators to enable expanded access to credit and inputs. Other technologies promoted include conservation farming, farm field mapping, use of GPS, and striga control techniques. In irrigated rice, technology adoption statistics were less than forecast because of a delay in the start of rainy season 2012 cultivation. This was caused by an unexpected extension of the commercialization period from the previous dry season output as well as by difficulties among non-contracted farmers to access inputs provided in part by the Government's subsidy program. As a result, many farmer groups chose to opt out of rice cultivation for the 2012 rainy season cycle.

LESSONS LEARNED AND IMPLICATIONS FOR FY 2013

USAID/PCE has now completed three agriculture seasons and a fourth season is underway. The project is making substantial progress in helping smallholders to increase quality, yield, total production, sales and financing in the core FTF value chains. The uptake of new technologies is strong, especially for improved and new seed varieties. This section briefly takes stock of recent results and some of the lessons learned in order to contextualize the proposed priorities and activities for FY13. With only 14-18 months remaining in the project, the key theme for FY13 is **increased empowerment and leadership of value chain development by the stakeholders themselves**. Value chain stakeholders must take on more directly the challenges for continued scale-up, quality, and sustainability. This shift is embedded in the approaches and tools the project team will use.

2012 Lessons Learned	Implications for FY13
Scaling up farmer outreach	
<p>USAID/PCE’s cost-share approach with farmer unions and private companies allowed the project to reach an estimated 26,000 farmers through structured training sessions and/or involvement in various forms of outreach and commercialization programs.</p> <p>Simplified technical guides produced as large training posters and take-home illustrated “cheat sheets”, translated in local languages, are greatly appreciated by farmers who value clear messages conveyed through trainings carried out at field level – as opposed to standard class-room level trainings reserved for their leadership.</p> <p>Monitoring efforts reveal that trainer performance and farmer training coordination is uneven in quality. Networks with an NGO food security profile and grassroots farmer organizations have proven more effective than privately owned and commercially focused networks concerned with immediate procurement issues. However the private networks have demonstrated a keen interest in taking the leadership in upcoming quality norms trainings.</p> <p>Field demonstrations of new varieties, managed by producer and commercial networks, have created large demand for aromatic rice and upland NERICA varieties. USAID plays an important role in ensuring a wide geographical coverage of demo sites through farmer network partners.</p> <p>Maize hybrid variety scale-up and outreach was disappointing. Partly due to poor rains, partly due to cost and risks and, especially, due to weak leadership of private networks to champion hybrids to date.</p> <p>The success of upland Nerica varieties bodes well for now doing the same with Nerica/S lowland adapted varieties.</p>	<p>Network leads will be assisted to continue expanding numbers reached and to identify, to extent practical, opportunities to reach women’s farmer groups.</p> <p>Training materials need to stay simple as experience has demonstrated.</p> <p>New training materials in FY13 will include quality testing protocols, seed multiplication and certification practices, operation of post-harvest equipment.</p> <p>Training quality needs to continually improve. Project will work with partners to implement a score-card methodology to evaluate farmer trainer performance.</p> <p>More emphasis when training lead farmers on training methods, quality and communications.</p> <p>USAID/PCE will renew collaboration and grant financing for promotion of new rice seed varieties and associated demonstration sites. A particular focus will be on reaching less favored populations such as the upper SRV (Podor and Matam) and women farmers both in the SRV and SFZ.</p> <p>Greater private leadership needed to test and organize access to hybrid varieties with the proper drought-resistance properties to succeed in the Saloum. USAID/PCE will adapt its approach in FY2013 and will foster a partnership between local certified seed producers and leading maize consolidator networks to take the lead in setting up a set of hybrid trials under ISRA oversight.</p> <p>PCE will use grants to help Nerica networks and REPROSENER to lead trials and farmer trainings of the lowland NERICA/S varieties across the Casamance.</p>

2012 Lessons Learned	Implications for FY13
Contract farming arrangements	
<p>The contract farming networks in the maize sector were put to severe tests: litigation between parties regarding input price; severe rain shortfalls and ensuing low yields; high price volatility; significant side selling driven by speculative pressure from informal traders.</p> <p>In irrigated rice Vital Agro Industries began to redefine miller-farmer-banker contractual relations in Senegal. They succeeded in creating confidence among producer groups by paying fast and paying a premium. Vital's aggressive approach is likely to force other millers to reassess and adapt their own farmer contracting systems to remain competitive.</p> <p>USAID/PCE has served a key advisory role to all parties in establishing and/or working contractual linkages and kept out of the "transaction chain". The team has played the role of honest broker in crisis situations. There have been <u>no project subsidies</u> linked to contract farming deals.</p> <p>Core causes of contract disputes are linked to deficiencies in input procurement planning; price transparency and flexibility; rigidity of bank lending...</p> <p>Some entities are proving more agile and ready to work within contract farming arrangements. Leadership and a vested interest in the future of the value chain are key characteristics.</p> <p>Smallholders continue to be the main beneficiaries of contract farming.</p> <p>Contracting for 2012 season has shifted increasingly to in-season deals, not pre-season. Farmers are increasingly able to use their financial track record with banks to access inputs without contracts. But they are now working on late-season contracts to secure good prices and steady flow of product after harvest. Pricing mechanisms are increasingly flexible and tied to benchmark indexes and pricing models.</p>	<p>USAID/PCE will continue to facilitate learning and training around contracting models and assist with development of contracting templates that respond to the weaknesses and lessons learned in FY12 and FY11.</p> <p>Support financial institutions to take a more direct role in designing/adapting their financial products to different contracting arrangements. Examples include warehouse financing and bank guarantee drafts.</p> <p>Assist partners in the SRV to tighten up contract closure at season end, to facilitate rapid credit reimbursement and create opportunities to renew credit rapidly and encourage more double cropping</p>

2012 Lessons Learned	Implications for FY13
Expanding value chain financing	
<p>The scale-up of cereals VCs requires putting in place credit schemes that help actors avoid moving all their cash into securing a stockpile. This is inefficient. In the rice VC, we see this transformation already taking hold. Large orders from rice distributors are pushing millers and farmer unions beyond their limits of self-financing.</p> <p>Contracts between millers and producers helped ensure a 95% reimbursement rate on CNCAS seasonal loans to producers.</p> <p>For rice, articulated contracting, between distributors, millers and farmer groups, combined with inventory credit lines is serving to vastly increase total bank financing available. We see \$8.5 million mobilized in 2012 with strong trend of much more available in 2013.</p> <p>Growth in production and processing capacity also hinges on the increasing use of modern equipment in farming, post-harvest and processing operations. Lending in FY12 for tractors and a mill reached \$425,000. This trend needs to continue, but with stronger leadership from banks and equipment providers working together.</p> <p>Increased lending in rainfed crops spurred the emergence of the marketplace for rain-indexed insurance policies to mitigate credit risk. Outreach and training were effective, but very few actual policies were signed.</p> <p>Lending against the DCA mechanism is very healthy. Yet it remains unclear if the experience is having a fundamental impact on the behavior of financial institutions. Are they lending in the right ways to learn about the risks of different types of loans?</p>	<p>PCE will work with millers, banks and unions in the SRV to increasingly formalize and structure inventory credit-based schemes.</p> <p>We will work with Vital, CNCAS, CMS and other banks to continue expanding seasonal contracting for quality rice. This should lead to a vast increase in total lending as well as very high reimbursement rates.</p> <p>We will be facilitating partnerships between Vital and a number of consolidators in the SRV to enable further stockpiling and associated credit.</p> <p>Other millers will receive training and advisory services on ways to adapt their financing systems to be more competitive.</p> <p>For equipment lending, PCE will support equipment vendors and leasing/credit companies to hold informational sessions and promote their products to farmer groups directly. This B2B is intended to improve sustainability of these new credit mechanisms.</p> <p>Grants will be awarded to five financial institutions to directly carry out internal capacity building on agriculture, to train farmer groups and to refine and promote their value chain financing tools.</p> <p>The project will support a major ramping up and expansion of agricultural insurance schemes, including introduction of a policy specific to farmers in the Senegal river valley.</p>
Collaborative learning and adaptation	
<p>Building value chains is an iterative process. Stakeholders need to capitalize successes, learn from errors and gradually adapt to more profitable forms of collaboration and synergy.</p> <p>USAID/PCE convened stakeholders in each value chain to multi-day sessions after the season</p>	<p>In FY13, USAID/PCE will use grants and purchase orders to enable individual farmer networks to hold their own agriculture season reviews.</p> <p>Partners will be supported to take a more active role in setting the agenda and organizing</p>

2012 Lessons Learned	Implications for FY13
<p>(between March and April) to examine results of the previous season and to facilitate debate and identification of improvements.</p> <p>Competitiveness forums in maize and rice drew a broader audience and raised visibility of current efforts. The fora depart from the traditional “project debrief” approach and instead focus on issues and opportunities for cereals value chain transformation and take stock of the technical and managerial challenges that have emerged.</p> <p>The USAID/PCE leadership of event content and design carries the risk of undermining private ownership of value chain development.</p> <p>Project-led collaborative learning exercises with farmer focus groups in rainfed rice, maize and organic sorghum explored farmer opinions on contract farming, access to credit, and other VC tools. The exercise identified a number of household-level behavior changes that stem from collaboration with USAID/PCE.</p> <p>One striking finding concerned the reallocation of women’s labor who participated in the rainfed rice production program. Women shifted some land from millet to rainfed rice and grew enough rice to meet their household needs instead of producing millet to sell and buy rice.</p>	<p>collaborative learning gatherings.</p> <p>Structured VC focus group sessions will be implemented with farmers involved in irrigated rice in the SRV.</p> <p>PCE plans a number of farmer characterization assessments to feed into interactive venues and help VC actors better understand what farmers tend to engage in more modern VC approaches and why.</p>
Seed sector development and performance	
<p>Structured markets and supply chains for “quality” cereals is serving to stimulate investment and take-up of new seed varieties and purchase of certified seed (as opposed to non-certified).</p> <p>The project has played a significant role in subsidizing seed multiplication efforts though we now see private take-up of seeds surpassing the volumes subsidized by the project.</p> <p>ISRA and seed producer associations are gradually moving towards a more structured, pro-active relationship to accurately plan and finance seed multiplication at every level.</p> <p>Seed lab rehabilitation is important but not sufficient. Seed lab staff does not have appropriate management protocols linked to performance monitoring from the central level. This weakness threatens certification efforts.</p>	<p>Capacity building and financial planning with seed networks remains a key intervention for FY13.</p> <p>Training materials, management practices and lab analysis procedures will be the focus of work with DISEM.</p> <p>Tracking and trouble-shooting of ISRA-seed association contract agreements.</p> <p>Ensure continued spread of aromatic varieties in Matam and Podor. Introduce Nerica/S lowland rice seed varieties in the Casamance.</p> <p>Assist seed networks to tap into new private partners outside Senegal to introduce and test more hybrid seed varieties.</p> <p>Launch a partnership to set up a private seed conditioning center in the Kolda region.</p>

2012 Lessons Learned	Implications for FY13
<p>The adoption of open trading of seed varieties within ECOWAS has strong potential to benefit Senegal. However, drought resistant hybrid maize varieties are still not widely known, nor available, for the private sector.</p> <p>The private seed conditioning center in Kaolack (partially supported via a USAID/PCE grant) has started to generate certified seed supplies.</p>	
Sustainability	
<p>Private sector adoption of practices <u>and</u> systems drives the sustainability of project actions and innovations. Adoption is driven primarily by existence of clear returns on investment and acceptable risk levels.</p> <p>Leadership comes mainly from lead firms and lead farmers who have experienced clear financial gains and have understood the underlying drivers of success.</p> <p>Financial institutions and end buyers need to take a more prominent role in promoting value chain approaches and tools.</p> <p>Technology uptake, especially seeds and equipment, is generally strong compared to soft “systems” investments such as farmer mapping, production forecasting, and quality testing. Sustainable adoption of these systems investments is critical for farmers and firms to fully capture the gains from tight supply chains instead of speculative “spot trading”.</p>	<p>In FY13 we will promote greater direct involvement of downstream value chain leaders, namely industrial processors and urban cereal wholesalers. Their engagement in contracting and quality management will help reinforce recent gains and serve to expand available financing.</p> <p>Banks will receive project grants so they can directly lead training on VC tools for their staff and for a few thousands farmers.</p> <p>Greater project resources will be devoted to help federations, unions and millers to begin mastering farmer database, mapping and supply management tools.</p>
Resilience to shocks	
<p>The 2011-2012 season was a case study in external shocks to rainfed farming. Late, sporadic and insufficient rainfall led to significant drops in yields. International and national prices rose dramatically in response to global, sub-regional and national uncertainties about total available supply.</p> <p>Less-informed and less-trained farmers were more severely affected because they did not use</p>	<p>USAID/PCE needs to enhance current extension messages for farmers to get the most out of improved seed material. Best practices such as conservation farming, early sowing of upland rice and recourse to improved seeders need to accompany promotional messages.</p> <p>Seed grower networks need continued support to build up supply, market that supply and organize</p>

2012 Lessons Learned	Implications for FY13
<p>improved seeds, planted too late, and were not familiar with improved techniques, including conservation farming.</p> <p>Despite this, working sessions with farmers confirms a <u>strong and even growing interest in the contract farming model</u>. Farmers greatly appreciate the improved and timely access to inputs that come from working in a more structured market format.</p> <p>Farmers observe that the market-driven approach gives them greater spending power and, over time, ability to invest more in technologies and equipment that can further enhance their household wealth.</p> <p>Greater <u>household wealth translates directly into a greater capacity to withstand weather- and market-related shocks</u>.</p> <p>Improved and certified seed material and conservation farming practices are greatly strengthening farm performance and resilience to rain shortfalls.</p> <p>Private consolidators can and did play an important role in limiting the negative impact of climate hazards on supply networks. Strong value chain leadership provides further safeguards for individual farmers against the disruptive effect of climate and market shocks.</p>	<p>seed material purchase. USAID/PCE will work with seed association partners to include the creation of buffer stocks of base multiplication seed material able to cover eventual production shortfalls from one season to the next.</p> <p>The development of financing models adapted to seed producers will also be prominent in the FY13 program to enable seed networks to finance their new buffer stocks.</p> <p>As elsewhere, project support to adapt contract farming and financing models will serve to buffer against the uncertainties that come with price and supply fluctuations.</p>

2. TASK ORDER 5 RESULTS

2.1 Value Chains

USAID/PCE contributes to the Feed the Future strategy for Senegal by opening sustainable market opportunities for a wide farmer base while building local and national food security and resilience in three priority cereal staples: rice, maize and millet. The project interventions strengthen the competitiveness of local value chains sourcing from the two FTF priority intervention zones, the Senegal River Valley (SRV) and the South Forest Zone (SFZ), so they can compete with the cereal imports currently dominating the country's urban and industrial markets. USAID/PCE's focus is to have local producers capture market share from the 800,000MT of yearly rice imports, maize imports in excess of 100,000MT and opening up urban consumer and institutional channels to quality processed millet products.

Highlights

Irrigated Rice

- **Rapid adoption of aromatic rice varieties in the SRV.** The USAID decision to focus support to aromatic rice varieties has proven a winning strategy. The rate of adoption of aromatic rice varieties by SRV farmers has reached an exponential scale. Rice seed multiplication firms report a harvesting 472 MT of certified seed of the three aromatic varieties (S177, S328, S329) during FY2012 (rain season 2011 and dry season 2012). This is a four-fold increase, up from 124 MT in FY2011, the first year such varieties were multiplied on a commercial scale in Senegal. In FY2012, the commercial harvest of aromatic rice covered a cumulative area of 1625 ha (rain season 2011 and dry season 2012 cycles), for an estimated marketable volume of 9500MT and a **farm gate value of 3 million USD**. Encouraged by rising farmer demand, UNIS-Nord's mid-term projections (2013-2015) aim a first stable yearly seed production plateau of 1000 MT for aromatics. When this objective is met, SRV farmers will have access to the seed material required to cover 10,000 hectares (20% of current SRV yearly rice sowings) and yield 60,000 MT of high value commercial aromatic rice (valued farm gate at 17 million USD) destined to open the Dakar market. At time of reporting, 86 ha in certified aromatic seed (for a forecast yield of 430MT) have been sown by UNIS members for the rain season 2012 cycle and will be due for harvest and processing during the second quarter of FY2013.
- Best practice training "Le Chemin du Bon Riz", based on easy to use cheat sheets available in French, Wolof and Pulaar, is now being disseminated by USAID/PCE's 9 partner networks. The effort is focused on raising both farm and miller productivity through insistence on a selection of practices critical to enhanced paddy rice quality. These cost share programs initiated in Q3/FY2012 aim to directly a total of 12,000 SRV farmers by Q2/FY2013. As of the end of FY2012, a group of 70+ field agents and lead farmers from the various private networks have trained 6,536 farmers across the SRV from Saint-Louis to Matam, of which 1097 are women.
- USAID/PCE supported networks have convened to agree on **common farm gate paddy rice testing norms and procedures**, set to be piloted in FY2013 during the upcoming 2012 rainy season harvest.
- During FY2012, USAID/PCE industrial scale partner rice millers Coumba Nor Thiam, Naxadi Deret, Mbodj & Frères and VITAL Agro-Industries, have **contracted and procured 38,600 MT of paddy rice** (estimated farm gate value 11,2 million USD), which has been processed and sold to wholesale networks servicing urban retailers located in the greater Dakar area and regional capitals. Growth in contracted volumes has been spearheaded by the collaboration between USAID/PCE and recently established VITAL Agro-Industry mill. This technical collaboration has led to the introduction to the SRV of an innovative contracting approach involving farmer organizations financed by CNCAS and built around swift credit reimbursement/payment, farmer managed consolidated delivery points, systematic quality testing and advantageous farm gate pricing to block

disruptive side selling. In view of the efficiency gains in credit turnaround times and reimbursement rates, Credit Agricole now considers seasonal contracts a requirement for its future seasonal financing programs and actively promotes it with its farmer client base.

Rainfed Rice

- Availability of certified seeds for the upland NERICA rice varieties has sharply increased in 2012. Certified seed production sown during rainy season 2011 and harvested during the fiscal year amounted to 80 MT. USAID/PCE partner REPROSENER, the seed association grouping firms involved in NERICA production, has expanded its program for rain season 2012 to 255 ha and has forecast a **harvest in excess of 500MT of upland NERICA seed**.
- The **2011 drought had a dramatic impact on the yield of the rainfed upland NERICA** sites. The erratic and below average rainfall (500 mm vs. 800+ mm normally required) resulted in low yields across all demonstration sites – many of which experienced crop failure. The **average yield was only 0,6 MT per ha**, far below NERICA's potential 3,0 MT/ha. Another important factor was the tendency towards **late sowing** among farmers, for a variety of reasons such as late arrival of fertilizer, or a time preference given to other crops. However, farmers more familiar with the variety who proceeded to sow their fields early achieved yields in excess of 3MT per ha. The 2011 results have not discouraged farmers. USAID/PCE's partner networks report **1753 ha of upland NERICA sown in FY2012 for the upcoming rain season** harvest of which 810 ha are owned and tended by women farmers. The 2012 rainfall pattern across the SFZ has been in line with historic norms and harvest expectations are positive.
- **USAID/PCE's 7 partner networks have been able to inform and train a total of 7194 farmers**, of which 3782 women) in best practices associated with the new upland NERICA rice varieties. The networks now cover most of the SFZ with a strong concentration around the Kolda/Ziguinchor axis. Of these farmers, **3171 have adopted NERICA as part of their subsistence crop for the 2012 season** for a total area of 1753 ha with a production expected to exceed 3000 MT. Most families cultivating Nerica are achieving full self-sufficiency for the year and some are even generating a marketable surplus.
- USAID/PCE and Africa Rice partnered to hold experimental auctions in Kolda to **test the marketability of NERICA rice varieties** compared to imported rice available in the area. The auctions were met with excitement and generated additional demand for seed destined for commercial production. Beyond high yields, full acceptance of these varieties depends on their intrinsic quality that must meet consumer demands. These sessions were attended by 120 women who had a favorable appreciation of the three varieties of NERICA being promoted by USAID/PCE compared to the imported rice commonly consumed in Kolda.

Maize

- Contracted purchases by consolidators during the 2011-2012 purchasing period reached 1906 MT, representing only 30% of the contracted objective of 6222 MT – the major cause for this low performance was the low and erratic rainfall that reduced expected yields by 50%, erasing the productivity gains of the past years and bringing them below initial project baselines of 1.8 MT/ha. As prices soared to near 200 CFA per kilo due to the combined effect of regional shortages and soaring international prices, and consolidators unwilling to adjust their purchase price beyond 145, side selling became prevalent among farmers to make up for yield shortfalls. Overall, it is estimated that the 5383 ha sown through the 2012 program yielded an estimated 13400MT of maize enabling farmers participating in USAID/PCE supported networks to market 9000MT through both contracted and informal channels at a farm gate average price of 172 CFA per kilo.

- The six consolidator networks who partnered with USAID/PCE for the 2011-2012 industrial maize season encountered severe contract enforcement issues resulting from the combined effect of production shortfalls and a sharp rise in farm gate prices beyond initial contract. Price levels attained peaks of 175 CFA per kg when contract prices had been set at 135/kg. Despite repeated efforts by USAID/PCE to broker price adjustments and iron out contractual issues, the SODEFITEX and SOENA networks have yet to resolve outstanding issues relative to delivered input prices and unauthorized withholdings on the settlements of maize purchases from contracted farmers. These outstanding balances have translated into unsettled input loans by several farmers, which are still outstanding with partner financial institutions. On a more positive note, private firms SEDAB (active in the Kolda-Sédhiou zone), Tool Baye and Tamedou have been able to settle such outstanding issues with their farmer base and have achieved satisfactory credit collection rates, despite significant shortfalls in meeting contract volumes. These more nimble firms compensated this situation by input price adjustment, close monitoring of farmer credit delinquencies and astute storage/marketing strategies, which enabled them to capture significant price premiums.
- Through several stakeholder meetings held by USAID/PCE over the year and as a result of ongoing contract disputes, 9 producer networks (GIE's) from the Saloum and one in the SFZ, decided to team up and create FEPROMAS (Federation des Producteurs de Maïs du Saloum). This federation, presided by Mrs. Nimna Diayte of GIE Boubou Deme, has obtained its legal statutes and has taken leadership in the 2012 input procurement and financing process as well as securing direct commercial contacts with the animal feed industrialists. In preparation of the 2012-2013 season, FEPROMAS has been successful in brokering an input procurement program funded through a combination of farmer equity, bank loans and seed/fertilizer subsidy, which covers 1061ha of hybrid and 1342ha of OPV maize for an expected commercial output of 6000 MT of which a portion is to be marketed through Federation managed programs.
- Overall, in addition to new entrant FEPROMAS, all but one of the consolidator networks supported by USAID/PCE during the 2011-2012 season has implemented a program for the 2012-2013 season. Cumulatively these networks – namely FEPROMAS, SEDAB, Tamedou, Tool Baye, SODEFITEX and RESOPP – are currently implementing a commercial maize program covering an estimated total of 5500ha of which 1061ha in high yield hybrids by FEPROMAS members. The total forecast yield for rain season 2012 from production networks having received USAID/PCE support is estimated at 17000MT, 70% of which will be marketed by farmers during the first and second quarters of FY2013.

Millet

- In collaboration with ANCAR, USAID/PCE concluded the 2011 field demonstration program in the Saloum area, which trained 2556 farmers of which 628 women. The program included the reinforcement of two farmer unions in contracting and marketing their produce with cereal processors supplying city markets, which led to the contract selling of 634 MT of millet by supported networks. For the 2012 rain season, the number of farmer associations reinforced was increased to seven networks concentrated in the SFZ north of the Gambian border. With USAID/PCE support consisting in technical assistance and cost share support for the establishment of contracted supply networks, improvement of productivity and implementation of traceable quality controls, these groups link directly more than 2000 farmers in commercial millet programs. One of these contract programs is led by well known Dakar based agro-processing firm Mamelles Jaboot, specialized in the production and retail distribution thiakry and other products based on traditional yogurt/millet combinations, who will source high quality millet to supply a school feeding initiative.

Value Chain Activities and Results

The value chain component of the project engages actors from farm to market, with the objective of structuring inclusive networks capable of pooling quality grains from a supply base composed mainly of

small farmers. This is achieved through the transfer of critical productivity technologies and skills, which are immediately put to application in the course of seasonal, contracted commercial programs linking privately managed networks with downstream markets.

Activities conducted by the USAID/PCE's value chain team to achieve the outcomes highlighted in the previous section are described hereafter.

Irrigated Rice

The program aims to ensure that SRV farmers from Saint-Louis to Matam are able to access value chain enhancing technologies such as aromatic rice varieties, best production practices, quality grades and standards, inclusion in supply chain databases and participation in contracted farming programs. To this end USAID/PCE's technical team implemented the following activities, the outcomes of which are have been described in the preceding highlights section.

- The cost share program with UNIS/Nord for the accelerated multiplication of aromatic rice varieties was pursued with UNIS-Nord keeping to its engagement for season to season increases in aromatic multiplication. In dry season 2012, the production reached 430 MT and for the rain season, sowings have reached 86ha in the rain season cycle, both programs triple the scale of the initial agreement. A second cost share expansion program was agreed upon with UNIS-Nord for rain season 2012 which will carry into FY2013. This time around the activity emphasizes the inclusion and training of women producers and small holders from more remote zones of the Upper SRV such as Podor and Matam.
- The initial field demonstration program for aromatic rice varieties that was launched in FY2011 and covered 216 ha on more than 50 sites was completed in Q1/FY2012, yielding an initial commercial crop of 1300MT by participant networks. The program involved 8 networks and reached 7333 farmers situated in the Lower SRV who were able to witness the new varieties' performance first hand. The program involved the following networks: FEPRODES, GIE Diagne & Frères, GIE Naxadi Deret, CNT, GICOPA, GIE Malal Yoro Gueye, Union SP1 and Union des Femmes Productrices de Ross Bethio.
- In FY2012, USAID/PCE expanded its network support through cost share collaborations with 8 partner networks ready to go beyond demonstration of aromatic rice. The selected network is a diverse group composed of rice millers (CNT, Naxadi Deret, Mbodji & frères), regional cooperatives grouping local unions of small producers (Dagana, Podor, Matam) and two women's federations (FEPRODES and Union des Femmes Productrices de Ross Bethio). This scaled up program which covers both the 2012 dry and rainy season cycles comprises the following activities:
 - A comprehensive demonstration and training program on irrigated rice best practices summarized in the "Le Chemin du Bon Riz" training tool. At reporting date, 70 network field agents have been trained and 6536 (of which 1097 women) farmers have received best practice training out of a total objective of 12000 farmers. The training materials for the "Chemin du Bon Riz" program are now available in French, Wolof and Pulaar.
 - The operation by lead farmers designated by USAID/PCE partners of a total of 270 demonstration sites in aromatic varieties totaling more than 800 hectares, located across the SRV. Of these networks it should be noted that two, FEPRODES and Union des Femmes Productrices de Ross Bethio are women owned and managed organizations.
 - Introduction of quality standards for paddy rice purchasing through the piloting of quality assurance procedures using analytical equipment such as humidity testers and mini test-mills granted to network partners under the agreements.
 - Support to the development of farmer network databases through technical training an assistance of designated network database managers and granting of laptop computers and GPS handsets.

- A memorandum of understanding was established with VITAL Agro-Industries setting the areas of collaboration between USAID/PCE and the newly installed mill. Through this agreement, the value chain team collaborated with VITAL procurement and quality control staff to build up its supply base from existing farmer unions, develops its seasonal contracting approach, negotiate seasonal pricing with farmer leadership and develop its quality control framework to better monitor paddy rice deliveries from grassroots farmers.
- USAID/PCE organized a technical workshop for the development of farm gate quality norms and standards for paddy rice. The session convened partner miller and producer networks, including VITAL, and concluded on a simplified farm gate testing approach as well as a storage best practice framework to be piloted during the 2012 rain season harvest. The initially planned intervention of the project also meant to develop and implement a best practice framework for rice mill operation. This group of activities was set aside, as two other projects (JICA/PAPRIZ and AFD/3PRD) are already tackling the issue. USAID/PCE has therefore decided to focus on sourcing practices, which will significantly contribute to the improvement of the productivity of the rice mills and the quality of their output.
- USAID/PCE invited its partners in the SRV to participate in the promotion of the new aromatic varieties at FIARA 2012. Participation to the fair enabled several networks to promote the new product with local distributors. During the Fiara, more than 1,500 visitors per day visited the “local rice village”. USAID’s irrigated rice partners sold 75 tons of rice for a turnover in excess of 30 million FCFA (about 67,000\$). More details on this participation are provided in the Communication reporting section.

Rainfed Rice

USAID/PCE’s program for FY2012 focuses on expanding NERICA seed availability across the SFZ and promoting the new varieties of the NERICA portfolio with farmers and local traders to build up commercial surpluses.

- During the 2011 rain season USAID/PCE supported an expanded round of field demonstrations and seed multiplication. These demonstrations were carried out through cost share agreements with nine networks: two ANCAR regional teams and seven grassroots NGOs. The 9 networks supported by USAID/PCE report reaching 4288 farmers who planted 1597 hectares of rainfed NERICA rice with a total yield of 943 tons, most of which for rural household use, although 84 tons of surplus were sold for a total value of 25 millions CFA francs.
- Subsequently USAID/PCE and ANCAR jointly organized a season close-out gathering in Kolda March 28-29 which convened more than 60 stakeholders and partners from across the SFZ. Participants generally expressed great satisfaction with the program despite the challenging rainfall conditions. There is a call among farmer groups for hand-outs of farm equipment and storage facilities. USAID/PCE seeks to help farmer groups to move towards a degree of financial capacity that will allow them to invest in such items.
- For the 2012 rainy season, the USAID/PCE team identified and negotiated partnerships with 7 grower networks across the SFZ to expand and deepen the promotion of Upland NERICA rice production through demonstration sites and thorough field trainings based on a standard technical message communicate through mini-poster illustrated guides. Trainings were held for 61 facilitators selected by the networks on topics including good agricultural practices based on the Pulaar version of the best practice mini-poster. In FY2012, these facilitators provided training to 7194 producers, linked to one of the 7 networks.

- USAID/PCE supported REPROSENER to define and implement a program of NERICA seed multiplication during the rainy season 2012. A training workshop on organizational development involved 17 representatives from 14 seed member entities of the NERICA seed producer networks. This workshop was initiated and facilitated by the capacity building component.
- Ten (10) seed company members of the REPROSENER network received support to develop their breeding program and define financing needs in view of obtaining short term production loans with local bank CNCAS. USAID/PCE's capital access component supported loan applications by these seed companies to fund the acquisition of inputs for their breeding program (foundation seeds and fertilizer) – in partnership with the input supplier (SEDAB). Opening such financing facilities to NERICA seed multiplication was one of the main recommendations of the NERICA 2011 review workshop held during the second quarter.
- USAID/PCE and Africa Rice partnered to hold experimental auctions in Kolda to test the marketability of NERICA rice varieties compared to imported rice available in the area. The auctions were met with excitement and generated additional demand for seed destined for commercial production. Beyond high yields, full acceptance of these varieties depends on their intrinsic quality that must meet consumer demands. These sessions were attended by 120 women who had a favorable appreciation of the three varieties of NERICA being promoted by USAID/PCE compared to the imported rice commonly consumed in Kolda.
- USAID/PCE supported the promotion of NERICA rice at the annual FIARA event in Dakar in April, which gave the new varieties a national visibility as a crop with great potential in the Southern zones (the FIARA participation is described in more detail in the Market Access and Trade section). On a local level, USAID/PCE sponsored the participation in the Kolda annual Regional trade fair of three of its partner networks: REPROSENER, SEDAB and Kissal to promote NERICA seeds and commercial production. The activity included a tasting of NERICA1 that allowed a hundred visitors to enjoy this rice promotion of NERICA at FIARA and regional fairs.

Maize

The Maize FY2012 program was centered on scaling up and reinforcing the sustainability of the industrial maize commercial program initiated in FY2010. Planned VC activities included developing the capacity of cereal consolidators and farmer groups to contract, produce and pool a consistent supply of industrial grade maize.

- Cost share agreements established in FY2011 for the 2011-2012 season with consolidation networks SODEFITEX, SOENA, SEDAB, Tool Baye, Tamedou and RESOPP were closed out at the end of the marketing season in Q2/FY2012. The program provided cost share support to these networks to establish and monitor commercial supply systems involving credit and contractual trade arrangements with their smallholder base. The program results were presented to industry stakeholders on June 14th during the Maize Competitiveness Forum organized by USAID/PCE in Dakar. As expected, results for 2011 were disappointing with contracted purchases by consolidators reaching 1906 MT, representing only 30% of the contracted objective of 6222 MT – the major cause for this low performance was the low and erratic rainfall that reduced expected yields by 50%, erasing the productivity gains of the past years and bringing them below initial project baselines of 1.8 MT/ha. As prices soared to near 200 CFA per kilo due to the combined effect of regional shortages and soaring international prices, and consolidators unwilling to adjust their purchase price beyond 145, side selling became prevalent among farmers to make up for yield shortfalls. Throughout this difficult marketing season, USAID/PCE technical staff actively worked to broker compromises in terms of pricing and resolution of contractual issues to minimize their adverse effects on the continuation of the project.

- As a response to the crisis induced by the 2011 season, USAID/PCE's value chain team convened industry stakeholders on a regular basis, namely farmer representatives, consolidators' management and partner financial institutions, in a series of industry workshops focused on:
 - a series of workshops initiated early February 2012 facilitated the adoption of a common sourcing strategy for an early programming of input procurements for the 2012 rain season cycle;
 - the development of costing and pricing benchmarks to be used in subsequent contract negotiation;
 - Development of a collective marketing and cereal consolidation approach by FEPROMAS to service large scale orders from industrial clients.
- USAID/PCE facilitated the preparation by FEPROMAS of a 2012 input procurement plan, followed by federation board members meeting with major input suppliers in Dakar to assess price and other procurement/payment conditions necessary to secure supplies for the 2012 program. This was followed by one-on-one meetings between the FEPROMAS board and the regional offices of CMS, CNCAS and ACEP - the three financial institutions involved in providing credit for the maize value chain program. This process led to the funding and procurement of inputs for the 2012 FEPROMAS program which covers 1061 ha of hybrid and 1342 ha of OPV maize for an expected commercial output of 6000 MT of which a portion is to be marketed through Federation managed programs.
- USAID/PCE commissioned the development by an international trade consultant (through Task Order 6) of a maize pricing model based on international import price sources such as the Chicago Board of Trade and the Argentinean Ministry of Agriculture daily export reports. The model was presented at the Maize Competitiveness Forum in Dakar on June 15th and was followed up by in-depth training session involving all value chain stakeholders. That latter session was also the occasion for an in-depth reflection on the maize farm gate and logistics cost structure for cereal originating from both Saloum and the Casamance zones of the SFZ. Interactive discussion generated detailed cost structures, which were structured and validated by the stakeholders themselves with USAID/PCE facilitation.
- USAID/PCE's 2012 maize value chain support program was limited to cost-share partnerships with FEPROMAS in the Saloum area and SEDAB in the Kolda-Sédhiou zone – both networks demonstrating a will to expand their sourcing base and improve on current contracting and field monitoring practices. Training activities and workshops on pricing and database management have remained open to other 2011 network partners: SODEFITEX, who will focus on its cotton producer network, Ets Tool Baye, Tamedou and RESOPP. The collaboration with FEPROMAS will focus on developing the federation and the capacity of its 9 networks to monitor its contractual program involving 1000 producers. FEPROMAS will also lead a capacity building program for 2000 farmers on best practices and quality management which will go into FY2013. The SEDAB program is expected to pool sourcing from 2000 producers through their respective GIE's for a total of 2500 hectares and a contracted total of 2500 MT within and outside of its immediately funded network. Both cost share agreements provide for in-kind grants by USAID/PCE of 14 maize shellers, humidity testers and solar powered laptop computers which will support the harvest teams fielded by FEPROMAS, its nine sub-networks and SEDAB field teams deployed throughout Casamance. In preparation for this program, trainings in data collection and management of 29 field agents from the various networks were held to support the production planning and the preparation of the upcoming marketing season.

Millet

The project's millet activities in FY2012 were focused on pursuing the dissemination of improved production practices (certified seeds, soil fertility/conservation farming and Striga control) that were initiated in FY2011 in collaboration with ANCAR and leading farmer networks. For the 2012-2013

production season, USAID/PCE is supporting contractual linkages between farmer groups and processors to meet the niche demand for high quality millet in select urban commercial outlets.

- The 2011 training program carried out in cost share partnership with ANCAR was concluded in Q2/FY2012. The program resulted in the training of 2556 farmers of which 628 women based on demonstration sites showcasing conservation farming, striga control methods and certified millet seeds.
- Working with the two lead farmer groups supported in the 2011 program, USAID/PCE facilitated commercial relationships with Norwegian feed processor FKRA, GIE Oumou Mountaga Tall (cereal processor) and Mamelles Jaboot. The latter two are contracting parties in the follow-up program in 2012.
- In FY2012, USAID/PCE entered cost-share agreements with seven networks to support and collaborate with 177 farmer organizations in the 2012 rainy season to reach 3050 farmers in a commercial production program covering 2752 hectares. The capacity building component of this program currently targets 4950 farmers. The program will support groups in: setting up an input financing program for 2012, promotion of quality standards and best practices, access and utilization of certified seeds, and linkages with established food processors.

TABLE 1 – Value Chain FY 2012 Achievements and FY 2013 Goals

VALUE CHAINS		
Activities and tasks	Achievements	2013 Goals
IRRIGATED RICE		
Aromatic rice introduction and dissemination		
Cost-share support to Aromatic rice multiplication.	<ul style="list-style-type: none"> - 2012 Dry season cycle carried out independently by UNIS members generates 13.2 tons of foundation seeds (Bases) and 417.5 tons of certified commercial seed (R1&2) for 2012 rain season cycle – meeting 85% of initial production forecast. - 2012 rain season UNIS seed multiplication area for aromatics attains 86 hectares. - USAID/PCE and UNIS sign agreement to expand multiplication of aromatic varieties to small producers in the Upper Delta and women seed producers during the 2012 rain season cycle: program covers 30 hectares and generate 120+ MT of certified seeds. 	<p>Expansion of multiplication program for aromatics to Middle and Upper SRV and to Women’s groups:</p> <ul style="list-style-type: none"> - 20 hectares (100 MT) of certified aromatic rice seed produced by Mid-Upper Valley groups and Women during 2012 rain season cycle. - 200 farmers trained in seed multiplication protocols - Expanded program for 2013 dry season cycle.
Aromatic rice demonstrations - Small farmer perimeters	<ul style="list-style-type: none"> - 2011 rain season field demonstration program concluded with 1300MT production from 216ha spread across the Dagana zone. - Demonstration and training program in progress at 8 participant networks: 270 sites and 800 hectares spread across the SRV from Saint-Louis to Matam. 	<ul style="list-style-type: none"> - Demonstration sites for aromatic rice varieties expanded to Middle and Upper SRV producer networks. - 100 demonstration sites established for dry season 2013 cycle in Middle and Upper SRV. - 8000 farmers trained
Aromatic rice promotion with urban distributors	<ul style="list-style-type: none"> - FIARA Rice Village presents Aromatic rice to industry stakeholders and general public. On site sales reach 75 tons and generate interest with Dakar distributors. - Aromatic rice production survey made available to VITAL to target aromatic rice producing groups. 	<p>Communication to millers of a seasonal listing of farmers and unions estimating aromatic rice availability across the SRV.</p> <ul style="list-style-type: none"> - Purchases of aromatic paddy rice by SRV millers reach 40,000 MT over rain season 2012 and dry season 2013 harvests.

VALUE CHAINS		
Activities and tasks	Achievements	2013 Goals
Paddy rice norm and quality assessment program		
Farmer training in field quality monitoring	<p>Training of trainers in “Le Chemin du Bon Riz” simplified training guide and field methodology involving 70 field agents from partner networks across the Valley.</p> <p>Translation of “Le Chemin du Bon Riz” in Pulaar and Wolof.</p> <p>Trainings have so far reached 6536 farmers of which 1097 are women. 6536 farmers trained to date.</p>	<p>Le Chemin du Bon Riz” best practice training: Expansion of coverage across the SRV with a focus on Podor and Matam.</p> <ul style="list-style-type: none"> - 15,000 additional farmers trained. - Improvement of paddy quality indicators (homogeneity, humidity, color, foreign matter) and miller productivity.
Implementation of field quality monitoring by commercial networks	<p>Inclusion of quality management activities in 2012 round of USAID/PCE partnerships with production networks to be implemented during rainy season harvest Q2/FY2013.</p> <p>Unsuccessful tender for local services to develop quality assurance pilot (product and storage norms) for rice.</p>	<p>Farmer Unions and other farmer networks training in quality testing methods using buyer defined standards.</p> <ul style="list-style-type: none"> - 100 network field agents and 5000 farmers trained in farm gate quality testing and traceability methods and analytical technologies. <p>Pilot paddy rice quality control program carried out at collection points by network field agents.</p> <ul style="list-style-type: none"> - 30,000 tons (25% of commercial harvest) of paddy purchases undergo farm gate quality controls documented in traceability systems. <p>-</p>
Rice "value chain" contract based production programs		
PCE supports networks to negotiate and sign seasonal production contracts with consolidators	<ul style="list-style-type: none"> - USAID/PCE helps VITAL to contract from CNCAS backed farmers for the reimbursement of credits for the 2011 rain season and 2012 dry season harvest. - Total contracts by PCE partner networks (VITAL, CNT, Naxadi Deret and Mbodji & frères) amount to 38600 MT in FY2012. 	<p>Reinforcement of network production management and forecasting (DBASE monitoring format, GPS field area calculation, pre-harvest yield assessment, data communication and consolidation, forecast calculation, actual harvest data collection):</p> <ul style="list-style-type: none"> - <u>Rain season 2012</u>: Networks generate and monitor group level forecasts first week of December at outset of harvest (accuracy: actual = forecast +-20%). - <u>Dry season 2013</u>: networks generate first forecast by

VALUE CHAINS		
Activities and tasks	Achievements	2013 Goals
		May 31st.
Milled rice norm and quality assessment program		
Development of Rice Milling code of practice: - Rice milling production planning and monitoring tools - Systematic quality monitoring and traceability - Rice milling code of practice adapted to small scale mills	- Protocol with SAED finalized during the quarter covers collaboration on the development of quality at miller level. Meeting held with SAED and other partners on quality framework. JICA1PAPRIZ and AFD/3PRD to focus on milling standards and USAID/PCE to collaborate with CIDA/Bey Dunde on paddy rice farm gate quality norms and testing - Inclusion of Rosso cluster leader Mbodji & frères in USAID/PCE supported networks for 2012 involving quality monitoring activities.	- Piloting of paddy rice quality norms and standards as well as quality testing procedures using analytical equipment and systematic sampling.
Paddy rice storage system		
Development of Rice Storage code of practice	- Meeting with partner millers and rice producer networks to develop a storage best practice framework based on WFP norm.	- Cost share and technical support to participant networks for the piloting of basic improvement to existing facilities and handling practices.
Pilot paddy storage and inventory financing program	- Program developed with VTAL based on a network of Union storage facilities used as CNCAS in-kind credit reimbursement consolidation points.	- Leadership on this component to be taken by Capital Access team to promote investment in third party storage facilities.
RAINFED RICE		
NERICA seed multiplication and dissemination		
Cost-share support to NERICA rice multiplication program: 2011 closing and 2012 launch.	- REPROSENER members trained in organizational development and 10 members prepare financial requirements to access loans to fund their multiplication program. - Rain season 2012 production forecast by REPROSENER: 255 ha and 500 MT of certified NERICA seed -	- USAID/PCE will support REPROSENER members in securing bank financing for the expansion of the upland NERICA program. - Cost share support to the introduction and multiplication of a base stock of NERICA/S lowland adapted varieties

VALUE CHAINS		
Activities and tasks	Achievements	2013 Goals
NERICA production expansion		
Promotion of NERICA in the SFZ	<ul style="list-style-type: none"> - NERICA part of “Le Village du Riz Sénégalais” at FIARA 2012 Ag fair to raise awareness about the variety’s potential. (see Communication section) - Distribution of Branded NERICA samples and promotional material for NERICA at FIARA 2012. - Participation at Kolda Regional Fair to promote NERICA in the regional capital. 	<ul style="list-style-type: none"> - Expansion of upland NERICA coverage to areas not reached to date in the SFZ - Introduction of Conservation farming techniques to populations reached by past demonstration program. - Introduction of lowland NERICA-S varieties for adoption by women producers. -
Rain season 2012 SFZ network program	<ul style="list-style-type: none"> - Agreement with 7 partners for the 2012 program to promote NERICA through trainings at 120 demonstration sites. Farmer population trained to date: 7194. - Production of NERICA training posters and translation in Pulaar to improve farmer outreach in the SFZ South of the Gambia. - Adoption of upland NERICA by 3171 farmers on 1753 ha. - Introduction of conservation farming practices at selected demonstration sites. 	<p><u>Upland NERICA varieties:</u></p> <ul style="list-style-type: none"> - 200 demonstration points established including conservation farming technology demos. - Cumulative population of 12,000 farmers reached directly by the demonstration program by end of FY13. <p><u>Lowland NERICA-S varieties:</u></p> <ul style="list-style-type: none"> - 50 demonstration/ multiplication sites established with REPROSENER. - 2000 women reached. - 20 tons of seed available in the lowland NERICA-S varieties.
NERICA market promotion		
Market promotion activities	<ul style="list-style-type: none"> - Distribution of NERICA samples and product tasting service at FIARA 2012 and Kolda Regional Fair. - Africa Rice carries out 8 consumer auctions in Kolda on NERICA harvested during the 2011 season to assess product acceptability against readily available imported rice. 	<ul style="list-style-type: none"> - Commercial consolidation of NERICA surplus production for milling.
Rainfed rice VC contracts	<ul style="list-style-type: none"> - NGO Caritas expresses will to source 500 MT of milled Nerica rice from supported producer networks: Kissal, Coopad, Fabo Dental and Symbiose from 2012 rain season harvest. 	<ul style="list-style-type: none"> - 500MT of NERICA rice milled and marketed from Rain season 2012 harvest. - 750MT contractual commitments for Rain season 2013

VALUE CHAINS		
Activities and tasks	Achievements	2013 Goals
		harvest.
MAÏZE		
Maize Value Chain contracted network expansion		
Closing of 2011 rain season and coaching support to 2012 commercial program	<ul style="list-style-type: none"> - <u>2011 rain season program</u>: - Final season stats presented at Maize Competitiveness Forum June 14th in Dakar: - Contract based deliveries reach 1906 MT out of a contracted 6222 MT (30%) - farm yields dropped to 50% or less than current norm (improved seed and practices) - and inferior to initial USAID/PCE baseline - farm gate prices reached 175CFA/kg at season close and currently exceed 200. - Support by VC teams to farmer groups to resolve disputes with consolidators SODEFITEX and SOENA – with limited success. 	Expansion of commercial maize contracted farmer networks. <ul style="list-style-type: none"> - Village level trainings and sign-up meetings - Organizational training of newly formed networks
Inclusion of additional networks (mainly farmer based organizations) in PCE programs.	<ul style="list-style-type: none"> - Saloum farmers decide not to contract with SOENA and SODEFITEX in 2012 and create FEPROMAS which federates 9 leading producer networks active in the Saloum. - SEDAB closes 2011 season with limited defaults at local financial institutions and aims for expansion in 2012. - USAID/PCE to support directly two separate commercial networks in 2012: FEPROMAS (2403 ha) and SEDAB (1409 ha). - Training of 29 field agents in data collecting and field monitoring. 	

VALUE CHAINS		
Activities and tasks	Achievements	2013 Goals
Demonstration and dissemination of improved production practices		
Conclusion of 2011 program. Launch of 2012 program.	<ul style="list-style-type: none"> - 2011 program limited to WASASP demonstration points the result of which was severely distorted by the drought. - Inclusion of conservation farming in 2012 demonstration program. 	Introduction of conservation farming to the maize commercial networks. <ul style="list-style-type: none"> - Demo sites & field days - Performance report - CF training chart - CF farmer training - CF equipment procurement facilitation Diversification of maize hybrid types available to farmers in the commercial programs.
Industrial maize market integration		
Maize procurement plan	<ul style="list-style-type: none"> - Implementation by FEPROMAS and SEDAB of separate input procurement plans funded by farmer equity, bank lending and the attribution of a subsidy by the Ministry of agriculture on a portion of the FEPROMAS input procurement as well as its hybrid seed procurement. - Meetings between FEPROMAS and industry leader Grands Moulins de Dakar to discuss contract framework for direct sales in 2012. - Draft FEPROMAS/Industrialist contract developed and discussed by VC team with FEPROMAS. - Production of a pricing template based on International price benchmarks for imported maize. - Production by stakeholders of a costing structure for farm gate costs in the Saloum and Casamance and for logistics costs for the marketing of industrial maize. - Positioning of rain gauges in the production zones and collection of data by farmer groups. 	Reinforcement of network production management and forecasting.
Industry quality criteria	<ul style="list-style-type: none"> - Basic quality criteria and testing mechanisms defined by industry stakeholders based on WFP norm. 	Commercial maize networks trained in quality testing methods using buyer-defined standards. Pilot Industrial maize quality control program at collection points.

VALUE CHAINS		
Activities and tasks	Achievements	2013 Goals
Logistics and storage	- Presentation and discussion with FEPROMAS and Grand Moulins of the storage service at Kaolack port developed under the Millet program to assess relevance to the maize program. Discussions ongoing.	Management system for cereal pooling and marketing by FEPROMAS.
Industry advocacy	- FEPROMAS is recognized by the Ministry of Agriculture and gains admissibility to the subsidy program. Results on the full subsidization of its hybrid procurement as well as a portion of its input purchases.	- Leadership of FEPROMAS and other USAID/PCE supported private networks in the development of an Interprofessionnel body for maize.
MILLET		
Demonstration and dissemination of improved production practices.		
Closure of 2011 program and launch of 2012 program	- Coordination of millet certified seed production initiated with seed multipliers. - VC agreements with 7 farmer groups totaling 4950 farmers: promotion of certified seed and best practices, bank credit for inputs, quality assurance direct contracts with industrial processors.	- Promotion of millet Conservation Farming and productivity best practices techniques with farmers involved in commercial millet networks. -
Market integration of Millet value chain.		
Development of contracted marketing arrangements.	- Preparation of 2012 season: constitution of savings base using proceeds from demonstration point and formalization of village groups into 7 supplier networks admissible to VC financing. - Formal contract arrangements with Mamelles Jaboot based on agreed quality standards. The buyer agrees to pre-finance input requirements.	Reinforcement of millet networks' production management and forecasting. Pilot Millet quality control program at collection points.

2.2 Rural Infrastructure

USAID/PCE activities for 2012 include the promotion and adoption by cereal farmer groups and their marketing partners of equipment and rural infrastructure, which will enhance productivity and quality. Areas of intervention include post harvest processing, storage and milling/processing. Highlights from

Highlights

- Maize farmers participating in USAID/PCE's value chain program have acquired 11 tractors in FY2012. The acquisitions were funded by leasing (8 units) and long term finance arrangements (3 units) and have enhanced the farmer's capacity for land preparation for the 2012 rain season program. (See Capital Access section for details on financial arrangements).
- Maize threshing and shelling equipment deployed on a pilot scale by maize consolidator partner networks during the 2011/2012 harvest demonstrate the critical contribution of such services to both produce quality and efficiency of uptake. The pilot is to be expanded for the upcoming 2012-13 season with the deployment of 14 units by FEPROMAS and its 9 founding networks and SEDAB's Casamance village procurement base.
- Humidity testing technologies were piloted in the maize and rice value chain. The more straightforward, sturdy, rapid and robust "electrical capacity" testing technology, which calculates humidity based on the relative conductivity of a cereal sample, has been used successfully by maize buyers and will be expanded over the 2012/2013 buying season.
- USAID/PCE and VITAL Agro-industries collaborated to develop an adaptation of the third party warehousing concept, which enables the swift and efficient uptake of CNCAS in-kind reimbursements by farmers. Deliveries are consolidated at deesignated consolidated storage points managed by contracting farmer unions across the lower SRV. A total storage capacity of 7000 MT has been identified as admissible to the program.
- A third party storage approach was successfully tested at the port of Kaolack facilities providing a secure 1000MT warehouse, weighbridge service, inventory management and quality control personnel. The facility is operated by the Bolloré group and was piloted for a small volume (200MT) of millet and sorghum during the 2011-2012 harvest season. The same arrangement is being considered by FEPROMAS as a consolidation base to service direct pick-up deliveries to client industrial mills for part of its 2000+MT commercial program for the 2012-13 season.
- USAID/PCE develops cereal norms and testing procedures in collaboration with stakeholders in the rice, maize and millet value chains based on the WFP procurement norms and standards.
- USAID/PCE partner in the SRV rice industry Naxadi Deret has financed and installed a new mid-sized rice mill at its Thiagar facility. The unit will be operational for the 2012 rain season harvest.

Activities And Results

POST HARVEST PROCESSING

- During the 2011-2012 maize harvest period (Q1 &2/FY2012), consolidator networks were supported by USAID/PCE through their respective cost share agreements deployed threshing and shelling technology units as part of the partnership agreements entered with USAID/PCE. Both farmers and consolidators recognize the significant improvement in productivity and quality. However

adjustments need to be made to the configurations currently proposed by equipment dealers as the motors powering the unit need to be adapted to the climate conditions of the zone.

- During the 2011-2012 maize harvest period, (Q1 & 2/FY2012), multi-cereal humidity field testers were granted by USAID/PCE to maize partner networks to monitor the quality of purchases, humidity levels of 13% being a critical parameter for industrialists. Seventeen (17) units were distributed to the 6 networks along with documentation guidelines to enable the generation of quality data. The units are of Polish make (Draminski) and are capable of ascertaining through a simple procedure the humidity levels for a range of cereals including maize, white and paddy rice, millet and sorghum.
- Twenty five (25) units of the SATAKE rice tester, initially introduced by JICA and SAED as a basis for training of SAED extension agents, were granted by USAID/PCE during the first quarter as part of the first series of partnership agreements entered by the project with rice production networks. USAID/PCE partner networks in the SRV deployed the units to monitor farm gate quality of paddy rice purchases. Given the relatively high unit price of the SATAKE technology and the absence of approved distributors in Senegal or West Africa, procurement for a technology similar to the Polish type model was launched in Q4/FY2012 with local suppliers.

STORAGE

- Rice buyer and processor Vital and USAID/PCE partnered with CNCAS to develop a pilot inventory credit scheme for the 2012 dry season. A list of admissible warehouses indicates a total capacity of 7,000 MT across the Delta. VITAL and consolidator partners are discussing the opportunity of setting up additional capacity with private financing.
- The third party collection/warehousing system initially developed for export sorghum under TO6 was extended to the millet value chain following the intent of Norwegian buyer FKRA to buy 100 MT of millet. The facility, based in the port of Kaolack involves partners Bollre Africa Logistic (warehouse manager), FKRA the Norwegian Cooperative buyer, United Bank of Africa, SGS (Société Générale de Surveillance) and the contracted farmers networks. Farmers deliver millet directly to the warehouse at the port of Kaolack where it is consolidated either for export to FKRA or on behalf of local processors. SGS implements a documented traceability system and provides certified independent quality control. Quantity is verified using the port of Kaolack public weighbridge.
- Due to the shortage in rainfall, USAID/PCE partner consolidators did not see the need for piloting a maize public storage service this season, as industrial buyers take direct delivery of consolidated lots. USAID/PCE has since been advising the new maize producer federation, FEPROMAS, to establish a central collection point in a Kaolack port warehouse as well as satellite points across the network. This will greatly simplify shipping logistics for FEPROMAS as it enables animal feed industrialists to adopt the same “pick-up” arrangements they now use with peanut oil mills, presently supplying them cake as part of their formulations. This scheme has the potential to eliminate the need to charter transport into Dakar and keep FEPROMAS focused on its activities in the Saloum zone.
- A tender for a local technical consultancy to develop warehouse management and cereal quality norms, standards and quality verification procedures to be piloted during the 2012 season was unsuccessful. Local service providers did not show interest or proposed excessive costs for such a conceptual assignment. An alternate approach has been developed using in-house staff and establishing a collaboration with the World Food Program to share its standard purchasing and inventory management framework as a basis for the development of simple farm gate product and warehousing norms with USAID/PCE private stakeholders in the rice, maize and millet value chain. This approach has led to the development of industry-appropriated frameworks that will be implemented in the first semester of FY2013.

MILLING AND PROCESSING

- USAID/PCE has supported partner rice millers GICOPA and Naxadi Deret in developing the business plans for investments in mid-scale mills. Both financing plans have been successful and the Naxadi Deret investment is operational for the upcoming rain season 2012 harvest. (see Capital Access section).
- Based on the demonstration effect of rice milling units acquired through USAID/PCE grants, GIE Kissal Patim secured funding from the Austrian cooperation for two mini-rice mills to be used for the Nerica production of its members.
- USAID/PCE and USAID/E-ATP are collaborating with GIC (Générale d'Investissement et de Commerce) a Senegalese enterprise working with farmer networks and processor, the two projects hired AEC (Africa Emergence Conseil) to carry out the assessment. The initiative aims to pilot a millet grading unit. The project in which USAID/PCE plays a facilitation role whilst EATP funds the studies, has so far produced the business plan and identified grading technology to be presented for bank financing.

Table 2 – Rural Infrastructure FY 2012 Achievements and FY2013 Goals

RURAL INFRASTRUCTURE		
Activities and tasks	Achievements	2013 Goals
Maize harvesting technologies		
Maize de-husking and shelling equipment	<ul style="list-style-type: none"> - RESOPP, SEDAB and SOENA networks pilot de-husking and shelling units during the current 2011 rain season harvest. - FEPROMAS' nine Saloum networks and SEDAB will pilot de-husking and shelling units during 2012 rain season harvest. 	<ul style="list-style-type: none"> - Promotion of maize de-husking + shelling technology: 15 additional shellers positioned across commercial maize network; Standard operating guidelines adopted by harvest teams; Consolidator networks improve their productivity. -
Analytical testing equipment	<ul style="list-style-type: none"> - 17 Draminski cereal humidity testers procured and distributed to maize network participants for use during current harvest season. - 25 SATAKE rice humidity testers procured for use by USAID/PCE partner networks. - Identification of low cost portable rice test mill equipment. 	<ul style="list-style-type: none"> - Promotion of the use of analytical rice testing equipment: Humidity and paddy rice milling testers introduced to SRV consolidation teams and used in the course of their activities. - Promotion of the use of maize and millet testing equipment: Humidity testers introduced to SFZ consolidation teams and used in the course of their activities. -
Post harvest equipment acquisition		
Equipment acquisition	<ul style="list-style-type: none"> - 11 tractors acquired through leasing (8) and long term financial arrangements (3) by Saloum farmers. 	<ul style="list-style-type: none"> - Equipment of NERICA rice, maize and millet temporary consolidation points: commercial maize, millet and NERICA consolidation points meet basic HACCP norms according to established standards; Implementation of WFP allowable cereal fumigation practices at temporary storage points.
Cereal public storage		
Cost share pilots	<ul style="list-style-type: none"> - Rice paddy storage project identified with partner VITAL and CNCAS piloted during upcoming 2012 dry season cycle – list of available warehouses established (7,000 MT capacity). - Millet takes up third party warehousing and certification 	<ul style="list-style-type: none"> - Conformity of temporary storage practices at rice consolidation points in the SRV - Model third party storage facility project designed and destined to SRV paddy rice.

RURAL INFRASTRUCTURE		
Activities and tasks	Achievements	2013 Goals
	<ul style="list-style-type: none"> service based in Kaolack port developed originally under TO6 for organic sorghum deal. - FEPROMAS and VC team review maize public storage project to be developed for 2012 season using Kaolack port and other SFZ available logistics platforms. 	
Mid-scale rice mill expansion		
Rice mill expansions	- GICOPA and Naxadi Deret business plans for new mid-size rice mills funded by Ecobank	- No activity planned in FY2013
Broken rice milling technologies	- Potential pilot identified with Diagne & frères but program dropped for lack of interest by cost share partners.	
Small-scale rice milling infrastructure		
Rosso rice milling platform	- Program re-centered on farm gate procurement practices.	- No activity planned in FY2013
Small scale milling equipment improvement		
NERICA rice mills		
Pilot rice mills	<ul style="list-style-type: none"> - USAID/PCE partner GIE Kissal Patim in the SFZ funds 2 mini-rice mills based on technology demonstrated through USAID/PCE grant. - Rice available for commercial milling during 2011-12 harvest minimal due to drought and used to provide samples of various NERICA varieties for promotional use. 	- Promotion of commercial milling of NERICA rice in the SFZ: two commercial milling points are established in the SFZ
Millet grading		

RURAL INFRASTRUCTURE		
Activities and tasks	Achievements	2013 Goals
Millet/Sorghum grading and cleaning	- USAID/EATP and local trader Feasibility and business plan completed for the unit. Technology identified.	- No activity planned in FY2013

2.3 Seed Sector Development

Highlights

- Renovation work at Niore (SFZ) and Fanaye (SRV) research and foundation seed multiplication units to be completed and fully transferred by Q2/FY2013. The initial scope for Fanaye investments has been significantly augmented in FY2012 to include the connection of the station to the power grid, the installation of back-up power generation to secure continuous operation of the cold store and offices and the replacement of the water tower.
- Kolda laboratory renovation is completed, which concludes the laboratory renovation program. Three laboratories will be fully operational in the FTF target zones of Richard Toll, Kaolack and Kolda . The final step will be the completion of the procurement for laboratory equipment and cold storage, which was delayed until Q1/FY2013 to allow the initial list to be screened against OECD compliance requirements.
- DISEM engages in the development of best practices in matters of lab management and traceability as well as in the creation of training material for small farmers to help them conform to seed certification regulations. USAID/PCE supported DISEM in holding trainings of regional laboratory staff and conducting audits to benchmark current lab practices against OECD requirements.
- Seed producer associations in the irrigated rice, NERICA rice, maize and millet sectors convene and generate detailed 3-year production forecasts that have led to the placement with ISRA of orders of breeder material to support their 2012 and 2013 production programs.
- Ministry of agriculture, UNIS-Nord and associated public and private stakeholders convene and agree to a concession agreement contractual framework, which will be the institutional bedrock of the operation by the private sector of the Richard Toll seed processing center.

Activities and Results

In FY 2012, USAID/PCE's seed sector development strategy included the following key elements:

FOUNDATION SEED SUPPLY (ISRA)

- Initial scope of work for the civil works relative to the rehabilitation of infrastructure at ISRA-Fanaye station was completed in FY2012. Scope was augmented to include the construction of a raised platform to protect the cold store from flooding and the replacement of the water tower. These works are in progress and to be completed at the beginning of Q2/FY2013. Cold store unit has been imported into Senegal by contractor Matforce who is awaiting completion of civil and electrical works to proceed with installation.
- A technical study was commissioned to scope the technical and financial requirements for connecting the ISRA Fanaye research station to the national grid as well as the installation of an emergency back-up generator for the foundation seed cold store. Local firm GIRELEC was selected to conduct the electrical works required to in connecting the ISRA Fanaye research station to the national grid as well as an emergency back-up generator for the foundation seed cold store to be installed. Total budget for the electrification component is estimated at 35 million CFA francs. Installation is

complete save for the connection of offices to the back-up power source, which is to be completed Q1/FY2013.

- Electro-pump installation for ISRA-Nioro station has been procured, installed and tested as of June 15th 2012. The Nioro station rehabilitation work is complete.
- ISRA management has confirmed its board's decision to pilot a business-unit concept at the Fanaye and Nioro seed breeding stations based on findings from a USAID/PCE funded financial review carried out in FY2011. Implementation, associated with financial coaching from USAID/PCE supported consultants, will commence in FY2013 - once renovations are fully transferred.
- The breeder seed multiplication partnership entered by USAID/PCE directly with ISRA's Djibelor station generated 0,8 Tons of certified G2 breeder seeds of upland Nerica varieties which were transferred to REPROSENER partners. Further breeder seed multiplication activities supported by USAID/PCE will be contracted directly with ISRA by the seed associations in order to foster sustainable collaboration practices between the public and private sector.

SEED LABORATORY AND CERTIFICATION SERVICES (DISEM)

- Power generators were procured and installed at the two DISEM lab locations in Richard Toll and Kaolack over the period. The Richard Toll lab unit is now fully operational. The Kaolack unit will be fully installed once separate connections are provided for the lab and the Ministry administration offices.
- The civil works procurement for the Kolda seed lab was launched. The contract will be awarded in Q3 with expected completion in Q4. The bids came in higher than the initial estimated cost of 21.6 million CFA. A review of the budget and proposals is under way with DISEM and its international technical partner, GNIS, who will benchmark proposals against quotes from European suppliers. The equipment order will take place in Q3.
- Revision of the equipment requirements for the Kolda regional lab and Dakar Central lab with DISEM and technical partner GNIS (French certification body). The revised equipment list will serve as the basis for the USAID investment in rehabilitation of the Kolda lab. A call for tender for the lab equipment was also launched (including key equipment not available at the other labs, notably germination chambers with the proper capacity).
- An international consultant was recruited by USAID/PCE to assist DISEM to develop detailed certification guidelines and check-lists associated to critical control points in order to conform to traceability requirements set by seed regulations. The consultancy was carried out in the first weeks of Q4 and involved a review of existing practices at seed labs as well as a three-day training session of laboratory staff in the documentation and benchmarking of seed laboratory processes. This training and the ensuing production by DISEM of a technical guidebook for lab staff contributes to the Ministry of Agriculture's objective of securing OECD approval and enable cross border trading of seeds produced and certified in Senegal.
- USAID/PCE collaborated with DISEM to produce training material for small farmers wishing to engage in seed multiplication for rice, maize and millet. USAID/PCE supported the design and production of illustrated A3 charts that can be readily used by the individual seed farmers entering subcontracts with seed multiplication firms. These charts will serve as the basis for field trainings to be provided jointly by DISEM and seed associations during FY2013 in preparation of the upcoming 2013 rain season cycle. The first chart produced concerned NERICA multiplication practices and trainings are to be provided by REPROSENER members to its contracted seed producer base as part of the collaboration between USAID/PCE and the association.

SEED GROWER NETWORK PRODUCTION PLANNING

- USAID/PCE has signed cost share agreements with seed producer associations UNIS-Nord (irrigated rice), REPROSEM (maize), REPROSENER (Nerica) and the millet association. The agreements, running into FY2013, cover (i) the production of a 3 year strategic requirements plan for foundation seeds, (ii) the development and adoption by members of an internal best practice framework based on DISEM recommendations (field practices and traceability), (iii) adoption of systematic GPS surveying and map printouts of seed production fields.
- The development of the UNIS-Nord strategic plan was launched mid January at a UNIS led workshop in Saint-Louis. UNIS-Nord initiated a firm-by firm three-year (3x2 cycles) seed production plan with assistance from a local consultant hired directly by the association and with technical oversight by USAID/PCE. UNIS-Nord completed a first draft of a 3 year (6 seasons) rice seed multiplication plan. A training session was organized June 27th to assess financial options available at CNCAS for the seed sector and integrate them in their production program. Upcoming activities under this agreement will cover GPS enabled field mapping and database management applied to the 2012 rainy season program.
- The maize seed association, REPROSEM, obtained full legal recognition during Q2/FY2012. Members convened twice to discuss the organization's management approach and to develop a three-year seed production plan, integrating foundation, base and commercial seed production objectives. Operationally, REPROSEM has decided to bear the costs of the human resources secretariat of the organization themselves (no outside funding support). USAID resources will focus on capacity building and acquisition of certain equipment such as GPS for field certification purposes. . Planning work over the second quarter generated a 3-year, firm-by-firm projection of base and commercial seed production which led to the association placing with ISRA a collective foundation seed order to meet the production program requirements for 2012 in April 2012.
- The Nerica upland rice seed association, REPROSENER, carried out a 3-year planning exercise in early April, including a forecast for certified seed production (foundation, base and commercial levels) of the NERICA varieties being promoted in the SFZ. A final version provides foundation seed requirements. The REPROSENER program includes a 2-cycle year for the acceleration of the production of foundation seeds at the ISRA station and with certain association members that have appropriate irrigation capabilities. REPROSENER will be involved in capacity building of its farmer base using the training handouts in certified seed production developed with DISEM support.

SEED PROCESSING FACILITIES

- USAID/PCE provided the Ministry of Agriculture and the seed producer association UNIS-Nord the technical expertise necessary for the design of a legally sound PPP concession framework. The objective is to ensure the sustainable transfer of the Richard Toll seed processing facility (CTS Richard Toll) to private management. USAID/PCE support was provided by its technical team complemented by a legal consultant who provided technical advisory services and mediated the discussions between both parties and associated stakeholders.
- A **two-day industry workshop held on November 16 and 17, 2011** to discuss PPP possibilities. The outcomes of this workshop were: the selection by UNIS of the newly adopted OHADA Société Coopérative form to operate the CTS; the identification of public and private expectations out of the PPP concerning public service requirements and private management autonomy and options for funding long term investments; the basic parameters of the project's business plan : activity levels coherent with both private market expectations and government rice sector objectives, a fee increase

of 15000 CFA/ton (vs. a current tariff of 10000 CFA) to cover capital expenditures, the level of capital funding to be provided by the private industry.

- Financial projections were produced by UNIS with the support of SRV financial service provider CGER and was reviewed by USAID/PCE and the government party. The final plan calls for **a total investment of 130 million CFA (270,000 USD)**
- The **Cooperative des Semenciers du Nord (COOSEN)**, the legal entity (a commercial cooperative under the new UEMOA statute) was created and formally recognized by the authorities and an initial membership capital of 4.9 million CFA has been fully funded by the members.
- UNIS-Nord and DRDR have produced **a scaled location plan identifying the boundaries of the area and the location of the infrastructure that will be included in the upcoming PPP**. It is expected that transfer will take the form of a 25 year lease between the Government (Ministry of Agriculture) and the COOSEN.
- USAID/PCE has commissioned a local firm to prepare the civil works specs involved in completing the CTS rehabilitation. According to the investment plan, the COOSEN will cover the costs of renovation/extension of the buildings, the construction of walls controlling access to the facility and the resurfacing of truck access paths in the loading zones.
- A **model concession contract agreement** was drafted by the consultant and was thoroughly discussed by all parties during a workshop held July 24-25. The recommendations from this workshop informed a final draft that will be the object of a final negotiation round between the recently appointed Ministry of Agriculture team and COOSEN.

In the Kolda region, discussions are underway with private partners to develop a cost-share partnership with USAID/PCE for the construction of a seed processing and storage facility in the Kolda zone. The agreement would resemble the KASEC seed conditioning center partnership in Kaolack involving USAID/PCE with local cereal and seed distributors Groupe Tool Baye and Tamedou et Fils. The facility will provide seed cleaning, packaging and storage services to producers of certified rainfed rice (NERICA and other varieties), maize and other cereals. Its location in Kolda will enable synergies with the laboratory being rehabilitated with USAID/PCE support. The cost share agreement is expected to be awarded Q2/FY2013.

Table 3 – Seed Sector FY 2012 Achievements and FY 2013 Goals

SEED SECTOR		
Activities and tasks	Achievements	2013 Goals
ISRA foundation seed supply:		
Infrastructure investments at Fanaye (SRV) and Nioro (SFZ) research stations.	<ul style="list-style-type: none"> - Civil works and equipment replacements at Nioro station completed. - Initial set of civil works at Fanaye station completed. Scope augmented to include new water tower, platform for cold room and electrical hook-up to the grid to be fully operational by Q1/FY2013. - Cold store for Fanaye procured and to be installed Q1/FY2013. 	<ul style="list-style-type: none"> - Completion and transfer of renovation projects at Fanaye and Nioro research stations.
Administrative and management procedures for seed production units.	<ul style="list-style-type: none"> - Confirmation received Q1/FY2012 from ISRA that Board has cleared pilot program. 	<ul style="list-style-type: none"> - Support to ISRA-Production commercial management pilot for foundation seed supply. - Budget and costing acctg framework - GIS based field utilization monitoring and cost allocation
Seed laboratory and certification services		
Investments in Ministry of Agric Seed labs.	<ul style="list-style-type: none"> - Installation of electric generators at Richard Toll and Kaolack labs. - Revision of Kolda lab requirements by GNIS consultant (French seed agency) and modification of equipment procurement. Procurement to be completed Q1/FY2013. - Kolda lab civil works completed. 	<ul style="list-style-type: none"> - Completion of Kolda Lab and equipment procurements. - Training and monitoring of regional lab technicians in analytical methods, lab benchmarking processes and traceability. - Lab best practice guidelines and benchmarking tool implemented by DISEM at regional labs.
DISEM standard practices	<ul style="list-style-type: none"> - USAID, DISEM and GNIS partner for the development of laboratory traceability standards and training modules. - Terms of reference for detailed field certification documentation guidelines to be developed jointly by DISEM, USAID/PCE and GNIS. - Lab traceability and best practice training module produced and 	<ul style="list-style-type: none"> - Training and monitoring of field controllers: Field control and documentation guidelines, Trainings, Audit - Development of seed processing best practice guidelines and DISEM performance audit checklists.

SEED SECTOR		
Activities and tasks	Achievements	2013 Goals
	<ul style="list-style-type: none"> training of regional lab staff held. - DISEM simplified multiplication and certification guidelines drafted for FTF cereals varieties and NERICA recommendations translated into illustrated mini-poster format. 	
Foundation seed requirement planning		
5 year seeds industry plans for irrigated rice, NERICA rice, maize and millet.	<ul style="list-style-type: none"> - Cost share agreements with UNIS-Nord, REPROSENER (NERICA), REPROSEM (Maize) and Millet seed producers association - UNIS-Nord (irrigated rice), REPROSEM (Maize) and REPROSENER (NERICA rice) produce three-year forecasts. 	<ul style="list-style-type: none"> - Implementation and update of multi-annual seed multiplication programs by seed associations. - Seed associations define and implement best practice frameworks for seed multiplication.
Breeder seed orders placed with ISRA stations for rice maize and millet.	<ul style="list-style-type: none"> - Nerica breeder seed multiplication by ISRA: 0,8 tons expected. - REPROSENER Nerica program under irrigation agreed to for 2012 dry season cycle. - REPROSEM places consolidated 2012 seed order for maize foundation seeds to cover its members' base seed multiplication programs. - REPROSEM looks into coordinating hybrid maize introduction and distribution process as a complementary activity. - Foundation seed requirement plan produced by associations for irrigated rice, NERICA, Maize and Millet. 	<ul style="list-style-type: none"> - Identification by seed multiplication associations of alternate foundation and commercial seed sources. - (linked to NERICA and Maize VC programs)
Seed processing center investment and management		
CTS Richard Toll Unit	<ul style="list-style-type: none"> - Power generation units installed at Richard Toll and KASEC (Kaolack) seed processing stations. - Infrastructure and equipment investment plan established during PPP workshop and quotes obtained for 4T/hour unit. - Location plan for R toll project drafted by UNIS-Nord and DRDR. 	<ul style="list-style-type: none"> - Completion of the Richard Toll facility and underlying PPP agreement. - Cost share grant for the implementation of a Kolda facility.

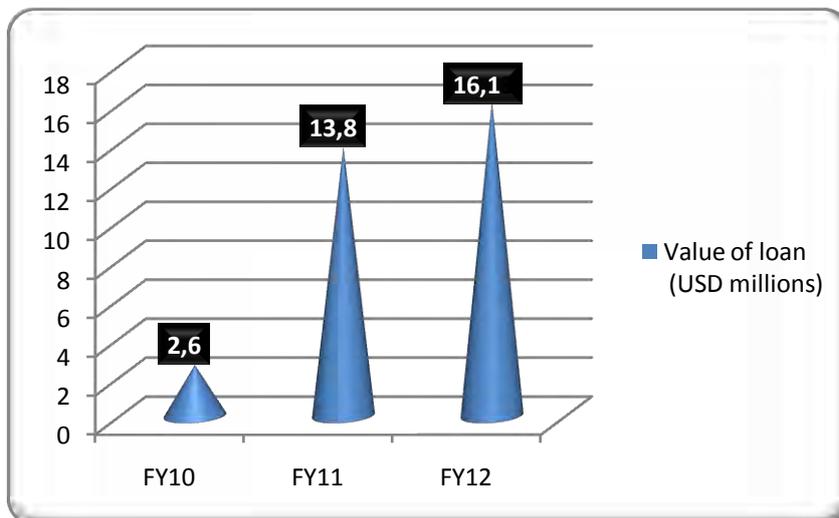
SEED SECTOR		
Activities and tasks	Achievements	2013 Goals
	<ul style="list-style-type: none"> - Expression of interest of CIDA project Bey Dunde to fund civil works component of Richard Toll installation. 	
CTS Richard Toll PPP framework and concession contract	<ul style="list-style-type: none"> - Extensive stakeholder visits and production of a draft concept note. - Organization of a 2 day workshop associating seed producers, CTS technical staff, regional and central Ministry of Ag staff and SAED. - Production of a financial business model for a 130 million CFA investment, 56 million CFA contribution by USAID/PCE. - Creation by Seed producers of an OHADA compliant Cooperative enterprise: COO-SEN with an initial capital of 4,7 million CFA - Contract drafts prepared. - Contractual drafts discussed within Ministry of Agriculture technical committee and contractual workshop held July24-25. 	<ul style="list-style-type: none"> - Model PPP agreement between COOSEN and the Ministry of Agriculture.

2.4 Access to Capital

Highlights

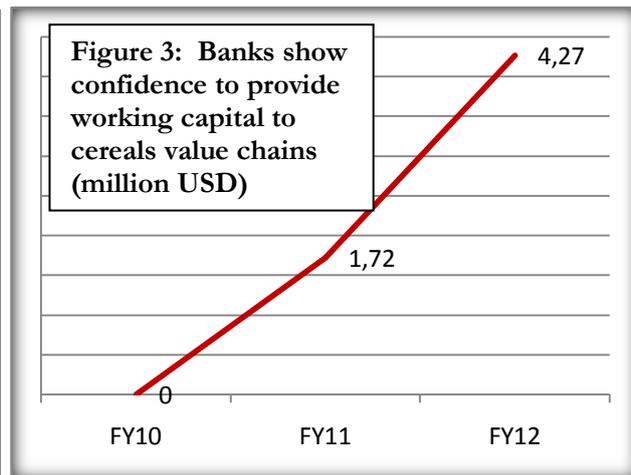
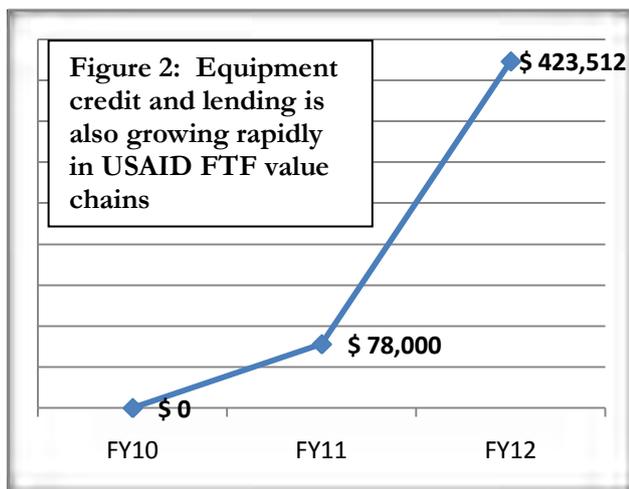
USAID/PCE continued to make significant progress in Fiscal year 2012 to boost bank lending for FTF priority agricultural value chains. In particular, the promotion of contract farming arrangements has served to unlock and diversify financing arrangements all along the supply chain. Smallholders are the biggest beneficiary of the evolution in the overall contracting and financing system. The effectiveness of our approaches in terms of securing bank loans has led to adoption of similar methods and approaches by other projects and programs.

Despite the difficulties of the difficult 2011 rainy season, we observe that financial institutions in general continue to expand their lending portfolio. With regard to irrigated rice, great progress has been made in a short period of time. In 2012 we facilitated Senegal's first experience of using three-way, inter-linked storage, buying and financing systems in the SRV. The approach increased producer sales of paddy, helped to secure local milling businesses paddy requirements, and led to more secure loans and a significant jump in reimbursement rates which are now upwards of 95% at the CNCAS. Figure 1, below, traces the change in total agriculture lending associated with project activities.



Strong and sustainable agricultural value chains require a sufficient supply of financial services that are tailored to the needs of stakeholders involved. As such, USAID/PCE has been at the forefront of developing and adapting financing instruments and products to best match supply and demand.

The lack of credit for farm equipment, for example, is recognized as a major constraint for Senegalese smallholders and SMEs. The PCE team continues to make progress in introducing new agriculture equipment leasing deals. The total value of equipment credit introduced in the maize (tractors) and rice (mill) value chains has grown substantially over the past three years as Figure 2 illustrates. And as Figure 3 demonstrates, Senegal's financial institutions continue to ramp up their lending for working capital in all three value chains.



Capital Access component highlights in FY 2012 include:

- **Implementation of an inter-linked buying, storage and financing program in the irrigated rice value chain.** USAID/PCE accompanied recent milling investor, Vital Agro Industries to establish paddy rice contracts with farmer unions holding seasonal loans with CNCAS. The delivery of paddy to nearby warehouses served to rapidly clear farmer seasonal loans while ensuring VITAL a supply for several months. The CNCAS considered their loans more highly secured and were pleased to achieve a repayment rate of 95%. The articulated storage and buying arrangements served to leverage \$8,5 million.
- **Launch of the first rain based index insurance scheme in Senegal.** Nearly 100 maize farmers signed rain-indexed insurance policies offered by the national agriculture insurance company for the 2012 rainy season. Although this was fewer farmers than planned, it represented a first for Senegal. The PCE team supported the design and the marketing of the index insurance product; training sessions for maize growers; and the installation of a dozen of rain gauges.
- **Acquisition of 11 tractors among maize value chain farmers.** The project's "financial coaching" program started in 2011 culminated in 2012 with the delivery of 11 tractors to maize farmers. Eight tractors were financed through a new leasing program. The others were acquired with more traditional bank credit.
- **Roll-out of a Mutual Guarantee Cooperative Lending scheme** in Ronkh that backed 117 rice farmers and included 46 agricultural micro-insurance policies.
- Capacity building for 187 farmer GIE representing 6800 farmers in the Senegal River Valley to better manage accounting and financial information and thus improve competitiveness.
- **Support for implementation of the first « portable DCA » with the mobilization of \$400,000 backing 101 women.** The collaboration between Ecobank and FEPRODES allowed the latter to overcome the challenge of guaranteeing loans to for women farmers.
- **Integrated financing models successfully implemented** have increased bank lending for priority value chains: **\$9, 908,756** mobilized backing 11372 borrowers;
- **1416 agriculture loans worth US\$ 6, 2 million** were covered by the DCA.

Activities and Results

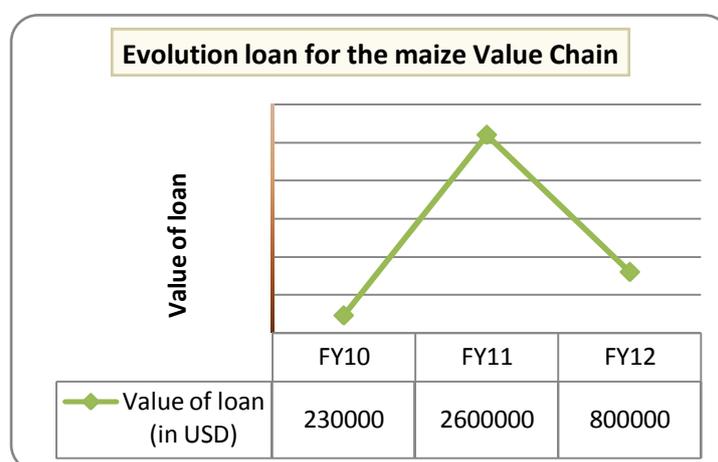
The Capital Access component is structured around two broad themes. The first is support for solvency and bankability of cereals value chain actors. The second is support to expanding and diversifying value chain financial services.

SUPPORT FOR THE SOLVENCY AND BANKABILITY OF ACTORS WITHIN CEREALS VALUE CHAIN

Development of integrated financing models

Maize

The maize value chain experienced difficulties in 2011-12 due to a combination of poor rains, cost overruns on hybrid seeds and fertilizer, counterproductive behavior of some consolidators, and a large increase in national and international prices. These circumstances negatively impacted the reimbursement rates (risk portfolio average at 10%) on loans taken out by participating producer groups and lowered bank lending to production. The graph below shows the retraction in bank lending for the maize value chain for the 2012 rainy season.



Concerted efforts by maize value chain actors helped improve loan reimbursement rates. Arrangements were found between farmers in arrears and financial institutions for the payment in the form of a moratorium on amounts due. This situation contributed to the creation of FEPROMAS, a new maize producers' federation that has pursued an "adapted financing model". The Federation now plays the role of facilitation for member groups and facilitates access to inputs, credit and output markets for members in good standing.

SEDAB, the leading consolidator and partner of USAID/PCE in Kolda, had overall better results, in terms of farmer credit and financing arrangements. This served to strengthen the relationship between SEDAB and its producers' network and the participating financial institutions, CNCAS and ACEP. For the 2012 rainy season, input credits worth \$400,000 were mobilized for the benefit of 2180 farmers working with SEDAB. It is important to note that SEDAB, the main input supplier, also received \$400,000 in bank credit to cover the cost of advancing inputs to maize farmers. While some financial institutions have lowered their loans portfolios within the maize integrated financing model, CNCAS increased its portfolio (over \$244,000 of seasonal credits).

Irrigated rice

FY 12 was marked by significant progress in stakeholder appropriation of new forms of structured financing adapted to the high volumes of rice that are demanded by urban markets. In particular, the project turns its attention to resolving the financing required to cover large advance purchasing (ahead of sales) and the associated storage expenses. Mills are being assisted to find ways of avoiding relying on their cash reserves to fund storage over many months. At the same time, they must have the cash flow necessary to pay off farmers quickly so that the farmers can, in turn, close out their seasonal bank credit and access a new credit line in order to facilitate double-season rice farming. Thus credit arrangements are at the heart of enabling double cropping, one of the most important short-term opportunities for production expansion in Senegal.

USAID/PCE played a critical role in rolling out new credit line arrangements linked to various warehousing schemes and associated purchasing deals. These models were developed in partnership with VITAL Agro Industries to facilitate their need to steeply ramp up purchasing to optimize their new mill operations and with direct collaboration of two financial partners, CNCAS and the BRM (Banque Régionale de Marchés) .

In total, these models led to mobilization of over \$9.38 million (CFA 4.69 billion) in loans to sponsor paddy rice commercialization and production. The table, below, shows the amounts of bank financing mobilized over three seasons for commercialization and production.

Financing mobilized to support Vital AgroIndustries milling requirements (in CFA)

Season	Paddy production financing	Paddy commercialization financing
2011 Rainy season		444,000,000
2012 Dry Season	444,000,000	2,112,885,531
2012 Rainy Season	1,693,114,469	Not yet available
Totals	2,137,114,469	2,556,885,531

Box 1: The articulated financing models to support paddy rice commercialization and stockpiling

A small number of rice millers in the SRV have been actively pursuing urban markets for good quality and aromatic rice varieties. As rice production in the SRV adapts to this burgeoning demand to serve urban markets, millers are faced with a significant challenge of mobilizing the operating capital to finance large-scale purchases. Credit is needed to support the increasing volumes of paddy stored in warehouses. The team worked closely with Vital agro-industries, and other partners in FY12 to develop and implement two financing models.

First, PCE supported **warehouse credit financing** in collaboration with Vital, the BRM and a warehouse management agent, AEC. In this model, the goal is to provide purchasing credit to Vital based on the certified storage of paddy rice in silos located at the Vital mill. The firm AEC is hired to certify that paddy is indeed in storage in the silo. The BRM sets up a 1.3 billion CFA revolving credit line and commits to releasing 50 million CFA in credit to Vital each time the stored quantity reaches that value. As a guarantee, Vital's clients (distributors who are buying white rice from Vital), agree to deposit payment for their order to an escrow account with BRM. Vital is responsible for financing the first round of financing to get the line of credit. Through this system, \$1.8 million of credit was made available in 2012. In some cases, the process of rice consolidation was undertaken by a third party already operating in the valley.

Second, the project facilitated a financing deal whereby farmers with seasonal loans from the CNCAS could have their debt transferred to the buyer, Vital, upon delivery to and verification at a union-controlled warehouse. In this case, there is no third party to oversee the stock. Rather, a CNCAS representative visits the union-managed warehouse (or school or other public place where rice can be secured) and certifies that the amount of rice deposited is sufficient to reimburse the seasonal loan of a GIE. The CNCAS then authorizes Vital to take possession of that rice and thus its transfer from the farmer union warehouse to the Vital silo. Because Vital has signed a purchase contract with the farmer union or farmer group, the CNCAS transfers the debt to Vital who agrees to pay-off the loan amount directly to CNCAS. In this way, CNCAS is providing Vital with a line-of-credit for its rice purchasing program.

Millet

The 2011 seasonal loan repayment rates are nearly 100%. As a reminder, structured lending for millet producers was relatively modest at \$86,459, furnished through ACEP Kaolack to 35 GIE belonging to the Union des GIE de Producteurs de Céréales Locales (UGPCL). For the rainy season 2012/2013, these GIE asked for new loans. However, given the loan reimbursement difficulties in the maize value chain, the ACEP agency accepted to only lend \$63,000 to 22 GIE. Meanwhile, the GIE of Union de Wack Ngouna received a supplier credit of \$40,000 for the 2012 season. Despite difficulties encountered in the millet value chain due to lack of mills with great capacity, the overall financing mobilized increased from \$75,000 in 2011 to \$86,459 in 2012.

Seeds

In FY12, the Capital Access team at PCE collaborated with the project's seed sector experts to work on improving financial flows to seed enterprises. In particular, the project collaborated with the CNCAS on a workshop on seed production financing on June 27, 2012 in St. Louis. Participants from UNIS, SAED

and the DRDR along with CNCAS analyzed the types of financial products best adapted for financing the seed value chain. The project also worked closely with the REPROSENER members to develop a financing model for Nerica seeds. Eleven REPROSENER members received bank loans worth a total of \$26,500 for NERICA seed production from two CNCAS agencies: CNCAS/Kolda and CNCAS/Ziguinchor.

Financial coaching program for potential borrowers

Improving borrowers' financial information continues to be a major concern of USAID/PCE. The project, working through two local consulting firms (Access Finance and Financière Africaine) and the CGER, in the Senegal River Valley, provided substantial capacity building and business planning support to maize and rice farmers and mills. Specific outcomes include:

- **Financial and organizational diagnostics of three mills** (CNT, Naxadi Deret, Mbodji et Frères) and two enterprises specialized in the production and commercialization of paddy rice. Strategic plans elaborated are implementing with the elaboration of the business plans;
- Advisory services in business planning and implementation supervision for 11 maize farmers who acquired tractors under the leasing scheme. Financial supervision support helps ensure that recipients implement appropriate financial strategies to cover their loans.
- Support to 182 GIE in the Senegal River Valley to set up systems to collect and track financial and accounting information. This support was also key to the preparation of credit applications and loan reimbursement.

Training for farmers on insurance and agricultural risk management

Agriculture insurance is a new concept for most Senegalese farmers and requires a significant up-stream information and training investment so that they can understand the mechanism, advantages and costs. Such sessions were designed to train lead farmers first who would then lead discussions with broader farmer groups. For example, USAID/PCE organized agriculture risk training sessions for 24 farmers in Saint-Louis. These sessions focused on analysis of various types of agricultural risks and the key concepts of agricultural micro-insurance and management of a community based insurance structure. A similar program was implemented for maize farmers in the Nioro area.

Table - PCE reached a vast number of farmers on agriculture insurance issues

In-class training sessions	Farmers trained in class room	Number of follow-on farmer outreach activities	Number of ads	Number of radio broadcasts	Total of individuals reached through outreach and radio
2	20	12	24	3	17804

IMPROVING THE SUPPLY FINANCING OF FINANCIAL SERVICES FOR AGRICULTURAL VALUE CHAIN

Support for scaling up and use of the DCA. The USAID/PCE scope of work calls for the project to collaborate with USAID to support design and use of the DCA mechanism for agriculture investments. This includes coaching and training for participating financial institutions as well as trouble-shooting when obstacles arise. The DCA mechanism experienced a positive outcome in the past year with a relatively high utilization rate compared to 2009. A total of 1315 loans were covered by the DCA during

FY 2012 for a total of US\$ 5,731,894. In addition, the DCA played a vital role in facilitating women's access to credit while paving the way for stronger relationships between classic banks and a local MFI. The relative success of the DCA program has led financial and leasing institutions to express an interest in developing new types of DCA agreements tailored to their clients' needs.

Capacity building of financial institution in agricultural value chain financing.

Notwithstanding the progress made in expanding financial access for value chains, there is still a lack of financial services tailored to the needs of value chain actors. This situation is partly explained by the limited skills and knowledge of personnel within financial institutions on agricultural financing. Furthermore, financial institutions must expand their presence and interaction with farmer groups regarding the basics of good credit management. To help alleviate this problem, USAID/PCE adopted two approaches : (1) direct support to financial institutions in implementing of integrated financing models, suggesting risk mitigation instruments, sharing factual information on targeted value chains and proposing appropriate financial products if necessary; (2) organization of training workshops. **In FY 12, seven training sessions were led by PCE staff on different themes (DCA, value chain financing, agricultural insurance, development of financing models for the seed value chain, etc.).**

Development and adaptation of new financial products.

Agricultural financing has been compromised by the lack of financial products suitable for value chains. This brought to light a mismatch between supply and demand for financial services. The project support consists of implementing new structured finance instruments with focus on the mobilization of short, medium and long terms credits and the implementation of flexible financing mechanisms based on warehouse financing system. In this regard, various initiatives were undertaken including:

- **Development and adaptation of credit and leasing schemes to agriculture.** The scaling up in grain production has created new needs especially among major producers and mills. To overcome the constraints regarding equipment credit (requirement of actual guarantee, credit history, etc.), USAID/PCE collaborated with Locafrique on a very successful leasing scheme. Eight maize growers in Niore received their tractors through leasing agreements for a total of \$265,500. Mid-size miller, Naxadi Deret, increased its processing capacity up to 5 tons per hour with the acquisition of a new mill through a leasing agreement with Locafrique.
- **Support for mechanization of agricultural value chains.** Since 2011, collaboration with CNCAS facilitated access to equipment credit for some maize growers. In FY 12, two maize farmers received tractors worth \$71,509.
- **Implementation of a collateralized financing system.** The local Warehouse financing model implemented does not require third party intervener. It just involves rice farmers' organizations, a mill and the bank. This model is based first on negotiation of sales agreements between national rice distribution companies and Vital Agroindustries. These agreements serve to reassure CNCAS that Vital has a guaranteed market and future income stream from their milled white rice. Vital in turn signs contracts to buy from the producer organizations an amount equal to the volume of paddy rice necessary to reimburse their seasonal loans with CNCAS. The farmer Unions take receipt of the paddy rice at secure warehouses at which point the CNCAS authorizes Vital to take ownership of the rice. Once that authorization is given, the CNCAS considers that the farmer's loan is effectively paid off, even though the paddy rice is still in storage at the warehouse. For the FY 12, 12,194 of paddy rice have been marketed
- **Mutual Guarantee Cooperative Lending Scheme (MGCLS).** Through a grant from USAID/PCE and in the context of a protocol between MEC Delta (Mutuelle d'Epargne et de Crédit du Delta), ASDEL (Association Action Solidaire du Delta) and USAID/PCE, the MGCLS/SCMA started its activities with the goal of facilitating access to credit to small rice farmers in the Delta. Two training sessions were organized for the MGCLS/SCMA members and MEC DELTA officers. These training sessions focused on "organization and

implementation of the MGCLS/SCMA”. To date the MGCLS/SCMA has 269 members and despite difficulties to roll-out the lending scheme, 107 accessed credit in FY12 worth a total of \$61,744.

Table 4 – Access to Finance FY 2012 Achievements and FY 2013 Goals

ACCESS to FINANCE		
Activities and tasks	Achievements	2013 Goals
Support for the solvency and bankability of actors within cereals value chain		
Development of integrated financing models	<ul style="list-style-type: none"> - Adaptation of maize integrated financing model and mobilize \$800,000 in terms of production and supplier credits. - Implementation of paddy rice inventory credit lines tied directly to contracts with farmers and which enabled an increase in seasonal loans to farmers. Credit for production and commercialization costs reached \$8,500,000. - Millet integrated financing of \$86,000 for 55 GIE within the UGPCL and Union de Wack Ngouna networks. - Organize with CNCAS, of a workshop on seed production financing which took place on June 27, 2012 in St. Louis with 20 participants including UNIS members and representatives of SAED and the DRDR. - Development in the south of a financing model with REPROSENER members who received bank loans of \$ 26,500 for NERICA seed production from two CNCAS 	<ul style="list-style-type: none"> - Production and commercialization financing of US\$1,000,000 mobilized for FEPROMAS members and SEDAB producers' network. - Mobilize US\$ 4,500,000 in loans mobilized for pre-harvest credit and working capital intended for rice-processing factories, producer organizations, etc. - Mobilize US\$ 100,000 in credit for commercial millet farmers - \$40,000 mobilized by REPROSENER for production and sale of Nerica seeds. - \$40,000 mobilized by REPROSEM for the production and sale of maize seeds
Financial coaching program for maize and millet SMEs	<ul style="list-style-type: none"> - Financial and organizational diagnostics of three mills (CNT, Naxadi Deret, Mbodji et Frères) were realize for five rice microenterprises and strategic plans implementing. - 11 maize farmers who acquired tractors under the leasing scheme were accompanied in the elaboration of their business plans and the implementation of a management support. - With the support of CGERs, 182 GIE have benefited from an improvement in setting up an accounting system suitable for improving the traceability of financial and accounting 	<ul style="list-style-type: none"> - Improve organizational management and financial planning capacities for 5 five strategic partners: CNT, Mbodji et Frères, GIE Thiaytou, IAC, Naxadi Deret. - Improve solvency and financial management capacities for 11 farmer beneficiaries of maize leasing scheme. - Over 250 rice producers organizations have stronger accounting and financial management skills

ACCESS to FINANCE		
Activities and tasks	Achievements	2013 Goals
	information	
Training of farmers on insurance and agricultural risk management	<ul style="list-style-type: none"> - A training session on agricultural risks for 24 farmers is organized in Saint-Louis. - A training and outreach program focusing on the agricultural insurance were implemented in Nioro under the rain based index insurance scheme. 20 individuals trained and 17804 others reached. 	<ul style="list-style-type: none"> - 1500 policies issued for maize producers - 1000 insurance policies issued to SRV rice producers
Improving the supply of financial services for agricultural value chains		
Support for the scaling up and the use of the DCA.	<ul style="list-style-type: none"> - 1416 loans were covered by the DCA for a total of US\$ 6, 226,414; - Implementation of the first experience of a « portable DCA » with the mobilization of \$ 400,000 backing 101 women. - Organize two training session on The DCA mechanism for PAMECAS staff ; - Evaluation of the DCA by the partners 	<ul style="list-style-type: none"> - A least \$3,500,000 of loans covered by the DCA. - Support USAID to implement a least two new DCA facilities.
Capacity building of financial institution in Agricultural value chain financing	<ul style="list-style-type: none"> - Direct support to financial institutions in implementing of integrated financing models. - Organization of 7 training workshops in different themes (DCA, value chain financing, agricultural insurance, development of financing models for the seed value chain, etc.). 	<ul style="list-style-type: none"> - 8 financial institutions (banks, MFIs and leasing companies...) develop and implement internal training and farmer training program on agricultural value chain financing
Development of new financial products		

ACCESS to FINANCE		
Activities and tasks	Achievements	2013 Goals
Development and adaptation of the credit and leasing schemes to agriculture	- Development and adaptation of the credit and leasing schemes to agriculture with the mobilization of \$352,000 (\$265,500 for tractors and \$86,500 to install a new rice mill for Naxadi Deret).	- Leasing companies assume leadership of effort to promote and expand agriculture leasing opportunities. - 5 producers benefit from the leasing/equipment credit scheme to acquire agricultural equipments
Support for mechanization of agricultural value chain (increase bank lending)	- CNCAS loans to two maize farmers for tractors worth a total of \$71,509	- Mobilize \$740,000 for construction of storage infrastructure and installation of rice mill.
Warehousing financing	- Implementation of local Warehouse financing model with the CNCAS, Vital and the producer's organization. 12,194 tons of paddy rice have been marketed with the model	- Strengthening warehouse model with Vital et CNCAS - Implementation a Warehouse financing pilot with VITAL/CNCAS/GIE Theytou including \$300,000 mobilized for paddy collection.

2.5 Market access and trade

Highlights

- **Fiara 2012:** USAID/PCE sponsors a “rice village” situated at the entrance of the annual Senegal agricultural trade fair (FIARA), which was held from April 5-14, 2012. New aromatic rice varieties were showcased as well as the newly introduced Nerica upland rice, including free tastings and several press communication activities. The promotional effort was complemented by a 4-session conference program, which was attended by over 200 people.
- Trade facilitation in the maize sector leads to farmers going for direct links with industrial buyers through a joint federation named FEPROMAS. Concurrently stakeholders are supported by USAID/PCE to develop better commodity pricing models for maize and improve their input sourcing capacity.
- The CEREGAL brand initially developed to sustain social marketing work has been dropped due to intellectual property issues with competing brands.
- The results of the 5 month investigation from 01 January 2012 to May 31, 2012 relating to the transportation of millet / sorghum and maize on these 4 road segments were communicated during the national presentation of the 18th USAID/West Africa Trade hub report whose latest results on road governance issues were also disseminated to more than 80 stakeholders.

Activities And Results

- **Fiara 2012:** USAID/PCE sponsored a “rice village” at the entrance to the FIARA from April 5-14 where eight private sector rice partners showcased their products, including free tastings. On offer were six different varieties - three fragrant irrigated varieties from the Senegal River Valley, and three rainfed varieties under development in the Southern Forest Zone. During the Fiara, more than 1,500 visitors per day visited the “local rice village”. USAID’s irrigated rice partners sold 75 tons of rice for a turnover in excess of 30 billion F Cfa (about 67,000\$). On top of that, producers started commercial discussions with distributors and wholesalers for future and lasting partnerships. During the FIARA USAID/PCE also organized 4 thematic workshops on issues such as commercialization of fragrant rice, women in the rice value chain, and rice culture and climate change. PATH, an American NGO also made a presentation on its UltraRice technology for rice fortification that is being deployed in several countries. About 200 people attended the workshops.
- **Kolda Regional Fair:** USAID/PCE sponsored three FTF partners to attend the Kolda Regional Fair from April 27th to 29th (organized by Peace Corps, Catholic Relief Services, USAID Wula Nafaa and a local association). The partners included Reprosener (seed producer association), SEDAB (input supplier) and Kissal Patim (a woman’s group). REPROSENER presented rainfed Nerica rice seed varieties that they offer; Kissal Patim representatives exhibited the Sahel 134 rice variety and sold 75 kg of this rice at 22 500 Fcfa (about 50\$). SEDAB showcased both maize and Nerica seed varieties. USAID/PCE organized a tasting of the Nerica 1 variety for the 60 exhibitors
- In early November 2011, USAID/PCE organized a meeting between the 6 consolidators and 5 industrial mills. Purchase requirements exceeding 9000 tons matched by initial offers of 8861 tons. Unfortunately, due to low yields induced by drought and steep price increases on the local and international markets only 1900 MT of these requirements were fulfilled directly. For the 2012

season, USAID/PCE facilitated meetings between FEPROMAS and leading Industrial buyer Grands Moulins de Dakar to discuss ground-breaking direct sales linking industrial firms and local farmer unions.

- A maize stakeholder workshop convened by USAID/PCE recommended creating a pricing commission for the maize commercial program to develop an improved pricing model. To this end, USAID/PCE supported trade in the maize industry by developing a pricing model based on international price quotes, transport cost benchmarks and the cost structure at the port of Dakar to establish a price benchmark for import maize delivered to industries.
- In light of a protest to registration of the Cérégal name filed by Nestlé with the OAPI, USAID Senegal advised the project to not defend the brand. The project team met with one local group, the Association des Transformateurs des Céréales Locales (ATCL) and offered to them the opportunity to take up the use of the Cérégal name and logo, but clarified that the ATCL would be fully responsible for pursuing any legal actions that may stem from the Nestlé protest. At this point, the project has effectively stopped using the Cérégal logo and seeks only to liquidate our stock of promotional materials (t-shirts and baskets). During FY2013 USAID/PCE will support leading producers and millers develop their own branded products to better compete against imports at the retail and wholesale levels.
- USAID/PCE recently entered into an MOU with VITAL Agro Industries to pilot an inventory financing system to facilitate the large inventories required by its recently installed rice mill. The project's Capital access team is providing support to VITAL for the development of a 7000MT network of existing facilities throughout the Delta backed by inventory finance mechanisms.
- The third party collection/warehousing system initially developed for export sorghum under TO6 was extended to the millet value chain following the intent of Norwegian buyer FKRA to import 100 MT. The facility, based in the port of Kaolack involves partners Bollore Africa Logistic (warehouse manager), FKRA the Norwegian Cooperative buyer, United Bank of Africa, SGS (Société Général de Surveillance) and the contracted Farmers networks. This system enables direct delivery by farmers for an efficient consolidation of millet at the port of Kaolack, either for export to FKRA or on behalf of local processors, with a documented traceability system and certified independent quality control by quality control services provider SGS. Quantity is verified using the port of Kaolack public weighbridge. This third party warehouse based pooling and certification system is being considered by leading maize producers as an element of future consolidation contracts.

Transport

USAID/PCE has finalized in June 30th its partnership with the Dakar Chamber of Commerce to collect data and provide trainings for drivers and traders of local cereals as part of the broader effort to inform stakeholders on the costs and delays associated with roadside stops. Four areas were selected to carry out the mission:

- Axis 1: Kaolack - Dakar (Ndiba ndiayène - Dakar);
- Area 2: Kaolack - Dakar (Wack ngouna - Dakar);
- Axis 3: Fatick - Dakar (Sokone - Dakar);
- Axis 4: Kaffrine-Dakar (Mabo - Dakar)

Weekly markets identified were:

Ndoffane, N'drame Escalé (Monday), Nioro (Tuesday) Wack N'guouna / N'diba N'Diayene (Thursday), Prokhane (Friday), Dinguiraye (Saturday), Mabo (Wednesday), Birkelane (Sunday), Sokone (Wednesday), Passy (Saturday) and Keur Madiabel (Wednesday).

The results of the 5 month investigation from 01 January 2012 to May 31, 2012 relating to the transportation of millet / sorghum and maize on these 4 road segments were communicated during the national presentation of the 18th USAID/West Africa Trade hub report whose latest results on road governance issues were also disseminated to more than 80 stakeholders, including transporters, drivers, road safety agency, shippers, customs, police, traders, Ministry of Transport, and the Chamber of Commerce.

This mission compiled the evolution of results obtained during the activity period based on the three indicators used: the number of checkpoints, the cost incurred from illicit payments, and lost time caused by these controls.

Besides the need to collect data to inform about the costs and delays associated with road stops, the program, by training drivers and initiating road shows has helped sensitize, with positive results, about ways and means to reduce the burden of road stops and ease the transport of cereals within domestic markets.

Transporters and cereal traders were very enthusiastic about the approach derived from the OPA (abnormal practices observatory) set up by WAEMU in partnership with USAID/West Africa Trade hub to reduce trade barriers in the road corridors of Western Africa. It offered informed data about practices that contribute to inefficiencies in the cereal value chain management (additional incurred cost and loss of time), put the pressure on the public authorities to take corrective actions, and increase awareness of all stakeholders.

The number of checkpoints in the Kaolack1-Dakar and Fatick-Dakar mini-corridors dropped from an average of five (5) to three (3) and from seven (7) to two (2), respectively, between the first and the last reports. Those for Kaolack2-Dakar and Dakar Kaffrine followed the same declining trend going from, four (4) to three (3) and six (6) to three (3) respectively.

The illegal fees charged at roadside were greatly reduced in the project time span. On the axis Kaffrine - Dakar, illegal payments to the gendarmerie and the police respectively decreased by 875 F (3000 to 2125 F CFA CFA by trip) and by 1250 CFA (2750 to 1500 F CFA CFA by trip) in average. For the Kaolack1-Dakar axis, they went from 3960 to 1636 FCFA by trip regarding the gendarmerie and 3473 to 1273 F CFA by trip regarding the police. In the Kaolack 2 – Dakar road segments, illegal perceptions averaged per trip decreased by 1,000 FCFA (for police), 500 F CFA (for the gendarmerie) and as to the Dakar-Fatick road segment, it went down by 1833 CFA (for the police) and 3000 CFA (for the gendarmerie),

The indicator of the time spent at each stop, on the other hand, did not change. The average time lost of eleven minutes at each control/stop remained the same over all reporting periods.

Table 5 – Market Access and Trade FY 2012 Achievements and FY 2013 Goals

COMPONENT – TRADE		
Activities and tasks	Achievements	2013 Goals
1. Aromatic and NERICA Rice promotion efforts	<ul style="list-style-type: none"> - FIARA 2012 – 4/05 – 4/14: USAID/PCE sponsors “Le Village du Riz Sénégalais” as well as 4 discussion panels on Rice in Senegal, ensuring high visibility and media coverage. Promotional on-stand sales reach a record 75MT and aromatic rice fetches 400+ CFA/kg. - Kolda Regional Trade Fair enables promotion of NERICA. - Africa Rice organizes auctions to test Nerica against regular commercial imported rice. - 	<ul style="list-style-type: none"> - Promotion of NERICA rice at regional trade fairs across the SRV - Study of marketing channels for commercial rice distribution in Southern Senegal -
2. Maize commercialization promotion	<ul style="list-style-type: none"> - USAID/PCE organizes a meeting between the 6 consolidators and 5 industrial mills. Purchase requirements exceeding 9000 tons matched by initial offers of 8861 tons. - Meetings between FEPROMAS and leading Industrial buyer Grands Moulins de Dakar to discuss ground-breaking direct sales linking industrial firms and local farmer unions. - A maize stakeholder workshop decides to create a pricing commission for the maize commercial program to develop an improved pricing model. - Pricing model developed based on CBOT quotes and data from USAID/PCE study on imported maize and disseminated to network heads. 	<ul style="list-style-type: none"> - Value chain stakeholder coordination workshops and industry briefings (Rice, Maize and Millet). - Development of improved contract and pricing practices by stakeholders. - Maize pricing model adopted as benchmark by both buyers and producers. - Paddy rice pricing model proposed to industry. -
3. Social marketing events for local cereals such as aromatic rice (in collaboration with the VC Team and stakeholder groups)	<ul style="list-style-type: none"> - Four discussion panels at FIARA enable discussions on nutrition, access of women in the sector and other social issues. - USAID/PCE is moving away from “social marketing” per se for cereals and emphasizing instead commercial promotion. - Development by USAID/PCE of a branding support concept to have local mills brand aromatic rice either with a common brand developed for FIARA or with their own company brand. 	<ul style="list-style-type: none"> - Sponsor participation for cereals producers/processors at Fiaara 2013 Event.

COMPONENT – TRADE		
Activities and tasks	Achievements	2013 Goals
4. Promotion and transfer of the CEREGAL brand to private actors	<ul style="list-style-type: none"> - Talks started with ATCL (Association des Transformateurs de Céréales Locales) about the transfer of CEREGAL. - After receiving a letter from the African Organization on Intellectual Property Rights (OAPI) that Nestlé had filed a complaint against the CEREGAL “brand”, it was determined in conjunction with USAID to end all actions related to the use of CEREGAL as a promotional label for local cereals. 	<p><u>Promotion of new product brands:</u></p> <ul style="list-style-type: none"> - Aromatic rice Option1: Common aromatic rice brand developed and adopted by rice millers - Aromatic rice Option2: Miller – owned brands developed by leading rice mills. - Maize branded bags enhance supplier recognition with industrialists and wholesale clients. - Branded certified NERICA rice seeds get brand recognition with SFZ farmers.
5. Rice milling quality code of practice	<ul style="list-style-type: none"> - Discussions with SPCRS held. SPCRS decides not to take leadership role at this point. - Code of practice falls under protocol with SAED drafted and discussed during the quarter. - Code of best storage practice to be included into the milling best practice initiative to be piloted jointly with SAED and other partner programs. 	<ul style="list-style-type: none"> - Value chain contracting parties in rice, maize and millet adopt a standard quality chart, testing procedure and traceability standard. - Standards are benchmarked against WFP and Industrial buyer norms. -
6. Paddy rice inter-season stockpiling	<ul style="list-style-type: none"> - A MOU was signed with VITAL including the development of an inventory-financing approach. - USAID and VITAL collaborate to establish a warehouse network of a total capacity of 7000 MT, including the development of an inventory-financing approach. - Sorghum third party storage program tested for millet and envisioned for the 2012 maize program. 	<ul style="list-style-type: none"> - Cereal consolidation storage norms and technical recommendations: temporary consolidation storage norms meeting buyer standards are implemented by networks.

COMPONENT – TRADE

Activities and tasks	Achievements	2013 Goals
7. Collection of road control harassment data. Collaboration with Chamber of Commerce and cereals consolidators to assess frequency, duration and cost of highway control points.	<ul style="list-style-type: none"> - 5 monthly data surveys to assess frequency, duration, and cost of domestic trade itinerary roads for maize and millet were gathered, validated, and shared with E-ATP and WATH. - Consolidators of cereals have had access to accurate data on road control harassment - Data on road stops for cereals traders/transporters were consolidated and transferred to ECOWAS, WATH and E-ATP. 	This area of intervention concludes in 2012. No further interventions are foreseen in FY13
<p>8. Awareness events and training of drivers and traders.</p> <p>9. Collection of road control harassment data.</p> <p>10. Road harassment awareness events and training of drivers and traders.</p>	<ul style="list-style-type: none"> - Organization of coaching and awareness events in domestic markets in the Kaolack region: - 1 information session for the benefit of traders "Wholesalers" Kaolack on the methodology of data collection. - 1 information session for the benefit of traders and drivers on the methodology of data collection and the various documents required for the transport of goods - 1 coaching session in for truck drivers and traders of grain on the various documents required for the transportation of goods. - Results of the 5 month investigation were communicated during the national presentation of the 18th OPA (observatory of abnormal practices) report on road governance issues to an audience of stakeholders ranging from politics to traders, drivers, shippers, donors, chamber of commerce, etc.. 	This area of intervention concludes in 2012. No further interventions are foreseen in FY13

2.6 Agricultural Policy Reform

Highlights

- The Ministry of Agriculture was supported to produce and validate with stakeholders the first Agricultural Report on LOASP covering the 2004-2010 period and an implementation action plan for 2012-2013.
- Significant methodological improvements and upgrading of professional skills have been brought to the national agricultural statistics system that provides more timely and more reliable results.
- Stakeholders exchange events at various levels on PNIA provided occasions to discuss implementation progress, to review the coordination structure, and to re-align it with other agricultural sector development frameworks and to identify related opportunities for grassroots actors in the maize and irrigated rice value chains.
- Efforts are under way to support the emergence of representative professional organizations in the maize and irrigated rice sectors with focus on promoting dialogue and business development platforms for producers.

Activities and Results

The agricultural statistics are now more reliable and timely

Key methodological innovations brought to the national agricultural statistics system include the introduction of new household variables in the questionnaire, the extension of the survey sample, the use of GPS devices for area measurement, the double entry method to reduce errors and the ongoing design of a crop area estimation model based on satellite imagery in collaboration with Michigan State University.

The final results of the 2011-2012 agricultural survey have been officially approved after validation in March 2012 by a technical committee. The figures indicate a 25% drop of total acreage compared to the previous season. Concerning cereals, the estimated shortfall is 23% for area and 38% for output. While decreased production is attributed to poor rainfall and input supply problems, significant fluctuation in planted area is unusual and the Direction of Agriculture was requested to provide detailed explanations. A greater accuracy of the data due to improved survey methodology is a hypothesis to consider.

The capacity of DAPS in managing and analyzing agricultural survey statistics is enhanced

In collaboration with Michigan State University (MSU), eight technical staff of DAPS have been trained on survey data management and advanced statistical analysis. A data management issue encountered was the elimination of key identifier variables in household questionnaire files, making them impossible to merge for advanced analysis. In addition to solving this issue, the training also allowed to develop a Master File of core variables and a re-usable saved syntax file that will significantly facilitate subsequent analysis after the data base cleaning.

A second follow-up mission in July 2012 provided further on-the-job coaching for multivariate analysis of topical issues based on data drawn from the household questionnaire of the agricultural survey. The highest priority themes identified are: 1) food security, 2) rural livelihoods strategies including non-farm employment and 3) crop intensification practices.

The fertilizer market study and subsidy system assessment have been shared with stakeholders

The results, conclusions and recommendations of two studies on fertilizer market and subsidy system have been shared and validated through a multistage process that ended with a two-day national

stakeholder workshop. This event took place in January 2012 with about sixty participants from Ministerial departments, agricultural support institutions, private sector and producer organizations. The outputs including a detailed report and a validated action plan were submitted to the Ministry of Agriculture by the National Committee of Reflection on Fertilizer and Soil Fertility (CNREFS). With respect to input subsidies, irrigated rice producers voice strong opposition while those in the maize value chain hold a different view, which does not facilitate things for decision makers.

The National Reflection Committee on Fertilizer and Soil Fertility was institutionalized

The Committee created in 2011 with support from USAID/PCE was formalized by a Ministerial decree. Its mandate was recently extended to include the quality control of chemical fertilizers marketed in the country. The new membership structure is made of 23 institutions chaired by the Director of Agriculture while ICS (Industries Chimiques du Sénégal) is Reporter.

The LOASP implementation process was unlocked

The support brought by USAID/PCE since May 2011 made it possible for the Ministry of Agriculture to produce the first agricultural report covering the 2004-2011 period, the elaboration and adoption of an action plan for concretizing government commitments, and the organization in October 2011 of a national forum on the LOASP with the participation of Parliament representatives.

A priority action plan 2012-2013 was submitted in November 2011 to the USAID by the Ministry of Agriculture and the decision was taken to prioritize 3 thematic groups among the 9 : formal recognition of the of agricultural professions; land tenure reform and financing of the rural development.

The Decennial Strategic Framework (CSD) 2011-2020 was put in coherence with the other strategic orientation documents of the agricultural sector as a result of a 4-day workshop organized by DAPS with support from USAID/PCE. The CSD becomes by now the core reference framework, which constitutes an additional step in the LOASP implementation process.

The PNIA process is moving

The implementation strategy, the status of progress in various sectors and the action plan for 2012 were reviewed and widely discussed at a workshop organized by the PNIA technical committee in February 2012. It was aimed at PNIA focal points in the Ministries of Agriculture, Livestock, Environment and Fishing made presentations on the current status of their respective operational programs. The mains outputs include a draft implementation strategy, a revised program coordination and monitoring structure, and a 2012 action plan.

Two regional Forums on PNIA were organized for grassroots actors in the irrigated rice and maize value chains respectively at CIFA Ndiaye and Kaolack. The objectives and intervention strategy of PNIA were presented and discussed with each group of approximately 30 participants mainly from producers' organizations. Explanations were provided on how PNIA was elaborated, what is the current status of project constituencies, the governance system, the distribution of roles and responsibilities, the allocation of resources across sectors, the implementation procedures and how the grassroots actors in both value chains can get involved and take advantage of the opportunities offered.

All the preparatory work has been completed to support DAPS for the organization of a PNIA national forum in January but due to particular circumstances related to leadership changes at various levels, the event was postponed until September 2012.

The organization structuring process of the rice and maize value chains is under way

Revitalization of the irrigated rice inter-professional organization (CIRIZ) was launched since March in collaboration SAED that leads the process. This somewhat top-down approach could limit effective appropriation by the direct actors, in particular the producers. USAID/PCE works mainly to connect producer organizations and promote effective ownership by the ultimate grassroots stakeholders. A steering committee was set up and new statutes elaborated. For maize producers, a field mission with

PCE specialists and a consultant was launched by mid-August to discuss with existing groups on how they would like to get themselves organized and for what purpose in order to help them fulfill their own goals.

Table 6 – Policy Reform FY 2012 Achievements and FY 2013 Goals

POLICY REFORM		
Activities and tasks	Achievements	2013 Goals
<p>Support to the LOASP process for increased agricultural competitiveness.</p> <ul style="list-style-type: none"> - Elaboration of LOASP applications texts by 7 thematic groups - Restitution and validation workshops - Elaboration and edition of the first LOASP annual agricultural report 	<ul style="list-style-type: none"> - First Agricultural Report published With USAID/PCE support, the first official report on the implementation status of LOASP (<i>Loi d’Orientation Agro-Sylvo-Pastorale</i>) for the 2004-2010 period was prepared by a restricted committee and validated in a national stakeholder workshop held in October 2011. - LOASP short term Action Plan A short term action plan for 2012-2013 was formulated in November 2011 by a restricted committee and validated during a stakeholder’s workshop. The document transmitted to the 9 thematic groups by the Office of the Agricultural Legislation charged with coordinating the implementation of LOASP. An official request for support was submitted to USAID by the Ministry of Agriculture. After internal consultation, the focus was put on three thematic areas: a) recognizing agriculture and related activities as professions, b) land reform and c) rural development financing. - Alignment of reference strategy documents USAID/PCE supported the Division of Analysis, Forecasting and Statistics (<i>DAPS</i>) to review the Decennial Strategy Framework of the agriculture sector (<i>CSD</i>) for the 2011-2020 period. A 3-day technical workshop brought together 15 participants from different ministerial bodies. The main purpose was to align the contents of CSD and to ensure overall coherence with other strategic and operational documents such as PNIA, PDES and CDSMT. 	<p>Support the three thematic groups already identified in formulating application decrees;</p> <p>Encourage the Ministry of Agriculture to initiate a critical reflection on the efficiency of the current operational structure and how it could be improved.</p> <p>Reinforce effective bearing of the activities programmed in FY 2013 by the ministerial authorities.</p>
<p>Support to DAPS on agricultural data collection and analysis</p> <ul style="list-style-type: none"> - Direct financial support to the annual agriculture survey 	<p>2011 agricultural survey The annual survey questionnaires have been revised to introduce new variables mainly on the acquisition and utilization of agricultural inputs by farm households. A double entry process was adopted by DAPS to</p>	<p>Increase the capacity of DAPS for more efficient valorization of agricultural survey results.</p>

POLICY REFORM		
Activities and tasks	Achievements	2013 Goals
<ul style="list-style-type: none"> - MSU technical assistance on satellite image applications - Institutional capacitating of DAPS to manage the agricultural survey and data analysis system 	<p>reduce the sources of errors.</p> <p>Validation of the 2011-2012 agricultural survey results On March 14, Ministry of Agriculture representatives gathered to review and formally validate the statistics of farm production for the 2011 season. The survey found a decrease of nearly 25% in crop area compared to the previous year with significant drops in peanut, cowpea, millet, and rice. Total production fell even more sharply due to the poor rains but no clear explanation was given for the unusual significant decrease in area, even if some degree of under-estimation related to sample weight issues were found later.</p> <p>Satellite imagery applications to agricultural data collection A technical team of three experts from Michigan State University undertook a field mission in Senegal from 14th to 18th November to work with DAPS on the refinement of satellite imagery based models for crop area measurement and production forecast. They gathered geo-referenced data via GPS camera in order to obtain more accurate spectral crop signatures. At the end, a seminar was organized to share the results and discuss prospects with all stakeholders including ministerial agencies, scientists, development partners and international organizations with interest in agricultural development, food security and early warning systems.</p> <p>Technical issues encountered include suspected presence of inter annual crop signature variability. A method known as “mixing-un-mixing” is used to refine the area estimation model. The process still under way also requires high resolution imagery to further assess the survey data adequacy and validation of the un-mixing classification.</p> <p>Data management & analysis capacity-building Mr Dan Clay from Michigan State University delivered a 10-day on-</p>	<p>Produce technical rough guides on critical aspects of the data collection and analysis process</p> <p>Support refinement of the satellite imagery system for crop area estimation and associated activities such as acquisition of RapidEye high resolution images and partnership with Meteo Senegal for regular access to precipitation and temperature data.</p>

POLICY REFORM		
Activities and tasks	Achievements	2013 Goals
	<p>the-job training to the DAPS analysts and support staff in data management, statistical analysis, interpretation of results and reporting. The 2010 agricultural survey data was used for the training attended by 8 participants.</p> <p>David Megill also from MSU delivered a 1-week training of DAPS technicians of on survey sampling error estimation in August. He discovered some inadequacies in the weights used, which resulted in some degree of under-estimation for both area and production.</p>	
<p>Fertilizer study report sharing and action plan follow-up</p> <ul style="list-style-type: none"> - National restitution workshop of the fertilizer study - Meeting of the Fertilizer Reflection Committee - Support to implementing the Action Plan expected from the Reflection Committee on Fertilizer and soil fertility 	<p>Fertilizer market studies The fertilizer subsidy assessment report was finalized and submitted by TDC, with an analytic synthesis, a draft action plan and PowerPoint presentations to facilitate sharing of results. Management tools intended to address operational gaps in the work of subsidized fertilizer distribution committees have also been proposed.</p> <p>The Reflection Committee on Fertilizer and Soil Fertility headed by the Direction of Agriculture met on 17 November for a first review of the different documents.</p> <p>National fertilizer stakeholder workshop The workshop organized on 4-5 January gathered more than 50 participants from various horizons. It was intended to share the fertilizer study results, validate the recommendations and pave the way to move the action plan forward. Discussions were about the fertilizer market structure and conduct as well as the government subsidy system in place since 2004. Participants also reviewed the short-term action plan proposed by the Fertilizer and soil fertility working group were public and private actors are represented.</p> <p>Support to the Fertilizer & Soil Fertility Committee</p>	<p>Support the National Committee in implementing the 2012 -2013 action plan</p> <p>Get buy-in of the new ministerial authorities concerning the main conclusions of the fertilizer market and subsidy system studies.</p>

POLICY REFORM		
Activities and tasks	Achievements	2013 Goals
	<p>With logistical support from USAD/PCE, the National Reflection Committee on Fertilizer and Soil Fertility (<i>CNREFS</i>) met to discuss and propose a revised ministerial decree defining its structure and mission. The previous mandate of <i>CNREFS</i> was extended to include quality control of fertilizers marketed in the country. A set of key activities to be undertaken for the 2012 agricultural season have been defined. These include advising fertilizer distributors on stock placement scheduling, checking affective conformity of bag contents with declared quantity and composition, and support the creation of a data base on fertilizer.</p>	
<p>Support to the organization and structuring process of core PCE value chains</p> <ul style="list-style-type: none"> - Rice inter-profession - maize producers networks - “Tables-Filières” for millet/sorghum in collaboration with PAFA and CLUSA) 	<p>Support to the reorganization of the rice value chain</p> <p>In January, representatives of producer organizations were gathered in Dakar for a session to discuss organizational and governance issues that arose in the context of the Rice Competitiveness Forum. The meeting helped clarify some important points related to the LOASP chapter on inter-professions and the corresponding application decree, the results and conclusions of a study on the organization of SCA agricultural clusters, and the draft Terms of reference for USAID/PCE planned support organizational structuring initiatives of maize producers. The exchanges following presentations by in-house resource persons were centered on the following points: (1) the comprehension of inter-profession by actors; (2) the indicators that could be used for defining objectives and measuring performance; (3) the problem of representativeness in the different colleges.</p> <p>In the process of revitalizing the rice inter-professional organization, a provisional steering committee was created in March 2012 with 14 members including UAID/PCE. The Committee organized on June 21, 2012 at CIFA/Saint-Louis, the first meeting aimed at defining the statutes of the new CIRZ and the internal governing rules. A general Assembly scheduled to renew the steering bodies will review the draft documents for validation and formal approval.</p>	<p>Reinforce the overall value chain governance system by facilitating the emergence of strong producer organizations.</p> <p>Facilitate dialogue between federative organizations and their village level members;</p> <p>Support the implementation of recommendations from the expert mission on the maize sector structuring.</p>

POLICY REFORM		
Activities and tasks	Achievements	2013 Goals
	<p>Other rice organizational development initiatives USAID/PCE actively participated in two major initiatives concerning organizational frameworks of the rice sector: a) co-organization with SAED of the first workshop to launch the process of revitalizing the Rice Inter-professional Committee (CIRIZ) on 6 - 7, at CIFA /Ndiaye (Saint-Louis); b) the national workshop for setting up the Local Frameworks of Dialogue on Rice (CLCR) organized on March 16, 2012 in Dakar by the National Program for Self-sufficiency in Rice (PNAR) of the Ministry for Agriculture in collaboration with JICA.</p> <p>Organizational structuring of maize producers USAD/PCE facilitated a participatory process involving producers' groups in three production zones (Centre, East and South) to discuss organizational issues and decide on what formal structure they want to have and for what purpose. A key preoccupation is to create sound professional platform at various level and promote a sound supply chain governance system. About 13 maize producer organizations of different types have been met through focus group discussions and semi-directive interviews. The fieldwork was facilitated by a Consultant in collaboration with PCE in-house resource persons. The preliminary results have been shared and validated in early October 2012, through a 2-day workshop. Each of the three zones made proposals on organizational structuring with an action plan to take the process forward.</p>	
Participatory analysis of policy and regulation constraints in the rice and maize value chains (Ateliers-bilans)	The PNIA regional forums held in the northern and central zones during late May and early June (see below) where extended by one day each to discuss specific policy and regulatory constraints faced by the irrigated and maize value chain stakeholders respectively.	No activity planned
Thematic stakeholder forums on PNIA - 1 national forum in Dakar with	Official set-up of PNIA Governance bodies The Ministry of Agriculture issued and signed a decree setting up the	Support the Technical Committee to implement the current action plan;

POLICY REFORM		
Activities and tasks	Achievements	2013 Goals
<p>institutional actors</p> <ul style="list-style-type: none"> - 1 regional forum in the north with rice actors - 1 grouped forum for the other zones with maize actors 	<p>inter-ministerial steering committee of PNIA. The committee is headed by the Prime-Ministry while the Ministry of Agriculture is Reporter. Civil Society, producer organizations, private sector and financial partners are also represented.</p> <p>The mandate of the Steering Committee includes: a) over viewing effective enforcement of agreements between different parties, b) validating annual work plans and budgets, c) monitoring technical and financial implementation of programs in compliance with defined rules, d) facilitating dialogue around topical policy issues, etc,</p> <p>The Steering Committee is backed by a Technical Committee also institutionalized by another ministerial decree and placed under the Coordination of DAPS representing the Ministry of Agriculture.</p> <p>National PNIA implementation planning workshop. From February 22-24 representatives of the PNIA technical committee (government, civil society, private sector, technical and financial partners) came together with USAID/PCE support to identify constraints faced in the implementation process of the PNIA, to review the proposed framework for PNIA coordination, monitoring and evaluation, and to develop an action plan for 2012-2013.</p> <p>Engaging grassroots actors in the PNIA process USAID/PCE organized in partnership with the Division of Analysis, Forecasting and Statistics (<i>DAPS</i>) and the Agriculture Think Tank (<i>IPAR</i>), two regional forums respectively for the irrigated rice actors and the maize value chain. Those meetings enabled grassroots stakeholders to understand PNIA through its linkages with supra-national initiatives, strategic objectives, governance system, operational procedures, project constituencies and related opportunities.</p>	<p>Promote wide information sharing through adequate communication channels and tools.</p> <p>Link the rain-fed rice actors to the process through a regional forum in the southern zone</p>

2.7 Institutional and Human Capacity Building

Highlights

- Short-term training was delivered to more than 428 participants from over 100 partner institutions. Training covered 16 different themes including production quality norms at the field level to strategic management and analytical skills.
- The Ministry of Agriculture organized an auto-evaluation of the FY11 capacity-building program. The assessment highlighted positive appreciation and the need for delivering more sessions and extending target groups to staff in regional offices.
- A 3-day field-based training of 22 communication professionals from 18 media organizations to examine governance of the agricultural sector, with focus on LOASP and related agricultural policy issues.
- The first 14 students enrolled in the new Master's degree program on Agribusiness at ENSA are in the final stage of the curriculum and will graduate by the end of the current academic year. ENSA succeeded in 'selling' the program to ANAFE (African Network for Agriculture, Agroforestry and Natural Resources Education) based in Nairobi. ANAFE is providing a \$70 000 grant over 3 years to support operating costs.
- The project initiated **participatory organizational capacity baseline assessments of six value chain partners** as a launching point for planned assistance in FY13. The six partner institutions selected are FEPRODES on irrigated rice marketing, the Union of Thiaré on managing the millet value chain production and marketing segments, the Group of Boubou Dème on industrial maize production and marketing, Kissal Patim on operational governance and professionalization of upland rice producers' networks, REPROSENER on developing the seed business for Nerica rice, and KASEC for improved access of millet and maize producers to reliable certified seeds.

Activities and Results

USAID/PCE capacity development activities have been targeted at various groups including primary producers through their professional organizations, private business enterprises, training institutions, technical support agencies and public policy institutions that are critical components of the overall operating environment.

Emphasis in 2012 shifted increasingly towards capacity issues of primary producers to operate more efficiently, to understand and meet quality standards, to get organized as market actors and to capture market opportunities. Significant progress has been made in promoting more business-minded agri-food actors and strengthening producer groups. The emphasis on producers as the weakest link contributes to reduce power inequalities and information asymmetries that represent major impediments to concretizing a sound value chain management system. However, the value chain spirit that is required to move from occasional market relationships to effective business partnership remains weak. The priority in FY13 will be to consolidate results and progressively fill the gap, through numerous stakeholder events as well as via engagement of emerging leaders who have an important potential role as change agents within cereals value chains.

For each training activity to address critical core competences, USAID/PCE seeks to enroll a critical mass of participants from rural support agencies, professional organizations and NGOs in our intervention zones. Equipping them with the skills to become technically efficient in providing business development services to a wide range of actors across the country contributes to the sustainability of project technical interventions.

Following the training on agricultural policy implementation, the participants from DA, DAPS and DHORT decided to set up reflection groups across their respective intuitions in order to share views and produce notes on topical issues related to their respective sectoral mandates. This would contribute not only to the valorization of training received, but also to developing effective synergy between the key technical constituencies of the Ministry. Each of the four themes covered were delivered not in one shot but in two sessions with a few days in-between to allow digestion and practical on-the-job applications. Among other benefits, this was a way for trainees to identify critical aspects that require further clarification.

Eight finishing students of ENSA and ESEA (Ecole Supérieure d'Economie Appliquée) have been sponsored for applied research addressing practical development needs in the maize, organic sorghum and rice value chains. On-site restitution seminars were organized to share results with stakeholders.

The technical advisory staff of ANCAR in all agro-ecological zones received in-depth training on practical methods and tools for operational responses to concrete preoccupations of farmers and other emerging actors in the rural economy. The training was delivered on the field in two sessions of 1 week each to make sure that all practical issues are well addressed and effectively understood by participants.

Core value chain producers' networks were trained and equipped with simple tools for operational management of their activities, which contributes to preparing exit through increased capacity of partner organizations to become more professional market actors.

Table 7 – Institutional and Human Capacity Building FY 2012 Achievements and FY 2013 Goals

COMPONENT – INSTITUTIONAL CAPACITY BUILDING		
Activities and tasks	Achievements	2013 Goals
CAPACITY DEVELOPMENT FOR GOVERNMENT AND PUBLIC SUPPORT AGENCIES		
<p>Continued implementation of the Ministry of Agriculture capacity-building program for DAPS, DA, DHORT based on the 2010 needs assessment study</p> <ul style="list-style-type: none"> - 4 training modules of 5 days each on various themes 	<p>Assisted auto-evaluation of the MoA Capacity Building Program After the first year of implementation, the Ministry of Agriculture (MoA), through its training Office BFPA, held a seminar to assess FY11 outcomes and to plan for 2012. The 2011 training modules included (i) Elaboration and implementation of agricultural policies (24 participants); (ii) Methods and tools for collection, management and analysis of agricultural statistics (25 participants; and (iii) Use of basic computer software programs (76 participants). The assessment indicated tangible impact for each of the three institutions concerned, namely DA, DAPS, and DHORT.</p> <p>Official Request for extended support Following the program assessment seminar, the Minister of Agriculture officially submitted a request to USAID for extending the Capacity-building program well appreciated by the three institutions directly concerned. The main demand is about wider thematic coverage with six to eight topics for 2012 instead of four and extending target groups to DRDR (Directions Régionales du Développement Rural). The letter also mentions the need for the Ministry to allocate more budgetary resources to the implementation of this important capacity-building program as recommended in the assessment report.</p>	<p>Continue delivering the comprehensive capacity-building program based on priorities identified by Steering bodies following the FY2012 assisted auto-evaluation workshop</p> <p>Support the Ministry’s Training Office in the Program institutionalization process;</p>

COMPONENT – INSTITUTIONAL CAPACITY BUILDING

Activities and tasks	Achievements	2013 Goals
	<p>Training sessions delivered</p> <p><u>Agricultural policy implementation</u> Twenty five senior policy officers from DAPS, DA and DHORT participated in a 5-day training workshop on agricultural policy implementation and evaluation, using case studies and professional expert presentations. Resources persons came from ESMP, USAID/PCE, USAID/MCA, FONGS, CMA/AOC and BFPA.</p> <p><u>Operational and strategic Management of Agricultural development institutions and Programs</u></p> <ul style="list-style-type: none"> - 2 sessions of 5 days each for 22 participants (same group for both sessions) - Animation by ISAD experts <p><u>Advanced statistical analysis and data management tools (CSPRO, SPSS and ACCESS)</u></p> <ul style="list-style-type: none"> - 2 on-site sessions of 5 days each for 24 participants(same group for both sessions) - Animation by Lumière-Group experts <p><u>Climate change and its implication for agricultural development</u></p> <ul style="list-style-type: none"> - 2 sessions of 5 days each for 19 participants(same group for both sessions) - Animation by CSE experts <p><u>Value chain approach and product quality management</u></p> <ul style="list-style-type: none"> - 2 sessions of 5 days each for 22 participants (same group for both sessions) - Animation by ISAD experts 	

COMPONENT – INSTITUTIONAL CAPACITY BUILDING		
Activities and tasks	Achievements	2013 Goals
<p>Continued implementation of the ANCAR capacity-building program based on the 2010 needs assessment study.</p> <ul style="list-style-type: none"> - 2 training modules of two weeks each 	<p>ISFAR (Institut Supérieur de Formation Agricole et Rural), the undergraduate agricultural department of Thiès University, was contracted as service provider. The program for FY12 was composed of two major themes: a) participatory construction of demand for agricultural advisory services and b) Practical methods and tools for rural extension and advising.</p> <p>Each theme was covered in two weeks with alternating classroom sessions and onsite field application in selected villages. To facilitate such a process, the training events were organized respectively in the rural zones of Latmingué and Niakhar.</p> <p>A public restitution seminar involving local authorities and producers organizations was organized at the end of each workshop.</p>	<p>No activity planned for FY13</p>
CAPACITY DEVELOPMENT FOR EDUCATION & TRAINING INSTITUTIONS		
<p>Support to the Agri-business Graduate training Program of ENSA.</p> <ul style="list-style-type: none"> - Mobilization of external training experts (MSU) - Tuition fees and scholarships 	<p><u>Grant to the ENSA Agribusiness Training Program</u></p> <p>USAID/PCE that supported the design and launch of the program signed an agreement with ENSA for continued sponsoring of the first group of 14 Master's Student enrolled in their second and last year of training. The grant covers tuition fees and scholarships disburseable in two installments with specified deliverables.</p>	<p>Evaluate the program outreach and trainees placement system.</p> <p>Phase out USAID/PCE funding of tuition fees and scholarships</p>

COMPONENT – INSTITUTIONAL CAPACITY BUILDING

Activities and tasks	Achievements	2013 Goals
	<p>Mobilization of experts from Michigan State University - Prof. John Staatz of MSU, who animated a module on Agricultural Markets -Dr Luis Flores on global markets quality requirements and the implications for production and processing ; -Dr Bent Simpson on agricultural development paradigms including the implications of climate change</p> <p>Curriculum implementation progress All 14 students enrolled in the Agribusiness program completed the first year of the Master’s degree curriculum in December. The curriculum was slightly updated with the introduction of three new modules on Human Resources Management, Leadership and Documentary Research Methodology.</p> <p>To take advantage of the National Value Chain Network, ENSA developed collaboration with ISM (<i>Institut Supérieur de management</i>) through exchange of trainers. This is mutually advantageous because ISM introduced agriculture in its training curriculum. The good design and high profile of the program allowed ENSA to win grants from other international partners and to integrate an Excellency Network of African university that offer graduate agribusiness training. ENSA has built new classroom facilities entirely dedicated to the agribusiness program, using resources from its regular budget.</p>	

COMPONENT – INSTITUTIONAL CAPACITY BUILDING		
Activities and tasks	Achievements	2013 Goals
<p>Sponsoring of selected applied research projects of finishing students from Ensa, Isfar and Enea to address particular study needs identified by PCE partners.</p> <ul style="list-style-type: none"> - Sponsoring of 8 students from ENEA and ENSA - 3 onsite grouped restitution seminars for the 3 value chains covered 	<p>Research themes covered by sponsored students Eight applied research papers prepared by finishing students of ENEA and ENSA have been completed. Topics proposed by partner institutions in collaboration with the USAID/PCE Value chain Team are related to various issues including a) contracting frameworks in the maize and irrigated rice value chains, b) market performance and transaction costs in those same sectors, c) organizational structure of organic sorghum producers, d) profitability and competitiveness analysis of organic sorghum, e) effects of introducing upland Nerica rice varieties on farm households in the Southern zone.</p> <p>Onsite restitution seminars of research findings Two onsite restitution seminars have been organized in the Central zone for maize and sorghum and one in the Northern zone for irrigated rice. These seminars were intended not only to improve reports before or after academic defense but also to provide occasions for gathering all categories of stakeholders to discuss critical value chain development issues highlighted through research findings and recommendations</p>	<p>Sponsor finishing student projects on practical questions such as the impact of Conservation Farming as a resilience strategy and assess the constraints for scale-up.</p>
CAPACITY DEVELOPMENT FOR PRIVATE AGRI-FOOD VALUE CHAIN ACTORS		
<p>Training of Nerica producer Networks on Organizational development and associative governance.</p>	<p>Training of upland rice producer networks Seventeen representatives of Nerica rice producers' networks participated in a 2-day training workshop on organizational development, with exclusive in-house facilitation. The approach was to facilitate collective and participatory reflection on organizational</p>	

COMPONENT – INSTITUTIONAL CAPACITY BUILDING		
Activities and tasks	Achievements	2013 Goals
	<p>development and associative governance issues in the emerging NERICA producers' network, drawing from experiences in Senegal and other countries. REPOSENER which is a strategic partner for seed sector development in the upland Nerica sector was supported for organizational and managerial capacity reinforcement. An important aspect covered was about moving from a simple interface with external partners to become a platform of business development services for affiliated groups to better captures the emerging market opportunities</p> <p>A baseline assessment was completed for REPROSENER, the Nerica Seed Producers Network selected with 5 other partners for tracking the new FTF institutional capacity development indicator.</p>	
<p>Training of maize producer Networks on Organizational development and associative governance</p>	<p>Special circumstances in the maize sector Unpredicted difficulties encountered with some maize consolidators brought the value chain team to change the work agenda, which did not allow delivering the activity as planned.</p>	<p>Consolidate the results in the area of organizational development to build capacity for overall value chain management;</p> <p>Reinforce the institutional capacity of six selected partner organizations based on the assessment completed at the end of FY12, which may contribute to paving the way for USAID Forward.</p>
<p>Training of Primary Producers Organizations on Cooperative entrepreneurship and Management of Development Programs</p>	<p>Reorientation of the initial plan to institutional capacity assessment This activity budgeted under Value Chain was reformulated as baseline assessment of institutional capacity of seven selected partner organizations in line with a new FTF indicator. These include Feprodes on irrigated rice marketing, the Union of Thiaré on managing the millet value chain production and marketing segments, the Group of Boubou Dème and Fepromas on industrial maize production</p>	<p>Coaching and monitoring of institutional capacity-building for the selected 7 organizations</p>

COMPONENT – INSTITUTIONAL CAPACITY BUILDING		
Activities and tasks	Achievements	2013 Goals
	and marketing, Kissal Patim on operational governance and professionalization of upland rice producers' networks, Reprosener on developing the seed business for Nerica rice, and Kasec for improved access of millet and maize producers to reliable certified seeds. The baseline assessment of these institutions was completed in July 2012 as a cross-team collaborative effort and the results will guide support activities required to upgrade their capacity for increased professionalism.	
Training of small-scale agro-food business entrepreneurs on product marketing strategies	Quality insurance training for irrigated rice A group of 73 Producers Network animators were trained on the Path of Good Quality Rice (Chemin du Bon Riz) through 4 on-site sessions in the Senegal River Delta and Middle Valley zones	Stakeholders joint definition of product quality norms and marketing requirements for core value chains
Training/information of Financial Partners on the Value Chain Approach and related business opportunities by PCE in-house resource persons	By anticipation, this activity was delivered as part of the last FY11 training event on contracting in September, aimed at 8 financial institutions in the irrigated rice zone. Animation was done by in-house resource persons and 20 participants attended.	
Value chain forums for improved contracting practices (1 for rice and 1 for maize)	Promoting synergy of upland rice actors in the SFZ On December 15-16, USAID/PCE supported ANCAR for the gathering of agencies, NGOs and farmer groups engaged in increasing the output and productivity of upland rice in the Southern Forest Zone. The meeting was part of a broader process to bring together stakeholders across the Southern Forest Zone around a common strategy and to exchange information on current practices and results. Rain-fed rice stakeholder forum in Kolda	Organize stakeholder seminars aimed at collective learning, capitalization of contract farming experiences and consolidation of the value chain spirit;

COMPONENT – INSTITUTIONAL CAPACITY BUILDING

Activities and tasks	Achievements	2013 Goals
	<p>On March 28-29, USAID/PCE and ANCAR held a 2-day event in Kolda with a wide range of entities and stakeholders to assess the 2011 rain-fed rice season, to discuss challenges for increasing investment and production in the future, and to discuss specific goals and actions for the 2012 season. There were about 80 participants from producer organizations, NGOs, development projects, local communities, technical support services, private enterprises and media organs.</p> <p>Thematic discussion panels have been organized on topical issues such as the seed production and marketing systems, the status and prospects of producer networks development, and the financing rain-fed rice value chain.</p> <p>Special circumstances in the maize sector The plan for Q3 was to organize the forum for maize actors but the Value Chain team estimated that the situation was not favorable for such event due to unforeseen difficulties in the enforcement of contracts between producers and consolidators.</p>	
SEED SECTOR CAPACITY DEVELOPMENT		
<p>Technical training of field seed specialists (2 modules of 5 days for 2 groups of 25 participants each)</p>	<p>A group of 20 technicians from DSEM and DRDRs received training on quality norms and compliance in laboratory analysis for seed certification.</p> <p>Training material has been prepared for training seed production network animators as trainers. The technical guides and visual tools designed for long-term utilization but the scheduled training was delayed due to consultant recruitment procedures.</p>	<p>Train a critical mass of seed multipliers and quality controllers in best practices with focus on aromatic rice varieties, Nerica and maize</p> <p>Technical skill reinforcement of DISEM seed lab technicians</p>

COMPONENT – INSTITUTIONAL CAPACITY BUILDING		
Activities and tasks	Achievements	2013 Goals
Management training for sustainable seed production and marketing enterprises (in collaboration with the Value Chain team)	See Seed Sector section for description of activities.	Managerial performance evaluation and technical strengthening of seed treatment centers supported by USAID/PCE

3. TASK ORDER 5 CROSS-CUTTING THEMES

3.1 Climate Change Adaptation

Highlights

- Field demonstrations and training of farmers in water management and use of improved varieties reaches a wide base of farmers across the SRV and the SFZ. “Le Chemin du Bon Riz” (irrigated rice best practices) reached more than 6000 rice farmers from Saint-Louis to Matam and Upland Nerica demonstrations and trainings reached more than 7000 farmers from Kaolack to Richard Toll.
- Certified seed multiplication capacity of improved varieties is increased through: the completion of investments in certification labs and ISRA stations dedicated to breeder seed supply; investments in backup electricity generation at Richard Toll and Kaolack seed processing centers; production by private seed multiplication associations of three-year plans and the placement of breeder seed orders with ISRA.
- Saloum maize farmers create FEPROMAS, destined to become their own consolidation and field monitoring service. The federation has been able to coordinate timely delivery of inputs and is now deploying agents to monitor and assess crop performance using detailed databases and an array of village level rain-gauges.
- Establishment of 30 conservation farming demonstration sites by maize farmer networks.
- **Roll-out of rain-indexed agricultural insurance product to maize farmers.** The program involves a partnerships between USAID/PCE, the National Agriculture Insurance Company (CNAAS), the national meteorological services (to operate new semi-automated rain gauges), CIRAD, ISRA, PlaNet Guarantee (field outreach and design), and financial institutions.
 - Training of 20 farmers on insurance and risk management
 - Outreach and communications to 17,804 others
 - PCE acquired and installed 12 semi automatic rain gauges to be operated by the Météo.
 - ACEP marketed the rain-indexed insurance product to its farmers.
 - 108 producers subscribed to the insurance policy sold by ACEP
 - 28 producers effectively paid for the policies
- **Climate change related training for ENSA students, ANCAR and Ministry of Agriculture.** This FY, PCE ensured that 14 graduate agribusiness students of ENSA, 25 extension specialists at ANCAR, and 25 senior officers from various agencies of the Ministry of Agriculture received intensive training on climate change issues and their relevance for agriculture sector development. Table 8 describes the actions in more detail.

Table 8 – Climate Change Achievements and Goals for FY 2013

Activities and tasks	Achievements	2013 Goals
FARM-LEVEL INTERVENTIONS TO IMPROVE RESILIENCY		
<ul style="list-style-type: none"> - Field agents working with cereal consolidators will help farmers coordinate timing of sowing and cultivation of cereals as an adaptation to increasingly erratic climate events. 	<ul style="list-style-type: none"> - 6 consolidator networks monitor the 2011 rainseason harvest and farmer performance through detailed farmer databases. - FEPROMAS and 9 Saloum based networks managed the rain season input procurement and distribution plan and manage to meet distribution and sowing deadlines for the 2012 rain season. Same for other 2012 maize rain season partner SEDAB and seven commercial millet networks. - FEPROMAS and SEDAB teams assess harvest of their respective networks. 	<ul style="list-style-type: none"> - Improvement of yield calculation and seasonal forecasting through accurate field measures, systematic yield assessment and swift data collection.
<ul style="list-style-type: none"> - Farmer network rainfall monitoring. Field agents working with cereal consolidators will help farmers coordinate to capture rainfall information and increase capacity to adapt. 	<ul style="list-style-type: none"> - Procurement of 150+ simple rain-gauges deployed across the maize and NERICA rice and millet value chain networks were monitored by network field agents and used as a basis to assess farm yields for the 2012 rain season harvest. 	<ul style="list-style-type: none"> - “Near real-time” rainfall monitoring by rainfed crop production networks (maize, millet and upland rice) used to adjust forecasts.
<ul style="list-style-type: none"> - Training of farmers in soil and water conservation and management 	<ul style="list-style-type: none"> - More than 6000 irrigated rice farmers in the SRV are trained using the “Le Chemin du Bon Riz” best practice format which emphasizes sound water usage and fractioned input applications. - Integration of conservation farming demonstrations in maize and NERICA demonstration sites piloted by USAID/PCE partners FEPROMAS and SYMBIOSE in the Saloum area. 	<ul style="list-style-type: none"> - Mainstreaming CF technologies, including mechanized systems, to the commercial maize and millet networks of the SFZ. - Expansion of “Le Chemin du Bon Riz” best practice training for irrigated rice (including water management optimization) to upper valley smallholders.
<ul style="list-style-type: none"> - Teaching techniques to millet and sorghum farmers for the control of 	<ul style="list-style-type: none"> - Cost share PO’s signed with millet networks in the Saloum zone to reach 4950 farmers in trainings on Striga control and improved 	<ul style="list-style-type: none"> -

Activities and tasks	Achievements	2013 Goals
<p><i>striga hermonthica</i>, a widespread and aggressive invasive species that tolerates broad ranges in temperature and rainfall.</p>	<p>seeds.</p>	
<p>- Promotion of Nerica upland varieties of rice in the Southern Forest Zone.</p>	<ul style="list-style-type: none"> - Extensive NERICA demonstration and training program carried out with USAID/PCE support across the SFZ during rainy season 2012 with 7 partner networks reaching more than 7000 farmers from Kaolack to Ziguinchor. - FIARA 2012: NERICA communication material, tasting stand and public communications through press conferences. - Kolda Regional Fair 2012: participation of NERICA network leads and stands on NERICA in regional capital. 	<ul style="list-style-type: none"> - Expansion of coverage of NERICA across the SFZ alongside demonstrations and introduction of Conservation farming in NERICA upland rice best practice trainings. - Introduction of the NERICA-S varieties adapted to lowland production.
<p>- Assistance to ISRA and DISEM to improve capacity to meet market demand with certified, climate-adapted (short-season, drought and temperature resistant) cereal seed varieties.</p>	<ul style="list-style-type: none"> - Infrastructure investments at ISRA Fanaye (SRV) and Nioro (SFZ) stations to enable production of foundation and breeder seeds. - Investments by USAID/PCE in electrical generators both at laboratories and seed cleaning centers (Richard Toll and Kaolack) to ensure continuous operation despite power outages). - Completion of the three programmed seed lab projects in targeted zones: Richard Toll, Kaolack and Kolda. - Training for DISEM lab personnel to improve skills in lab management and traceability. - Support to DISEM in developing farmer friendly trainings in the production of certified rice, maize and millet seeds. 	<ul style="list-style-type: none"> - Increase in seed cleaning and processing capacity by the completion of the Richard Toll and the Kolda facilities - Development by DISEM of standard operating procedures to ensure conformity and boost productivity at Rtoll, Kaolack and upcoming Kolda unit.
<p>- Assistance to registered seed growers to ensure availability of certified, climate-resistant cereal seeds.</p>	<p>- Support to three seed associations (UNIS-Nord, REPROSEM, REPROSENER) in the development of three year industry production plans and calculation of foundation seed requirements. Joint order placed with ISRA by all networks upon completion of their 3 year forecasts.</p>	<p>- Identification and testing by commercial producers, in partnership with seed firms and ISRA, of drought resistant and small farmer friendly maize hybrids.</p>

Activities and tasks	Achievements	2013 Goals
<ul style="list-style-type: none"> - Support to development of structured and well-funded Nerica variety seed producer networks in the Southern Forest Zone. 	<ul style="list-style-type: none"> - Organizational training of REPROSENER and creation of ties with CNCAS- Kolda to develop seasonal and inventory credit services adapted to the seed sector. Introduction of 10 companies to get credit. 	<ul style="list-style-type: none"> - Capacity building of seed associations in irrigated rice, NERICA rice, maize and millet to produce and update seed production forecasts and to calculate foundation seed requirements and buffer inventory levels of multiplication material.
<ul style="list-style-type: none"> - Seed storage investments 	<ul style="list-style-type: none"> - CTS Richard Toll investment plan calls for refurbishing and expansion of seed storage. TORs for architect to design expansion are complete. 	<ul style="list-style-type: none"> - Completion of Richard Toll and Kolda seed processing units including storage capacity.
RAIN-INDEXED CROP INSURANCE PROGRAM		
<ul style="list-style-type: none"> - Development and deployment of a rain-indexed crop insurance program suited to low-income farmers and their financial institutions, in collaboration with CNAAS, PlaNet Guarantee and CIRAD 	<ul style="list-style-type: none"> - A test rainfall-indexed insurance program has been established for maize value chain in the department of Nioro (Installation of rain gauges, marketing of insurance premium of \$17, 30 per ha). - A training and outreach program focusing on the agricultural insurance were implemented in Nioro under the rain based index insurance scheme. Twenty farmers received training and 17,804 farmers reached through various outreach actions including meetings and radio ads. 	<ul style="list-style-type: none"> - Agricultural insurance program implemented with CNAAS in the irrigated rice value chain with 1000 policies linked to credit distributed. - Rain-based index insurance covers 1500 maize farmers
CAPACITY BUILDING ON CLIMATE CHANGE ADAPTATION ISSUES		
<ul style="list-style-type: none"> - Training for field agents and managers of ANCAR, the National Agricultural and Rural Advisory Agency on climate change risks and adaptation strategies - Integration of climate adaptation for 	<p>Climate change training for ENSA Master's Degree Students</p> <p>The Agricultural development paradigm course delivered in early December as part of the ENSA agribusiness curriculum introduced a module on Climate Change. Aspects highlighted include the impact of increasing temperatures on the growth and maturation of plants, evaporation, crop predators, yields and</p>	<ul style="list-style-type: none"> -

Activities and tasks	Achievements	2013 Goals
<p>agriculture issues and best-practices into training and information sessions with project partners in the private sector (consolidators, industrials, financial institutions)</p>	<p>competitiveness.</p> <p>Initiation of 25 rural extension specialists of ANCAR on climate change</p> <p>The training workshop on participatory construction of demand for rural advisory services devoted its first chapter to climate change issues. The chapter covers general concepts and definitions, definitions, a typology of natural resources exposed to the phenomenon, the causes and consequences of depletion, and the mitigating alternatives</p> <p>In-depth training on climate change for the Ministry of Agriculture</p> <p>A group of 25 senior officers from various agencies in the Ministry of Agriculture received in-depth training on climate change and its implication for the agricultural sector. The various topics covered by experts of CSE (Centre de Suivi Ecologique) in two sessions of five days each include the following:</p> <p>The concept and models of climate change, the manifestation, consequences and challenges for Africa in general, the impact and adaptation process for the Senegalese agricultural sector, the policy and institutional framework to face the problem; the methods and tools for climate vulnerability analysis, etc.</p> <p>Selected aspects have been treated through practical applications with group work assignments.</p> <p>Participant who are all rural development professionals are better equipped for climate change mainstreaming in agricultural policies and programs. A technical guide produced for the training was also share with all USAID/PCE teams.</p>	

3.2 Gender

During FY12, USAID/PCE value chain activities engaged women as part of the development and training of farmer supply networks. This includes the following activities and outcomes:

- Collaboration and support to two women-dominated irrigated rice producer networks organized by the Union des Femmes Productrices de Ross Bethio and FEPRODES. The two groups provided training to 2,370 women in rice production best practices and on performance associated with certified seeds. Both organizations also participated in the FIARA 2012 to promote aromatic rice production with FEPRODES marketing 70 MT through the event. FEPRODES is also in discussion to supply the VITAL mill with paddy rice in the upcoming season.
- In NERICA rice, women producers represented 53% of the 7,194 farmers who benefited from either training or access to certified seed of the new upland variety in FY2012.
- In terms of female leadership role at the supply chain level, it is important to note that Ms. Nimna Diayte of GIE Boubou Deme was elected President of the recently formed FEPROMAS, which groups the principal maize producer networks of the Saloum. She joins Penda Gueye-Cisse, who is founder of FEPRODES and board member of UNIS-Nord (the association of seed producers currently supplying the SRV), as a recognizable and forceful leader.

With respect to credit access, USAID/PCE continues its role in facilitation of access to the DCA mechanism for women. FEPRODES, a women's federation based in St. Louis, is a partner of USAID Senegal for a special Development Guarantee for Women. The micro-finance arm, MEC-FEPRODES received an Ecobank financing of US\$ 400,000 under the portable DCA mechanism in order to reach many of its female members and thereby ease the economic inclusion of women in agricultural value chains. Today, the collaboration between Ecobank and FEPRODES allowed the latter to overcome the everlasting guarantee issue with the pledge of its loan portfolio as substitute of classic guarantee

Table 9 – Gender FY2012 Achievements and 2013 Goals

Activities and tasks	Achievements	2013 Goals
Support FEPRODES to use the new portable DCA mechanism worth \$1 million.	- implementation of the first experience of a « portable DCA » with the mobilization of \$ 400,000 backing 101 women	- Implement a mass financial coaching program intended for women farmers; - Organization of workshops on value chain financing tools and approaches for to booster lending for the women;
Partnering with the Femmes Productrices de Ross Bethio and with FEPRODES to establish structured networks of women farmers for purposes of improving rice quality to meet urban consumer preferences which includes notably an effort to diversify into aromatic varieties. These same women farmer groups are engaged in the effort to expand availability of certified seed.	- FEPRODES members included in UNIS-Nord second round of aromatic seed promotion PO's signed with USAID/PCE - FEPRODES and Union des Femmes Productrices de Ross Bethio are two of the 9 networks who entered partnerships to promote aromatic rice, best production practices and supply chain contract management during both 2012 dry and rainy	- Pursue inclusion of women's groups in the aromatic rice seed and commercial production value chains. - Develop a specific brand for aromatic rice produced by FEPRODES.

Activities and tasks	Achievements	2013 Goals
	season cycles.	
Explore with FEPRODES the potential to take on large-scale storage of certified seeds and even paddy rice.	<ul style="list-style-type: none"> - FEPRODES participated at FIARA 2012 and sold 70 MT of aromatic rice on the stand. - FEPRODES leader Penda Cissé speaks on Women in the Rice sector during a dedicated panel session during FIARA 2012. 	-
At the policy level, use stakeholder forums on the PNIA including a look at the constraints and opportunities for women in agriculture, particularly issues of access to land and credit.	<p>Regional stakeholder forums on PNIA sought to provide occasions to discuss gender concerns such as access of women to farm land and other production resources.</p> <p>The very low attendance of women at these events discouraged in-depth exchanges on women and agriculture issues. Male participants do not perceive “gender” as a critical problem.</p> <p>Attempts to raise gender relations even indirectly in connection with access to land generated hot exchanges and negative perception of development partners considered as having their own agenda.</p>	FY13 work is focused on gender issues as they relate to performance of women-led value chain organizations and enterprises. See above.

3.3 Science, Technology and Innovation (STI)

Highlights

- Aromatic irrigated rice varieties (Sahel 177, 328, 329) gain widespread popularity in the SRV. Available seed volumes of these varieties reach 400MT in dry season 2012. Demonstration points located throughout the SRV enable farmers to better benchmark the varieties' yield, cycle duration and market potential.
- Upland Nerica gains in popularity in the SFZ despite below-par performances during 2011 drought. Area planted in certified seed reaches 216 ha during 2012 rain season cycle and is forecast to yield near 500 MT. Trainings specific to upland Nerica practices reach 7194 farmers across the SRV. Conservation farming practices have been added on to current recommendations at selected sites.
- Databases adopted by all USAID/PCE partner networks to enable the monitoring of the production base as well as outreach activities.

Table 10 – STI FY12 Achievements and 2013 Goals

Activities and tasks	Achievements	2013 Goals
<ul style="list-style-type: none"> - Broad expansion of newly developed aromatic Sahel rice varieties (S177, S328, S329) from Africa Rice with more than 15,000 farmers in the Senegal River Valley 	<ul style="list-style-type: none"> - Aromatic rice acreage exceeds 1600 ha during 2012 dry season cycle. - Certified seed produced for aromatic rice varieties during dry season 2012 exceeds 400 MT, sufficient to sow 4,000 ha for a volume of 30,000 MT - Expansion of the program to Podor zone with high density small farmer perimeters (0,25 to 0,5 ha plots). - PO signed with UNIS-Nord to promote multiplication of aromatic varieties in small-farmer perimeters. 	<ul style="list-style-type: none"> - The multiplication and demonstration of aromatic Sahel varieties with target women farmers and upper SRV farmer groups to increase coverage and adoption beyond traditional commercial rice networks.
<ul style="list-style-type: none"> - Rapid testing and introduction to Senegalese farmers of the upland Nerica varieties across the South Forest Zone from Fatick to Kolda. 	<ul style="list-style-type: none"> - Program launched to cover SFZ from Ziguinchor through Sedhiou, Kolda and up to Kaolack reaching 7194 farmers. - Support to REPROSENER to ramp up production of certified NERICA seeds in the area: Expected certified seed production for 2012-13 is 450 MT. 	<ul style="list-style-type: none"> - Expansion of upland NERICA demonstration sites and number of farmers reached as well as an update of the technical message to include Conservation farming techniques to improve resilience of the crop to rainfall fluctuations. - Introduction of NERICA-S varieties adapted to lowland conditions to women farmer groups in the SFZ through demonstration points.
<ul style="list-style-type: none"> - Maize de-huskers and shellers to be implemented across the SFZ in the maize commercial program due to reach 6,000 farmers during the 2011 season 	<ul style="list-style-type: none"> - Shellers piloted during the 2011-12 harvest by SOENA, SEDAB, RESOPP. - FEPRMAS and SEDAB to deploy shellers during 2012-13 harvest 	<ul style="list-style-type: none"> - 14 additional shelling stations deployed with USAID/PCE support.
<ul style="list-style-type: none"> - Adapted seeding and other mechanized land preparation technologies for upland rice and maize. 	<ul style="list-style-type: none"> - Mechanized seeding included in current NERICA best practice program being rolled out by partner networks. 	<ul style="list-style-type: none"> -
<ul style="list-style-type: none"> - Introduction of approved hybrid maize varieties adapted to SFZ conditions and 	<ul style="list-style-type: none"> - Hybrid maize varieties tested in partnership with USAID/WASASP during 2011 rain season yield 	<ul style="list-style-type: none"> - Maize producer networks will partner with seed producer organizations and ISRA to field test

Activities and tasks	Achievements	2013 Goals
improved input formulations	unusable results due to exceptional drought. - Collaboration with seed association REPROSEM to develop a private sector led hybrid variety screening operation in FY2013 under ISRA monitoring.	promising hybrids and develop a functional supply chain to ensure full take-up of successful varieties.
- Testing of rice breaking and sorting machines in the SRV (installation of two demonstration units).	- Technology dropped due to lack of interest of millers.	-
- Farmer network databases including geo-referencing and area mapping of farms using GPS technologies to improve precision of area estimates and provide field traceability.	- Trainings organized with participant networks to improve database management capacities. - Introduction of solar powered Notebooks to facilitate field level data capture and transmittal.	- Network databases will be expanded to include modules enabling rainfall monitoring, crop forecasting, field marketing and quality control.
- Introduction of improved quality control procedures in the field, upon harvest and at processing points: systematic sampling, analytical testing of humidity, traceability documentation techniques and simple statistical results analysis.	- Quality norms and sampling methodologies developed with industry stakeholders in maize, millet and rice. - Introduction of humidity testers of two technologies: SATAKE conductivity system and standard “electrical capacity” systems.	- Pilot quality testing schemes in all VCs. Quality control methods will be introduced to commercial networks and will include systematic sampling, analytical testing of humidity, traceability documentation techniques and simple statistical results analysis. - Introduction of micro rice mills for field level assessment of paddy quality once milled. - Benchmarking of sampling and measurement methods against WFP requirements in terms of statistical soundness.
- Improved management techniques for the DISEM seed labs. Specifically, ensuring that lab personnel follow prescribed testing and documentation procedures in a move towards fully traceable seed supplies	- The technical auditing of four seed laboratories in Dakar, Richard Toll, Kaolack, as well as the training of 22 technicians involved in seed quality analysis was completed in July	- Development of best practice frameworks for seed association members and field certification agents. - Full implementation by DISEM labs of the standard practices including lab performance audits conducted by the central office personnel.

3.4 Communications

During FY 2012, USAID/PCE successfully produced a steady stream of communications products and events. As such, communication tools were developed to communicate on the project activities and achievements. Also, field trips and high profile events were organized to reach value chain stakeholders, private sector and the civil society.

Specific communications activities in FY 12 Q1 include:

Success Stories. The content of five success stories were generated to relate impact of USAID investments on projects beneficiaries. The topics developed on the success stories were about :

- rainfed rice production to increase food security in the South of Senegal;
- introduction of perfumed rice seed to meet the market demand for higher quality rice and perfumed variety;
- millet processing unit modernization through USAID/PCE support;
- maize value chain program contract farming model;
- implementation of a factory which produces energy from rice sub product.

Videos. A 13 minutes film on maize value chain was developed to capture the approach and realizations achieved on this strategic value chain. The film is an opportunity to show USAID's Feed the Future investments. All the maize value chain actors were interviewed in the film to present their role in the value chain. The film was broadcasted at the national TV RTS and a copy was sent to all the maize value chain partners and stakeholders. Shorter versions of the project success on Nerica rice and a shorter version of the maize film were also produced. These versions were prepared in close collaboration with USAID and were made available in USAID YouTube site and USAID website. Social media were used to show USAID's Feed the Future investments in rice and maize value chains. These films were generated in French and in English.

Following the national forum on industrial maize competitiveness, USAID/PCE produced a short film on competitiveness issues in maize value chain. The main stakeholders were interviewed through a 10 minutes film which will be made available in USAID YouTube page. The film was generated in French.

Media and field visits. Two fields' visits were organized at Kaolack and Velingara. Those events were part of a larger process to inform media about the value chain approach, USAID's goals under Feed the Future and USAID/PCE activities and successes in the maize value chain.

A two-day event was organized at Kaolack with representatives of national media to familiarize them with the context and strategy of intervention of USAID in the maize value chain. The event gathered 11 journalists and maize value chain stakeholders (consolidators, industrials, financial institutions, seed and equipment providers). The first day, journalists interacted with project staff and private sector partners to learn about the challenges to developing a viable local supply of maize to meet the quality requirements of the animal feed and food industries. The second day, the group visited three maize production sites.

A two-day field visit was organized at Velingara and Kolda for local representatives of national media to show activities and impacts of maize and Nerica rice value chains in the South of the country. The field visit started at Velingara where media were invited to meet with Coulibaly, a producer who has gained proven performance in the USAID/PCE Nerica rice program. On the second day, the group met at Kolda. The purpose of this visit was to present the maize value chain program extension in the south of the country.

High Profile Events. USAID/PCE with the support of the communication team organized high profile events such as sesame and sorghum close out workshops, competitiveness event on rice and maize value chain. Stakeholders across the different levels of the value chain came together to brainstorm, exchange, and showcase products and results. During those events, broad media coverage was ensured and it was an

opportunity to show off USAID/PCE interventions in increasing agriculture productivity and competitiveness.

Training Material for Seed Producers. USAID/PCE in partnership with the national Seed Department (DISEM in French) produced simple best practices posters for producers and producers' networks leaders. Posters on rainfed rice and maize were edited in French and translated in local languages. The objective is to reach a large majority of farmers with basic information on best practices and the growing importance of quality in the marketplace. 600 producers received the posters on rainfed rice. The material on maize will be printed in October 2012.

Rainfed and Irrigated rice value chain training tools. A capacity building program through trainings on rainfed rice culture best practices were organized before the rainy season. USAID/PCE in partnership with the Ngo Hope 87 and the producers generated a poster to show the best practices in rainfed rice culture. The posters were printed in 100 copies and distributed to the women involved in the program. Also, as part of the larger process to train irrigated rice producers on how to increase their yields, a poster was realized on irrigated rice best practices. The posters were printed and distributed to 5,000 producers in the North of Senegal.

Maize value chain fact sheet. USAID/PCE developed a maize value chain fact sheet in a brochure format which details main activities, results and partners of the value chain. Distribution of this document, written in a manner to reach a large audience, targets a wide range of audiences to inform them about USAID/PCE maize value chain program. The goal is to familiarize readers, mostly technicians, academics and investors, about various constraints to value chain growth and approaches that USAID is using to overcome those constraints.

Develop And Deploy Signage. As irrigated rice value chain program is expanding, USAID/PCE had developed and deployed signage in intervention zones in the North of Senegal. 12 signposts are deployed to millers partners, 107 signposts are promoting the 3 varieties of fragrant rice Sahel 177, Sahel 328 and Sahel 329. They are implemented in front of the field and 600 are deployed in the field to make the difference between each fragrant rice variety.

Media Coverage. More than 45 media clippings were identified during the FY 2012. These media clippings relate only to media which have an online edition.

PERSPECTIVES FOR FY 2013

USAID/PCE has reached a phase to capitalize on project approaches and lessons learned over the past three years. In this fourth year, the project will continue to use a variety of formats to communicate and discuss project actions, results and lessons with a wide range of audiences ranging from USAID and US decision makers, Senegalese government officials and technicians, the private sector, civil society and the general public as a whole. USAID/PCE intends to continue increasing the visibility of project interventions, strategies, partners and results. We will be using a blend of formats and venues to stimulate dialogue and share information on key issues and findings relevant to the project objectives, and to share and disseminate best practice information to different targeted audiences.

The project will produce communication material and engage on promotion activities "for and by" the partners. Field visits will be organized to reach a large audience of stakeholders including government officials, private sector, and civil society. The project is supporting USAID/PCE lead in launching a Feed the Future Senegal web site that will be able to reach an international audience with a rich content related to all USAID/Senegal FTF projects.

Also, the project will favor engaging the project beneficiaries and partners in being the "actors" of the communications agenda. In that regard, a TV program showcasing activities and thematic through the prism of beneficiaries and partners to reach a wide audience around key project successes and lessons learned will be also be planned in FY2013.

3.5 Partnerships

Table 11 – USAID/PCE Partnerships Status

USAID/PCE Partners	Area of collaboration	Partnership Highlights
SAED	Rice inter-profession and extension services to rice farmers.	USAID/PCE signed a memorandum of understanding which defines the multiple areas of collaboration both entities engage in to promote irrigated rice production in the Valley.
ENSA	Graduate agribusiness training	Through USAID/PCE ENSA and MSU are developing a value chain curriculum.
Maize value chain network leaders (SODEFITEX, SEDAB, SOENA, RESOPP, Groupe Tool Baye, Tamedou et Fils, FEPROMAS)	Cost share partnership to develop and support farmer networks in the maize value chain including contracted sourcing of maize.	All but one (SOENA) of the partner networks engaged in the fateful 2011 rain season program have pursued a program in 2012. USAID/PCE renewed support to SEDAB and FEPROMAS for 2012 because of their expansion programs. SODEFITEX regrouped its program around its captive cotton producer base. All networks remain involved in higher level capacity building in contract practices, pricing and quality control norms.
Rainfed rice value chain network leaders (CARITAS, ASSOLUCER, COOPAD, GIE FDL, GIE KISSAL PATIM, SYMBIOSE, YARAAMA)	Cost share partnership to develop and support farmer networks for Nerica rice and Nerica seed production including organization of field demonstrations and training.	All network partners performed very well, training 7194 farmers at reporting date.
Irrigated rice value chain network leaders FEPRODES, CNT, Diagne et Frères, GICOPA, GIE Malal Yoro Gueye, GIE Naxadi Deret, Union FP Ross Bethio, GIE Ngora	Cost share partnerships for irrigated rice in the SRV including (i) set-up of demonstration sites for production and post-harvest practices and quality management; (ii) creation of geo-referenced databases of producers to ensure planning and monitoring; (iii) development of a quality standard; (iv) assistance for access to seasonal credit.	Diagnostic organizational and financial within the framework of financial coaching program. Demonstration of aromatic variety performance was a success and will be expanded with partners showing sufficient drive. Le Chemin du Bon Riz trainings launched reach 6000+ farmers. Reinforcement of field trainers and event coordination needed in

USAID/PCE Partners	Area of collaboration	Partnership Highlights
Fanaye		FY2013. Quality standard pilot in Q1/FY2013.
Certified seed producer organizations: UNIS-Nord (Irrigated rice), REPROSEM (Maize), REPROSENER (Nerica), RPSCL/BA (Mil)	<ul style="list-style-type: none"> • Seed production planning over multiple years. • Financing of seed production expansion. • Sourcing of breeder and hybrid seed sources • Best practice framework and producer training in seed multiplication. 	All associations have produced an initial 3 year plan and placed orders with ISRA for breeder seeds.
Banks and microfinance institutions ECOBANK, CNCAS, CBAO MEC FEPRODES, MEC DELTA, CMS, PAMECAS, U-IMCEC, ACEP	<ul style="list-style-type: none"> • Developing financial services for agricultural value chains 	Implementation of integrated financing models for the irrigated rice VC with CNCAS Financing of maize program with a CNCAS, ACEP ; Workshop with CMS to implement a financing model between Vital and producers groups Intermediation for MEC FEPRODES (\$400,000) at the level of Ecobank for a portable DCA refinancing line. Training of Pamecas staff on the DCA ; Negotiation of grants with CMS, ACEP, PAMECAS, FEPRODES and U-IMCEC to develop a training program on value chain financing and to implement a program of financing education for the borrowers
VITAL AgroIndustries	Contracting arrangements and articulated credit for farmers in the SRV Implementation of quality control systems with farmer groups Development of structured financing mechanism to facilitate the supply of paddy rice for Vital Implementation of a Warehouse financing	<ul style="list-style-type: none"> - Support to the sales campaign, 15,000 tons realized by a contractual process during the 4th quarter FY2012; - Adaptation financing model developed with the CNCAS at the CMS ; - Strategic consulting

USAID/PCE Partners	Area of collaboration	Partnership Highlights
	model	
IFAD/PAFA	Introduction to project supported farmer groups of USAID/PCE developed millet/sorghum conservation farming, certified seeds and value chain contracting and marketing. Integration of millet/sorghum producer groups supported by USAID/PCE in the «tables-filières» process	- Sharing of best practices in millet.
AfDB/PAPIL	Introduction to project supported farmer groups of USAID/PCE developed maize value chain contracting and marketing and rain fed rice (NERICA) production	PAPIL sources NERICA from USAID/PCE supported producers and contributes to expand NERICA program.
ANCAR	Support to farmer groups and field demonstrations/ training in millet, and NERICA rain fed rice.	ANCAR collaborates with USAID/PCE for a high visibility event in Kolda to debrief rainfed rice results for 2011 and promote NERICA.
JICA/PAPRIZ	Collaboration on the identification and introduction of rice milling technologies, milling standards and warehouse construction program.	Collaoration on rice quality standards.
Spanish Cooperation	Synergies with the Spanish Cooperation rice warehouse construction program for the introduction of warehouse receipt systems in the SRV.	Infrastructure funded by the Spanish Cooperation are being used in the VITAL/CNCAS contract system.
AFD	Collaboration with the 3PRD project in the SRV to introduce a market driven quality standard to be managed by the SPCRS.	3PRD and USAID/PCE collaborated on CIRIZ and other interprofessional events.
MCA	Information sharing concerning the development of market channels linking the SRV to the Dakar market: identifying potential infrastructure investments and linkage opportunities for MCA supported irrigation projects.	USAID/PCE shared SRV and SFZ development perspectives of the rice and maize sector to support future MCA investments.
Agripro, SISMAR, FOLAND, Matforce	Promotion of mechanized land preparation and cultivation – promotion of improved post harvest processing of maize and rice. (Demonstration sites)	Equipment suppliers have been involved in the leasing programs and the provision of equipment for pilots in maize shelling .
USAID/ EATP	Conservation farming techniques for millet, development of millet and sorghum grading technologies.	Collaboration on millet grading business plans and on Conservation farming recommendations.
CLUSA – Farmer to Farmer	Integration of millet producer groups supported by USAID/PCE in the «tables-filières» process	Participation on seasonal debriefing for 2011 harvest.
CGERS (Centre de Gestion et	Improvement of accounting and financial information of players in the rice value	Purchase order contract for CGER to provide accounting and finance

USAID/PCE Partners	Area of collaboration	Partnership Highlights
d'Economie Rurales)	chain	capacity building to 256 GIE the SRV
CNAAS (Compagnie Nationale d'Assurance Agricole du Sénégal) PlaNet Guarantee	Agricultural Insurance	Participation in training of producers and financing institutions on agricultural insurance Offer indexed insurance policy to maize farmers
Locafrique	Equipment Leasing Program	Financing of 8 tractors for the maize producers in Nioro zone.

3.6 Environmental Mitigation and Monitoring (EMMP)

In 2010, IRG prepared and submitted to USAID an Environmental Mitigation and Monitoring Plan as well as a Pesticide Evaluation Report and Safe User Action Plan (PERSUAP). USAID subsequently approved the EMMP and PERSUAP and the project team actively applies the measures identified in those documents. The following paragraphs discuss status of relevant EMMP and PERSUAP issues and actions for USAID/PCE in FY 2012.

SMALL-SCALE IRRIGATION

Issue: Project is financing new irrigation pumps for ISRA research stations in Nioro and Fanaye. There is a need to verify the pumps result in appropriate water levels in the research fields and to ensure proper drainage.

Planned Actions:

- i. Ensure that the proposed equipment is appropriate for the size and configuration of the fields to ensure proper drainage.
- ii. Verify drainage semi-annually.
- iii. As necessary, assist ISRA with corrective actions such as field leveling.

Status:

The oversight of environmental issues for USAID investments at ISRA research stations is the responsibility of the engineering firm overseeing the projects and USAID/PCE personnel.

Final environmental review documentation for ISRA and laboratory projects approved by PCE and ISRA

Review of EMMP Action Table (from EMMP) for small-scale irrigation

Activity	Possible Adverse Impact	Relevance to current PCE work	EMMP planned measures, monitoring and other information Proposed Mitigation Measures	Status
Restoration of an existing small-scale irrigation perimeter and its productivity .	Water Resources development related social conflict, such as property rights, farmer/livestock conflict, and water availability constraints.	Not relevant. The project is financing pumps at ISRA research stations. There is no access for farmers and herders thus any issues of conflict.	<ul style="list-style-type: none"> - Signed convention with community - Awareness raising and training in community - Ensure social cohesion - Monitor appeals to CR about conflict 	Social conflict is not a current concern for the project because the ISRA research stations are not accessible to the public.
Engineering and drainage works within the site being restored.	Stagnant water or poor drainage within the perimeter can lead to an increase in the incidents of water related diseases, such	Project is financing new water pumps for ISRA research station. Pumps must be sized to correspond to field needs.	<ul style="list-style-type: none"> - Use of field leveling technology - Visual inspections during production season to be sure water spreads evenly - Monitor 2x per year 	<p>ISRA has confirmed the pump is appropriate for the fields it will serve</p> <p>Pump installed</p> <p>Engineering firm hired to monitor our investment and actions</p>

Activity	Possible Adverse Impact	Relevance to current PCE work	EMMP planned measures, monitoring and other information Proposed Mitigation Measures	Status
	as malaria or bilharzias.	Need to ensure water drains from research fields		
Expansion of the perimeter.	Expansion is sometimes hard to foresee because of micro-changes in topography, leading to possible displacement of other users or land-use change.	Not relevant in terms of displacement of other users. Relevant in terms of verifying that pump investment does not lead to spread of existing research field perimeters.	<ul style="list-style-type: none"> - Use of leveling technology - Verification that bunds/barriers are sound and do not lead to changes in water course - Visual inspection during the season - Verification 2x per year 	Same as above.

GENETICALLY MODIFIED ORGANISMS (GMOs)

USAID/PCE does not work with GMOs. The project works to improve farmer access to non-GMO certified seeds of productive varieties of cereals adapted to Senegal's climate. Specifically, the project supports Senegal's seed sector in the multiplication and distribution of improved rice, maize, millet and sorghum varieties that have been duly approved by the national research body ISRA, in accordance with the national seed legislation. Foundation seeds for in-country multiplication by seed producers may also be sourced from out of Senegal suppliers such as the Africa Rice network for NERICA seeds, which is now an accepted practice per the ECOWAS seed framework endorsed by Senegal. USAID/PCE's maize program involves the sourcing by farmer networks of maize hybrids imported through government certified import channels.

FERTILIZER

Issue: One of the constraints to agriculture productivity in Senegal is the low level of application of chemical fertilizers. USAID/PCE supports value chain networks where lead consolidators may assist with fertilizer sourcing, distribution and financing as a means to boosting output. It is essential to be vigilant in promoting appropriate use of chemical fertilizers with special attention to proper dosage and matching of fertilizers to specific crops and production conditions. The EMMP states that USAID/PCE will apply the guidance developed in the USAID fertilizer fact sheet for Africa. This includes steps to insure that fertilizer formulas and dosage match the crop and ecological zone, as well as measures to reduce fertilizer requirements through soil-conserving farming techniques.

Action: Develop and disseminate training documentation to farmers on appropriate farming techniques that reflect the guidance of the USAID fertilizer fact sheet. Materials need to be specific to each value chain that network agents through field days and demonstrations supports national fertilizer use guidelines.

Status:

“Le Guide du Bon Riz” as well as the Nerica upland rice production guides reflect crop extension recommendations in terms of fertilizer application.

Knowledge sharing meeting with other USAID and USDA funded projects to share conservation farming approaches which have informed the CF sites set up in Maize, Nerica and Millet by USAID/PCE.

Update of maize and millet technical recommendations and training sheets to be checked against extension recommended doses.

Production guides developed for Nerica seed multiplication reflecting national recommendations.

Best practice and conservation farming trainings carried out based on production guides.

NOTE: No project-funded fertilizer procurement took place during the period. USAID/PCE contributions to field demonstration sites focus on improved seeds, land preparation and post harvest technologies.

SMALL-SCALE CONSTRUCTION

Issue: USAID/PCE has planned for construction of new seed laboratories and upgrades/construction of appropriate infrastructure at ISRA field labs in Nioro and Fanaye. The project may also co-sponsor the costs for upgrading/rehabilitating the seed processing center found in Richard Toll. All these facilities are estimated to involve work on an area that is less than 10,000 square feet and thus must be managed according to the checklist of measures found in the EMMP. All interventions are located on sites that have been previously disturbed and/or occupied by degraded buildings.

Action: When participating in the costs for small-scale construction, USAID/PCE will recruit a third party project monitoring consultant who will be responsible for the identification and oversight of environmental risk mitigation measures as required by USAID guidelines and defined in the EMMP.

Status :

Procurement of a new Kolda seed lab, ISRA Fanaye station in progress. Environmental mitigation measures matrix for all projects produced by engineering firm monitoring field work.

Rehabilitation and Richard Toll Seed processing units still at the preliminary stage.

PESTICIDES

Pesticide application recommendations to farmers included in USAID/PCE funded documentation will reflect the PERSUAP guidelines.

Action : Review and update as needed of existing and projected training tools (documents, posters, radio broadcast content, videos and slideshows) to incorporate the development of IPM skills such as good field sanitation and surveillance, use of certified seeds free of weeds, manual weeding, conservation farming, mulching, fertilizing, good water and soil management.

Development of a common conservation farming approach with other FTF projects, with compliant fertilization recommendations and training of trainers for the Nerica, Maize and Millet CF demonstration sites.

Continued training and farmer awareness in Conservation Farming at Maize, Nerica rice and Millet demonstration sites.

Update of maize and millet technical recommendations and training sheets to be updated will include IPM recommended practices to minimize pesticide use.

Action: Insurance that any pesticides recommended in training programs and promoted through production programs will reflect the approved pesticide list established by USAID/PCE's PERSUAP.

No procurement of pesticides by USAID/PCE for the 2012 program which focuses on conservation farming, certified seed, hybrids, quality land preparation, precision seeding, and other soil fertility enhancing technologies.

Action: Development of a comprehensive training plan for pesticide safe use practices and IPM concepts and applications, in order to strengthen the capacity of its VC management team as well as cascading implementing partners (Private firms, NGO's, ANCAR, ISRA) and field agents, to ensure the dissemination of a consistent technical message.

Focus on development of conservation farming promotion and training – as well as other technologies not involving the application of pesticides.

Activity to be carried out jointly by Capacity building and Value Chain component with network partners where pesticides are in fact used.

Action: Ensuring training plan covers best practices in the safe usage of pesticides during storage of cereals as well as safe field application techniques and the use of adequate protection by farmers, in particular at demonstration sites supported by the project.

Draft best storage practices to be developed during quarter 4 include recommendations on fumigation protocols compatible with food safety standards (WFP).

Activity relative to field applications to be carried out jointly by Capacity building and Value Chain component with network partners where pesticides are in fact used.

3.7 Small Grants

The project's small grants fund was launched via an open tender process in 2010 to support private actors involved in developing and implementing innovations in technology, marketing and finance for the full range of value chains that were open under TO1 and TO5 at that point in time. The small grants fund of PCE subsequently supported 10 promoters intervening in 4 value chains (Irrigated Rice, Rainfed Rice, Maize, Banana). USAID/PCE grants investments have totaled \$314,000.

Note that some grants projects experienced significant implementation delays due to a number of constraints that the promoters faced. The most important constraint was the lack of sufficient internal resources to engage disbursements and then wait to be reimbursed by the PCE. This is a common phenomenon and underscores the importance of the Capital Access program to build up financial institution capacity and understanding to lend for agriculture sector projects. The weak technical capacity to integrate new technologies also proved a challenge for small grants beneficiaries.

At this time, the small grants mechanism is closed and emphasis is on analyzing the results of the small grants, and closing out those that are still open. Only the grant to MEC Delta is expected to remain open throughout FY13. Other open grants are expected to close during Q1 of FY13. USAID/PCE will use FY13 to undertake **discussion and dissemination of lessons learned from these technology innovations**. This effort will involve various approaches including generation and dissemination of short analytical reports, creation of short videos, or organization of information conferences/debates.

Table 12 provides an end of Fiscal Year update on all project small grants.

Table 12 - Status of PCE Small Grants for Technology Innovation

Promoter	Project Title	Total Cost		Initial Grant Amount		Total Disbursements	Activities and results	Activities planned in FY13
		FCFA	US\$	FCFA	US\$			
GIE de Nguéne II	Support for improving the productivity of quality organic banana	38 160 000	73 386	26 662 000	51 273	14 951 000	<ul style="list-style-type: none"> • A new technology introduced; • 7 500 in-vitro plantlets for an area of 3,75 ha; • A tractor and its equipments acquired; 	A final payment is due for the next quarter. Process on-going. The grant amount was reduced to 15 764 000 FCFA due to delays in the implementation.
EM Seeds and Technologies (EST)	Promotion of organic inputs for banana	17 330 000	33 327	13 542 000	26 042	7 757 000	<ul style="list-style-type: none"> • A Hothouse for plantlets acclimatization (with a capacity of 10 000 plantlets) built; • 5 producers interested to compost distribution trained and; • 65 producers trained in organic inputs are using techniques and new products. 	Project closed-out. The grant amount was reduced to 7 575 000 FCFA due to delays in the project implementation.
Comité Villageois de Développement de Mampatim Sud Est et GIE Douwa Diaby	Improving rainfed lowland rice in Mampatim and Bagadadji	12 962 000	24 963	9 106 000	17 512	8 196 000	<ul style="list-style-type: none"> • 28 women trained in intensive production techniques; • 10 ha planted with Sahel 159 and 134 varieties and 22,627 T of rice produced with yields of more than 2 T /ha; • A workshop for upland rice constraints analysis organized for 100 producers; • An exchange visit organized for 80 producers • Two rice husking machines received by women; • A film and a best practices manual produced. 	A final payment is due in the first quarter of FY13 and the project will then close-out. This payment is for a film produced by the Operator. A lessons-learned gathering and dissemination of the video.

Promoter	Project Title	Total Cost		Initial Grant Amount		Total Disbursements	Activities and results	Activities planned in FY13
		FCFA	US\$	FCFA	US\$			
Coumba Nor Thiam SUARL	Support for the experimentation of a unit for electricity production from rice husks	158 862 020	305 504	37 993 200	73 064	20 913 540	<ul style="list-style-type: none"> The power generator has been implemented and started production. The unit allows a production of 70 kwh of energy for the supply of all the rice mill; The unit has had some technical problems that led to a break down and it has been out of commission for a few months. Legal and financial disputes between the supplier and the developer have contributed to this situation. The project promoter has contracted directly, at his own expense, with the manufacturer (from India) to repair the biogas unit. A Consultant has been recruited and the Evaluation is on-going. 	<p>The Consultant will produce a first draft report which will be validated by actors.</p> <p>Preparation of a short video about the biogas unit (if and when it is repaired) to highlight the financial, technical and environmental benefits and challenges of this type of investment in the SRV.</p>
GIE N'SAMM	Support for increasing supply of quality infant flour	14 570 000	31 266	9 200 000	19 742	3 976 790	<ul style="list-style-type: none"> 21 women trained in best practices for infant flour production by a Consultant recruited to support Units in the upgrading Modifications in the installations are executed by partners; Units received equipment including cereal dryers, computers,... 	<p>Trainings for women will continue</p> <p>The PCE communication team is supporting the processors to design better packaging</p> <p>Final investment in packaging equipment.</p>
Ets Keur Yaye Aby Ndao		11 421 000	24 508	7 775 000	16 585	3 090 199		
GIE Xaritu Xaleyi		13 650 000	29 292	9 775 000	20 976	3 179 243		
Baobab des Saveurs	Launching of a cereal bar made from local products	11 301 280	24 251	7 500 000	16 094	1 857 979	<ul style="list-style-type: none"> The packaging for cereal bar is designed; A machine for cereal bar cutting purchased by the enterprise. 	The project is closed.

Promoter	Project Title	Total Cost		Initial Grant Amount		Total Disbursements	Activities and results	Activities planned in FY13
		FCFA	US\$	FCFA	US\$			
Hydro Bati Mec	Conception and test of a rainfed rice seeder for increasing rice productivity	15 978 700	34 289	11 043 700	23 699	4 420 810	<ul style="list-style-type: none"> 35 seeders produced and delivered to producer in Kolda, Sédhiou, Kaolack, Tamba, Ziguinchor regions; 35 producers used the new seeder for the present campaign in 30 ha of area 	The project will be closed-out during the next quarter. A film is in production to show the process of technology development.
Mutuelle d'Épargne et de Crédit du Delta (MEC DELTA) / Action Solidaire du Delta (ASDEL)	Implementation of a leverage fund for rice production	21 300 000	44,191	20 000 000	41,491	20 000 000	<ul style="list-style-type: none"> The company was formally created and a grant agreement signed An amount of 20 Million received by MEC DELTA for producers funding; 52 loans worth US\$ 61,744 received by 107 rice farmers. 	On-going supervision of the grant which runs through all of FY13.

3.8 Monitoring and Evaluation (M&E)

Adjustments to the M&E Team

Fiscal Year 2012 involved important changes to the structure and composition of USAID/PCE's M&E team. First, the M&E team was placed under the direct supervision of a Senior Manager, instead of reporting directly to the Chief of Party. Second, the former M&E manager left the project to join USAID. A new M&E manager was nominated from within. Subsequently, the project recruited a new M&E assistant. Finally, the project nominated a document and data archivist from within to ensure that all project reports and data related to indicators are properly filed and organized.

PMP update and archiving initiative

The PCE team completed and submitted to USAID an updated version of the Performance Management Plan. The PMP update reflects some adjustments in the "Feed The Future" Monitoring and Evaluation global framework, notably integration of Global Climate Change indicators, as well as important adjustments to annual targets for select indicators, based on additional information and experience. The revised PMP also introduces target values for FY14 based on the assumption that USAID will extend the task order through May 2014.

The M&E team also initiated a comprehensive plan of project document and indicator data archiving. A local firm was recruited to provide two assistants to review all project documents and electronic files back to 2005 and the beginning of the SAGIC IQC. These assistants are tasked with standardizing the organization, naming and archiving of all project documentation in preparation of the project's closure in 2013 or 2014. The work of cleaning up historical files will continue through Q1 of FY13.

Capacity building for project value chain partners

The M&E team engaged in capacity building of value chain partners to ensure efficient and accurate monitoring of farmer groups. PCE works with about 30 field partners to develop farmer skills, increase output and sales. Spatial databases of farmer groups are key to developing well-functioning and informed supply chains. These partner-managed databases are also critical sources of data for FTF indicators. Thus the M&E team working with our VC staff organized numerous training sessions for VC partner support staff and leaders. Training focused on approaches and tools for information collection, treatment and analysis, cartography and visualization of production and farmer areas. A series of guides and manuals were generated on how to manipulate Mapsource, Q-Gis, and Excel Pivot tables.

The project went further in Q4 with the recruitment of eight local consultants to provide on-going support to VC partners to improve capacity and accuracy of their database management efforts. Consultants received basic training from PCE and began their field work in September. This effort will continue through most of 2013.

Lessons learned from value chain approach

Finally, as part of the project's **on-going learning and adaptation effort in collaboration with project partners and beneficiaries**, the team finalized a participatory socio-economic analysis for three rainfed value chains – rainfed upland rice, maize and organic sorghum. The analysis involved staff members, a local consulting firm, DCEG, and Philip Decosse from IRG's home office. The participatory approach involved mobilizing focus groups and individuals in a selection of villages where the project has been working for at least two years. The overall goal was to better understand the socio-economic dynamics that accompany project interventions to boost production and sales and the perceptions of farmers on the direct and indirect effects associated with their involvement. It is important to recall that the analysis was conducted on a relatively small sample and the conclusions cannot be defined as statistically "significant".

The study offers the following insights which serve to both fine tune the project's interventions and provide some orientation for developing a more comprehensive analysis of project impacts at household level :

1. The principal advantages perceived by farm households from participating in contract farming schemes is better access to production inputs, particularly fertilizer and seeds for improved and shorter cycle cereal varieties. In spite of the difficulties which marked the first experiences, the contracting model remains highly appreciated and is perceived as a necessary tool for adapting agricultural value chains to an evolving operating environment that puts more and more accent on quality and timing.
2. Partial substitution of rice and corn to millet contributes to a lighter workload for rural women in crop production as well as in food preparation. Consequently, the impact of the project on the women goes beyond their direct participation in the primary production where they occupy a relatively marginal place except for the production of Nerica seeds.
3. Because of the relatively recent arrival of upland rice growing even in the southern zone, its rhythm of progression requires some accompaniment of producers on best production practices, but also for better access to mechanized services.
4. Sorghum shows a progressive decline in its role of household food source with, instead, a tendency to cultivate it especially as fattening animal or nourishing draught horses. The diffusion of new and more productive varieties was appreciated by households for human consumption, as well as for satisfying the niche market for organic sorghum for export. The intervention suggests a renewed interest in sorghum in the rural agri-food system.
5. Women generally have access to land, but often it is the most distant and least fertile plots. The resulting marginal place in primary production could be compensated by offering them opportunities in small-scale processing.
6. The project contributed to the emergence of local leadership manifested by some individuals who gained enough social status to become change actors in their respective communities. This process of emerging change agents at the local level is an essential ingredient for sustaining positive impact upon project close.
7. The interest of producers to become involved with and stay faithful to organized farmer associations depends strongly on the importance of the services provided to their members – clear and continuous provision of useful services, such as facilitation to mobilize credit and inputs increases interest. Project capacity building activities for farmer groups should focus on this issue of service provision to members and how such services can be organized and sustained.

Table 13 – M&E FY 2012 Achievements and FY 2013 Goals

No.	Activities	Achievements	2013 Goals
REINFORCE THE M&E TEAM			
1	Recruitment of a new M&E Technician Specialist	A M&E specialist is recruited and intervene prior in capacity building for fields partners, in coordinating consultants staff and ensure properly transmission of information collected by fields staffs.	A new Assistant will be recruited to reinforce staff and ensure management of geographical information from activities
STRENGTHEN THE MANAGEMENT INFORMATION SYSTEM OF USAID/PCE AND ITS VALUE CHAIN STRATEGIC PARTNERS			
2	Organize a meeting with the Value Chains team to review M&E procedures and requirements review session	M&E team members regularly meet with project technical teams to review indicators, results and requirements.	Regular meetings will be pursued to reinforce and implement the M&E system and ensure proper reporting and documentation of project results and achievements.
3	Production of a Manual for Management and Monitoring of Databases systems.	A series of Manuals and Guides were developed during trainings conducted by staff.	A consolidated Manual will be produced based on evaluation process conducted at the end of the agricultural campaign.
4	Implement a system to assist banks/micro-finance institutions to collect information about VC financing clients	Not conducted. Banking secrecy constitutes a major constraint to access of information from financial institutions.	A mapping exercise of financial services points is on-going and will be finalized
5	Capacity building for partners in Database Monitoring	Four sessions were organized for partners staff	
6	Recruitment of Technical Providers to reinforce Partners in the monitoring of their networks	Eight (08) Consultants have been recruited to ensure capacity building for partners. A training were organized for this staff.	Support to Staff and to partners will be reinforced.
7	Installation of the Dropbox System	Not conducted. Drop Box has proved unwieldy for some of the needs of our partners. Instead, the project has identified Google cloud computing apps as a strong potential option to be tested in FY13	Introduce VC partners to Google cloud computing applications to improve farmer database management
8	Periodic M&E supervision and capacity building missions	Missions are regularly conducted to reinforce partners and supervise information collection process	To be continued
ENSURE DATA QUALITY AND ARCHIVING TO USAID			
	Regular follow-up of data collection through the Network Databases	Follow up is continuous in relation with Technical Staffs	To be continued
9	Ensure the data acquisition	Continuous action realized.	The action is to be

No.	Activities	Achievements	2013 Goals
	and the uploading of the data in USAID/PCE M&E system	Note that some changes were introduced in USAID system for sharing documents.	reinforced based on the process of archiving actually conducted by the project.
10	Systematic archiving of project documentation and of supporting data behind indicator calculations	Continuous action realized.	To be continued.
11	Transmission of project's document to USAID and IRG.	Continuous action realized	To be continued.

4. TO6 RESULTS BY COMPONENT

Task Order six was signed in January 2011 and effectively launched by February 1 of the same year. In June 2011, USAID informed IRG of a funding shortfall and that TO6 would close upon completion of activities that could be implemented with the initial \$2 million in funding. TO6 now formally closes at the end of November 2012. This report covers activities and results from FY12 only. A final report on TO6 is forthcoming.

4.1 Business Development Services (BDS)

The Business Development Services (BDS) component of TO6 constitutes an extension of activities on a number of value chains initiated between 2006 and 2008 under previous SAGIC task orders. Initially, TO6 focused on five value chains: organic sorghum, mango, banana, sesame and bissap with a number of small “wrap-up” activities on cashew linked to initiatives begun through Task Orders 1 and 4. With the preparation of the FY 2012 work plan, it was agreed with USAID to immediately end activities on bissap and mango, and to focus on the others.

ORGANIC SORGHUM

The organic sorghum program was based on the opportunity that emerged from an initiative of the Norwegian farmer cooperative, FKRA, to source its animal feed needs from West African countries. Under TO6 USAID/PCE worked with farmer networks to scale-up an initial pilot to consolidate 2,000 tons of organic sorghum to be delivered at the term of the 2011 rain season harvest, in March 2012.

In the course of the year the following activities were conducted:

- A follow-up audit for the 2011-2012 harvest organic certification was carried out by ECOCERT from December 12 to 21, 2011 and covered the following aspects:
 - Recommendations from the pre-audit led to the improvement of the commercial documentation and traceability system which now enables the tracing of deliveries back to the initial farm. The system was fully documented and met certification requirements.
 - Storage and inventory management procedures were developed in partnership with SDV-Kaolack logistics service provider (at their warehouses in Kaolack port) and were deemed compliant with organic certification. This warehouse had been rented by FKRA as the consolidation point prior to shipping on chartered bulk cereal ship also used for their peanut cake supply.
 - Precise field mapping was conducted by all networks to provide exact field traceability and area calculations, which are essential to proceed to theoretical mass calculations when assessing the quantity of organic product to be certified. Network database managers were trained in MAPSource software to generate field contour maps, which were included in the farm traceability databases.
- Unfortunately nearly 50% of producer zones had to be classified as “under-conversion” because of the lack of field history. These fields remain in the sourcing database but will be admissible for organic export in FY2013. Of a total initial planted area of 3174 ha, organic compliance was achieved for an area of 1337 ha and a production maximum of 720 tons.
- At harvest, the prevailing sorghum prices soared to 225 CFA/ka as a result of the erratic and low rainfall in the sorghum producing zones. This price level did not fall within FKRA’s purchase bracket and farmer groups were not able to convince farmers to market at the 182 CFA price set by FKRA. Further, FKRA internal policy prevents them from competing for food in developed countries and so did not respond to the farmer’s proposed increase in their asking price. This resulted in the collection of a dismal 70 ton of organic sorghum from the participating groups. Nevertheless, the farmers involved in the program planted a total 3174 ha which yielded an

estimated production of 2400 tons – of which 750 tons is expected to have been sold at around 225 CFA/kg and the remaining 1550 tons was consumed at the farmer level.

- Given the shortfall, FKRA purchased 100 MT of millet on the local market as a test purchase for the product to be used in specialty formulations.
- Both sorghum and millet transactions enabled FKRA and the farmer groups to pilot a **third-party warehouse approach** to consolidation involving service providers Bollore-Logistique (warehouse manager) and SGS (quality testing). The delivery/quality assessment/invoicing/payment cycle proved tight and very satisfactory for the farmers who did deliver. This new model will be taken up under TO5 value chain programs for 2012 involving commercial maize and millet procurement by processors.
- The organic sorghum program was closed out by a workshop held in Kaolack on June 6, 2012. The meeting convened the farmer organizations who participated in the development of the certified network, BDS providers who had a role to play in the development of an organic certified cereal supply chain such as Air Liquide, SDV, SGS, and Cofisac, microfinance institutions such as PAMECAS, U-IMCEC, CMS and ACEP, institutional partners such as ANCAR and the DRDR, and projects active in the sector such as PAFA and other USG supported projects. Presentations focused on the acquired knowledge and skills, the commercial issues as well as the conditions for the pursuit of the program over the coming season – stressing the importance of meeting contracted volumes at the initially set price.

SESAME

USAID/PCE's support to the Sesame industry focused on supporting the development of an integrated sourcing network comprised of Regional buyer and processor ANI (African Natural Ingredients), based in Thies and 4 regional farmer groups, with an initial objective to market 500T of Sesame in a structured way.

Activities carried out over the year were the following:

- Deployment of equipment for harvest consisting in:
 - 4 electronic scales of a capacity of 300 kg for weight verification of deliveries to the 4 GIE collection centers.
 - 10 threshing and cleaning machines, a simple technology imported from Burkina Faso.
- 702 producers trained in best harvesting and sesame storage techniques. These farmers have been integrated in the network databases developed under the program. Overall, 1575 producers are tracked by the program through the 4 farmer groups against an initial target population of 1000. These producers represent a total production base of 2114 ha which was associated to the program (initial objective: 2000 ha).
- A seasonal credit for the purchasing of Sesame by a GIE in the amount of 3 000 000 FCFA was signed by a participating GIE by ACEP (see Capital Access section). At reporting date the 4 GIE's had purchased 184,3 Tons of quality sesame.
- A sesame value chain closeout workshop was convened on June 7 in Kaolack and included producer groups, the principal sesame buyer, local bankers and the institutional sector. Stakeholders went over the results of the main components of the program, namely the multiplication and distribution of certified seed, technical training, field demonstrations and introduction of post harvest equipment (threshers) sourced from Burkina Faso, the contractualisation of supply, and financing arrangements – all of which has resulted in the

emergence of an integrated sourcing network comprised of a regional buyer and processor, ANI (African Natural Ingredients), based in Thiès, and four (4) regional farmer groups, generating a total supply of 344 MT of export grade sesame. The result fell short of the 2011 objective of 500. However, given the poor rainfall, it is considered a promising result in view of the quality of the harvest. The IFAD-funded PAFA project will be picking up farmer group support and training as well as certified seed production support for the 2012 season.

- As a closing support activity to the industry, USAID/PCE supported ANI in acquiring and distributing to the four networks a 2 ton lot of base seed produced by ISRA, which once multiplied by the networks in 2012 will boost the availability of quality seeds.

BANANA

Over the year, USAID/PCE has supported the development of the Agrofair/APROVAG partnership to set up a nucleus farm in the Tambacounda zone:

- A business plan was developed by an AGROFAIR consultant to assess the feasibility and investment requirements for a 50 and 100 hectare nucleus farm which will also source from surrounding farmers. The USAID/PCE banana specialist worked with APROVAG to identify the site for the nucleus farm and conduct discussions with the farmers and local authorities to obtain approval. Meetings were held with Dutch consultants to assess the project's admissibility under the Dutch PSI program, which provides subsidies for Dutch programs abroad. Discussions were held with PDMAS for the funding under its matching grant facility of two equipped pack-houses to support the smallholder-purchasing program associated to this project.
- A formal application for subsidy was deposited by AGROFAIR under the PSI program early February. In July APROVAG and AGROFAIR received confirmation that the business plans that were developed by AGROFAIR and presented for funding to Rabobank (capacity building activity) and the Dutch PSI (Private Sector Investment) fund was accepted by both institutions.
- USAID/PCE staff Ousseynou Konate has been offered a contract by AGROFAIR to continue supporting the program now in its implementation stage. The partners are now in the process of finalizing the joint venture and securing the land required for the launch of the 50 hectare initial phase of organic certified banana for export.
- To close-out its contribution to this project, USAID/PCE has funded the work of a local architect firm to develop the plans and technical scope for two banana packhouse projects that will be submitted for funding by APROVAG to the World Bank project PDMAS' cost share grant facility. The work is complete and the procurement file including detail plans and scopes has been transmitted to APROVAG.
- The "banana database" which mapped and profiled data for 84 production sites and 1988 hectares in the zones of Tambacounda (55 sites/ 1432ha), Kolda (13 sites/ 188 ha) and Sedhiou (16 sites/ 368 ha) is available to this project and APROVAG. The contours were generated using GPS points and the MAPSource and each site was documented using a format similar to that developed by PDMAS for its mango traceability standard used for the certification of organic export mangoes.

CASHEW

Over the year, USAID/PCE commissioned two consultants collect data on activities conducted during the 2011 season as well as an assessment of cashew activities. Summary reports were produced both for the Casamance and lower Saloum zones. Subsequently the cashew close-out conference, held in Ziguinchor on May 22nd 2012 brought together stakeholders to take stock and comment on the progress made by the industry through SAGIC support on matters such as quality norms and standards training, introduction of improved grafted rootstocks and training in marketing approaches. Casamance cashew farmers are now entering a new phase in their development, aiming to improve farm yields and structure farmer-buyer linkages with the support of the recently launched USDA regional cashew program covering both Senegal and the Gambia.

BISSAP and MANGO

In light of the reduced resources and time available for TO6 implementation, the project did not pursue any interventions in the Bissap and Mango value chains.

4.2 Doing Business Indicators and Competitiveness

The policy reform work under TO6 is comprised of two major sub-components:

- i. Improving Senegal's performance on Doing Business rankings
- ii. Dialogue and institutional capacity building for improved national competitiveness

The policy reform component has operated since 2006, with a focus on a limited number of reforms in the areas of commercial law and labor code regulations. Through Task Order 1 (closed March 31, 2011), PCE also initiated work on computerization of building permit authorizations.

TO6 was launched in February 2011. The policy reform component of Task Order 6 is focused on supporting the efforts of the government of Senegal and of private sector to significantly improve the business environment and thereby contribute towards the goals of the Accelerated Growth Strategy. The PCE team has structured the policy reform component around two closely related sub-components. The first sub-component focuses on supporting the policy reform agenda that is closely linked to Doing Business indicators. The other sub-component targets competitiveness issues more generally including institutional and analytical needs.

USAID/PCE has adopted a highly participatory approach in for policy reform and competitiveness. We are working to engage a wide range of stakeholders in the public and private sector, as well as civil society, academia, and the press.

Over the past sixteen months, the policy reform component has made some headway in the above subjects. On Doing Business rankings, a consulting team worked with APIX to review seven DB indicators and developed a proposed list of measures that can be implemented to improve performance over the next three years, and capacity building sessions were organized to reinforce awareness of Doing Business methodology and action plan formulation among private and public stakeholders.

Regarding the theme of competitiveness, after the process of elaborating the Senegal National Competitiveness Report (SNCR) a series of national workshops were held in May-June 2011 to discuss the findings of the SNCR and to formulate recommendations to be discussed at a National Forum. Five hundred copies of the SNCR were printed (in French) along with 500 copies on CD-ROM.

National events to discuss cereals value chains competitiveness were organized with the active participation of representatives from the different segments of the value chains.

Support for work on the Doing Business:

- i. Training and sensitization workshop for the private sector on the principles and methodology of Doing Business. Update on reforms and initiatives initiated by the government to improve the performance of Senegal on the Doing Business indicators priority.
- ii. Training workshops and outreach (s) for technical services and supervision of the public sector on the principles and methods of the DB and initiatives which aim to improve the score of Senegal at the priority Doing Business indicators. The support include a review of barriers to the progress and development of an updated action plan. iii) Establishment of a website and communication Monitoring reforms and DB.

Support to the agenda of the National Competitiveness Report (SNCR):

- i. Series of thematic workshops to stimulate public private discussions on competitiveness issues and identification of solutions to business competitiveness challenges were held throughout

2011. The thematic workshops mobilized key public and private stakeholders around a process of verification and validation of the relevancy of the SNCR findings, prioritization of competitiveness constraints/challenges, and identification of relevant solutions and formulation of high impact measures/reforms in the legal and regulatory environment, human resources, infrastructure, exports, investments and financing systems to improve business competitiveness.

- ii. Publication of the SNCR with English and French version was finalized in 4th quarter FY 2011 and the official publication event of the SNCR presided by the Minister of Economics and Finance was held in October 2011.
- iii. Capacity building for the relevant services of the public administration, the private sector and academia on the methods and data used to prepare the report on national competitiveness were held December 2011, and October 2012.
- iv. Organization of the National Forum on Competitiveness (NFC) is planned to be organized on November 2012.

Programming and event organizing activities on the competitiveness of value chains:

Promoting dialogue on competitiveness of cereals was part of the work plan for FY 2012. A series of events, including in the areas of intervention of priority value chains, were designed to bring together businesses, farmers, financial institutions and decision makers to explore in terms of experiences and lessons learned to date, efforts to increase productivity, quality, investment and domestic grain sales. These events are designed to share successes, to better understand the challenges and ongoing initiatives, and recommendations for private initiative and public, including regulatory measures.

FY 2012 is characterized by two first quarters (Q1 and Q2) that were dominated by a fierce political campaign leading to the presidential elections that took place in late February for the first round and late March for the second and final round. That context put a toll on a few key activities planned for the year. It proved, for example, impossible to get government action to move forward the National Competitiveness Forum during this period.

Nevertheless, despite the political context, most activities were rolled out as planned.

- One of the major highlights of this year was the **National Rice Forum** that took place January 23-24 at the Place de Souvenir. This event brought together stakeholders and analysts for two days to discuss business opportunities and competitiveness constraints in the rice value chain. The event produced an informational film that is being distributed and was widely hailed by participants as an important business-to-business gathering that merits being repeated in the future, especially in the SRV.
- A rather similar event on the maize value chain was the **competitiveness forum on maize** held June 13th and 14th with the participation of more than 100 stakeholders among which a good number of producers to discuss issues related to quality control, inputs to boost productivity, financing of agriculture mechanization, meeting industrial market needs and criteria's, etc. This activity served as a strong linkage between USAID's goals and initiatives to improve Senegal's business climate and its associated goals to improve investment in agriculture and food security.
- Project activities related to improving Doing Business indicators were completed during the second quarter, regarding mainly **training on the methodology for key indicators such as enforcement of contracts, getting credit, and payment of taxes.**
- As far as communication activities around the Senegal National Competitiveness Report, a **20 page report was produced and published in Reussir**, the leading monthly economic magazine in Senegal, showcasing the SNCR through a series of interviews with private and public

sector leaders and discussion of thematic competitiveness issues including a summary of rice sector competitiveness issues.

Theme	Planned activities	Achievements
<p>Improving <i>Doing Business</i> indicator performance</p>	<ol style="list-style-type: none"> <li data-bbox="411 315 842 450">1. Technical assistance to formulate a clear and concise Doing Business Action Plan through analysis of priority indicators <li data-bbox="411 1111 842 1368">2. Training and awareness-raising workshop for private sector on the principles and methods behind Doing Business measures and update on current government reform initiatives to improve Senegal's score against major DB indicators. <li data-bbox="411 1603 842 1995">3. Training and awareness raising workshop(s) for public sector middle management on the principles and methods behind DB measures and to review on-going initiatives that target improving Senegal's score against major DB indicators. The effort would include reviewing obstacles to progress and developing an updated plan of action. 	<ul style="list-style-type: none"> <li data-bbox="922 315 1383 618">• Senegal's Doing Business Case main inputs to showcase key performance milestones on identified indicators is prepared and finalized for the Doing Business Committee through USAID/PCE assistance by a Booz Allen team paired with a local consultant <li data-bbox="922 651 1383 842">• A Medium to long term plan to improve performance of 7 DB indicators by a detailed process of analysis planning, and implementation of reforms or measures <li data-bbox="922 853 1383 976">• An action plan to coach the public administration into a better appropriation and implementation of reforms has been finalized <p data-bbox="863 1111 1391 1514">Doing Business indicator workshops, presided by a representative of the Prime Minister's office, were held on January 19, January 23 and February 2 related to progress and needed improvements on 5 DB indicators: access to credit, enforcing contracts, protecting investors, paying taxes and building permits. Those workshops were directed to public sector middle management and private sector including local Doing Business contributors.</p> <p data-bbox="863 1615 1391 1850">About 30 people from diverse public and public stakeholders attended each workshop that resulted in the review of the Doing Business methodology, assessment on Senegal action plans and past rankings, and identification of specific actions plans for the upcoming Doing Business evaluation.</p>

Theme	Planned activities	Achievements
	<p>4. Establishment of a DB communications and tracking website</p> <p>5. Handover of equipment to Ministry of Urbanization as part of computerization and cross-Ministry collaboration to streamline the time and reduce costs to get a Building Permit</p>	<p>After consultation with APIX and the CPI, this activity was dropped as a similar effort was already underway to update the CPI website.</p> <p>All equipment was handed over before end January 2012, and was acknowledged during the early February Doing Business workshops.</p>
Competitiveness dialogue and capacity building	<p>6. National Competitiveness Forum (or alternative communications and dialogue format)</p> <p>7. Publication of English and french version of the National Competitiveness Report (500 copies + 500 CD-ROM)</p> <p>8. Capacity building for Ministry of Finance department and agency staff as well as academics on the methods and data used to</p>	<ul style="list-style-type: none"> • Finalization of SNCR production • Mobilization of the authorities, private sector, civil society and press around a dialogue on SNCR 2011 results • Achieve wide dissemination and discussion of SNCR 2011 results to prompt public and private sector initiatives on competitiveness issues • The national forum has not yet taken place due to a lack of engagement on the part of the Government of Senegal given the pre electoral and post electoral context.. The National Report on Competitiveness was however presented by the Minister of Economy and finance during the Presidential Investment Council annual meeting presided by the President of Senegal in November 2011. The TO6 mandate was extended until end November 2012 to make room for the organization of the national forum on competitiveness which s to be held November 14th 2012 • In May 2012, a paid for press report about the SNCR with interviews of main private and public stakeholders will be showcased in 1-2 weekly business magazines <p>The Final publication in English of the SNCR and a second batch printed in French during Q2.</p> <p>In December 2011, the project organized a 6-day capacity building program on the SNCR methodology. All target entities were</p>

Theme	Planned activities	Achievements
	<p>prepare the national competitiveness report. Target entities include staff at ANSD, CEPOD, DASP, DPEE, APIX and perhaps others.</p> <p>9. Cereals competitiveness dialogue and interactive analysis. A series of events (in Dakar and FTF intervention zones) that bring together businesses, farmers, finance institutions and policy makers to explore experiences and lessons to date from efforts to increase productivity, quality, investment and sales in national cereals. Intended to share successes, increase understanding of obstacles and initiatives underway, and formulate recommendations for private and government action, including regulatory measures.</p>	<p>involved along with representatives from Ministry of Agriculture, University of Gaston Berger and others. A capacity building report was finalized in Q2.</p> <p>In the context of the extension of T06 until November 2012, a 6 day training session on the methodology to elaborate the SNCR 2, which is to be focused on agriculture, was organized in October 2012 to the benefit of the SNCR 2 writing team.</p> <p>A business forum on local rice was held January 23-24, 2012 to gather all the rice value chain linkages in order to foster business relations and discuss competitiveness issues.</p> <p>A similar business forum was held during the 3rd quarter FY 2012 around the maize value chain with major themes identified as: seed sector investment and diversification; maize market price setting mechanisms and analysis; management standards and practices for cereals warehouses; learning how to qualify for leases or bank loans for farm equipment; and the emerging insurance market to guarantee against catastrophic crop loss.</p>

Annex 1: PCE SUCCESS STORIES

The USAID/PCE team is proud of having many major accomplishments in FY2012. Three stories are provided here that capture a few of these successes. Notably, the success stories look at the following:

1. The impact on farmers from introduction of a new integrated financing model for the irrigated rice value chain
2. The introduction of leasing financing to support acquisition of tractors in the maize value chain
3. Support to women's businesses to expand production of a new cereals-based infant feed formula

Story #1:

USAID deploys innovative integrated financing model to facilitate scaling up of local rice output and sales

El Hadj Wade, President of the Union of Diawar and rice producer is clear: *"The contract we signed with Vital Agro Industries allowed us to sell our rice quickly and for a very good price. We sold our paddy rice to Vital at 132,000 FCFA per ton. This is a very good price compared to the 100 000 FCFA per ton price offered by traders. With this contracting system, we are no longer at the mercy of traders."* Rice producers in the Senegal River valley are learning that signature of contracts with milling businesses like Vital allows them to negotiate a fair price, earn more money and repay their credit quickly, thereby opening up opportunities to shift to a double-cropping system.

As rice growers in the Senegal River valley continue adopting aromatic varieties and improved farming techniques, the quality of their product is gaining recognition in Senegal's urban market place. In response, businesses like Vital have invested in large-scale milling facilities that depend on a smooth and secured supply of paddy rice from farmer networks.

USAID / PCE has established an innovative integrated financing model to remove obstacles to the scale-up of the local rice industry. This program started in the 2011 rainy season as a collaboration between Vital, CNCAS (the national agriculture bank), and the farmer unions that traditionally borrow from CNCAS. To date, more than 6,000 rice farmers have benefited directly from the emergence of these integrated financing arrangements between rice supply chain actors.

The model is based first on negotiation of sales agreements between national rice distribution companies and Vital AgroIndustries. These agreements serve to reassure CNCAS that Vital has a guaranteed market and future income stream from their milled white rice. Vital in turn signs contracts to buy from the producer organizations an amount equal to the volume of paddy rice necessary to reimburse their seasonal loans with CNCAS. The farmer Unions take receipt of the paddy rice at secure warehouses at which point the CNCAS authorizes Vital to take ownership of the rice. Once that authorization is given, the CNCAS considers that the farmer's loan is effectively paid off, even though the paddy rice is still in storage at the warehouse. This arrangement allows the farmers to quickly clear their debt after harvest and to open a new credit line with the CNCAS for the second season, thus opening up the opportunity for them to invest in double cropping.

Meanwhile, the model facilitates Vital's access to secure a credit line to finance their paddy purchases. As Vital withdraws the stock from the warehouses, they pay off the farmer group loans to CNCAS.

In its first year of implementation, the volume of paddy rice traded through this system increased from 2 834 tons (2011 rain season) to 9 360 tons (2012 dry season). The model raised over U.S. \$ 6 million in bank loans from CNCAS and helped the bank to achieve a farmer loan reimbursement rate of 95%, compared to 80% in recent years.



Purchase agreements between mills and distributors are leveraging financing and contracting arrangements between mills, farmer unions and the national agriculture bank.

Amadou Mbodj, the Manager for CNCAS -North says: *"This system of funding has allowed us to ensure a loan reimbursement. Loan reimbursement is complete even before the sales contract is signed because the whole stock is secured. The agro business directly transfers a payment to the producer group account based at the CNCAS. This accelerated paddy commercialization system results in much faster and more secure repayment."*

Madiop Niang, President Union Pont Gendarme and rice producer explains: *"This model has allowed us to access seasonal credit. In addition, we have a secured market with Vital. In the past, our selling price and market opportunities were unclear and we had difficulties repaying CNCAS. With this system of contracts between producers, CNCAS, and Vital, loan reimbursement is secure and fast. Before, we sold about 120 tons for a turnover of about 12 million CFA francs. This year, for the dry season, we sold to Vital 530 tons of paddy rice for a value of 70 million CFA francs. CNCAS is now increasing the credit available to us and making it available faster so can hope to undertake a double crop production. "*

Story #2:

USAID/PCE introduces agriculture leasing to support Senegal's mechanization goals

Pape Mabeye Diouf is a maize farmer in Taiba Niassène near Kaolack. He says, *“I always dreamed of having my own tractor but didn't have the means to buy one. Getting credit for such a big purchase is extremely difficult. The leasing deal, facilitated by USAID/PCE, was the only option for me. The tractor makes field preparation much faster than before, and I can expand the area under maize. I also use the tractor for other operations, such as harvesting of peanuts, transport of the harvest, and to power other machines like threshers and maize dehuskers. USAID is providing regular business advisory support so that I cover my leasing costs. I am looking forward to eventually owning the tractor outright!”*



For Senegal's farmers, equipment leasing is emerging at the right time as an alternative to traditional credit lines and is opening up important opportunities to both men and women farmers.

Since 2010 USAID/PCE support in the maize value chain has focused on using pre-season contracts to serve as collateral against farmer group loans with local banks and micro finance institutions. At first, the bank financing was only for seasonal credit to cover the cost of seeds and fertilizer. But scaling up maize production eventually requires mechanization. Unfortunately, the criteria and procedures for getting a long-term loan for agriculture equipment tend to work against smaller farmers, and even those making the transition to larger output on 10-20 hectares. Moreover, repayment plans traditionally do not align with the seasonal nature of agriculture income from rainfed farming.

In this context, USAID/PCE launched a pilot equipment leasing program in 2011 in collaboration with the financial group Locafrique to assist emerging lead maize farmers to put together and submit a credit-worthy business plan that would ensure a good return on investing in a small-size tractor. To date, 8 maize farmers have purchased a new tractor through the leasing program for a total value of \$265,000. No subsidy or classic form of collateral or guarantee was required.

This success was possible thanks to the USAID/PCE financial coaching program for eligible farmers. A local consulting firm has assisted the farmers through many steps, including formalization of their business, design of a business plan, and facilitation to achieve duty-free status under Senegal's investment promotion laws. The support continues after award of the tractor to build up capacity in accounting and financial management and to ensure these emerging small businesses generate the cash flow needed to meet their lease payments fully.

Massaer Wade, from tractor vendor Agripro, remarks that *“The tractor that these farmers leased allows them to prepare up to 14 ha/day. The farmer has the ability to purchase other labor-saving add-ons in the future for post-harvest handling. These tractors are an important new source of income as well through tractor rental services in nearby villages.*

And El hadj Omar Dramé, a maize farmer in Thiaré confirms, *“This tractor has been incredibly helpful. Before, I had to use my personal contacts to try and get one of the few tractors in this area to come and prepare my fields. I frequently had problems getting the tractor on-time. Thanks to USAID's support, I am now the owner of my own tractor and can use it to prepare my own 40 hectares as well as to help out many of the smaller farmers nearby. I earned 3 million CFA in tractor fees last year. I'm in a position to start making my lease payments. Most importantly, the farmers in Thiaré can now count on having on-time access to a tractor to better prepare their fields.”*

Story #3:

USAID / PCE small grants help business women to invest in production and marketing of fortified flour to improve child nutrition

USAID/PCE support to Senegal's cereals value chains creates new opportunities for integrating high quality cereals into locally-produced powdered cereals for infants.

Rougui March, President of NSAM Gie, a group of women processors of local cereals, is confident about the future. She has new business opportunities through a better control of production standards and better access to the growing market for enriched infant flour in semi urban and rural areas of Podor in northern Senegal.

"The support of USAID / PCE has allowed us to expand our production and increase the nutritional value of the flour. We increased our production capacity and our turnover has increased from 200 000 FCFA per month to more than 800 000 FCFA. Our clientele consists mainly of NGOs that provide health centers and children, from the surrounding villages, who suffer from malnutrition."

Senegal's market for enriched cereals for infants is typically limited to urban areas and wealthier households who can afford the imported products. Demand is, however, increasing, particularly through programs to improve nutrition outcomes for disadvantaged groups. Local production, available through small processing units, has not been able to meet this growing demand due to the low throughput of existing equipment, weak control and production standards, and limited market access.

Beginning in April 2011, three women's groups in Podor (Nsam), in Koungheul (Xaritu XALEYI) and in Kaolack (Ekyand) benefited from a USAID/PCE grant program that continued through most of 2012. The grant, worth \$58,000, combines support to upgrade their equipment to increase capacity and advisory services to develop an improved cereal formula, organize raw material sourcing, and to develop better branding and marketing. These women's groups are producing an enriched flour that includes a blend of local corn, millet, cowpea and groundnut. They are working closely with NGOs and health centers to provide an affordable and quality product to ensure a healthy diet for infants and young children that are suffering from malnutrition.



Khady Ndiaye, President of Gie Xaritu XALEYI says, *"We have strengthened our management capacity and improved the nutritional quality of the flour with the support of USAID / PCE. Our customers have more confidence in our products. We used to sell just 14 bags per day, now we sell 50 bags. The price has increased since the quality of the flour is better. The 400g bag used to cost 300 CFA francs. Currently, we are conditioning in 200g bags sold at 200 FCFA! Beyond the children, we have expanded our target to the elderly and to women who do not produce enough milk for breast feeding."*

Annex 2: Project indicators TO 5 & TO 6 and targets

Table 14 – FY12 T05 Indicator Table

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
1	Gross margin per unit of land or animal of selected product					Gross Margin is based on 2011 rainy season production.
	Irrigated Rice GM	USD/ ha	650	629.1	97%	For Irrigated rice it is calculated based on both the 2011 rainy season and the 2012 Dry Season. 2011 was marked by an important decrease in rainfall. The impact was a decrease in yields and consequently a decrease in production and in gross margin per ha for producers.
	- Area (Ha)			16,286		
	- Production (Tons)			88,953		
	- Quantity sold (Tons)			62,267		
	- Value of sales (USD)			17,551,051		
	- Purchased input cost (USD)			14,300,664		
	Upland Rice GM		360	-244.8	-68%	The decrease in production was more important in rainfed rice because several farmers had not yet adopted “early sowing” of rice in their cropping methods and kept to the traditional approach of sowing rice last, which resulted in compounding the impact of the rain shortage. “Early sown” Nerica sites had significantly higher yields but were a minority.
	- Area (Ha)			2,010		
	- Production (Tons)			1,170		
	- Quantity sold (Tons)			72		
	- Value of sales (USD)			42,038		
	- Purchased input cost (USD)			1,019,581		
	Maize GM		312	370.9	119%	However, the drop in production contributed to an increase in sales prices of maize and millet, which, in part, compensated for loss of volume.
	- Area (Ha)			5,412		
	- Production (Tons)			13,475		
	- Quantity sold (Tons)			9,028		
	- Value of sales (USD)			3,192,883		
	- Purchased input cost (USD)			2,105,188		
	Millet GM		130	123.5	95%	
- Area (Ha)	2,268					
- Production (Tons)	2,081					

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS	
	- <i>Quantity sold (Tons)</i>			1,387			
	- <i>Value of sales (USD)</i>			588,809			
	- <i>Purchased input cost (USD)</i>			603,241			
2	Number of individuals who have received USG supported long-term agricultural sector productivity or food security training		14	14		Second-year ENSA Master's Program on Value chain development and Agri-food entrepreneurship sponsored by USAID PCE	
	Male	No.	10	10	100%		
	Female		4	4			
	Producers			0			
	Processors			0			
	Researchers			0			
	Policy Makers			0			
	Students			14			
	Others			0			
	New			0			
	Continuing			14			
3	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training		30,000	17,627			58%
		No.					
	Male		25,500	12,016			
	Female		4,500	5,611			

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
	Producers			17,306		<p>the 2012 rainy season campaign. This was particularly significant for trainings planned in the Maize and Irrigated rice value chains. A large percentage of this training gap will be captured during the first quarter of FY13.</p> <p>In Maize, the program was stalled due to the need for network management to resolve outstanding issues from 2011 before agreeing to a 2012 program. Most of the trainings scheduled in FY2012 will still occur, but only in early FY2013. These trainings are focusing on best practices for quality in post harvest operations.</p> <p>In Irrigated rice, the delays in the launching of the 2012 rainy season also explain most of the shortfall. Trainings will be stepped up during the next quarter to reach the cumulative objective of 12000 farmers trained in “Le Chemin du Bon Riz”.</p>
	People in Government			198		
	People in Private sector firms			30		
	People in Civil society			82		
	Others			0		
	New			13,042		
	Continuing			4,585		
4	Number of farmers and others who have applied new technologies or management practices as a result of USG assistance	No.	24,000	26,035	108%	<p>In rice PCE supported the promotion of improved seed of aromatic varieties for irrigated rice and new seeds adapted to upland rice (NERICA). In Maize new varieties of hybrid as well as OPV seeds were introduced and mainstreamed. PCE supported also for all value chains the integration of farmers in system of contracting with consolidators to enable expanded access to credit and to inputs. Other technologies promoted were: Conservation farming, Cartography and use</p>

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
						of GPS, fight again striga.
	Male			21,481		In Irrigated rice, the 2012 rainy season was marked by important delays in campaign launching due to extension of the commercialization period from the dry season, and subsequent difficulties for farmers to access to inputs. For this reason farmers reduced their farmed areas for the 2012 rainy season and some even dropped out. The drop in farmers engaged in the 2012 rainy season explains most of the divergence between project goals and outcomes for FY12.
	Female			4,554		
	New			16,425		
	Continuing			9,610		
5	Number of private enterprises, producers organizations, water users associations, women's groups, trade and business associations and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance	No.	1,200	978	81%	Irrigated rice farmers significantly delayed starting their rainy season 2012 plantings because of delays in the harvesting and collection/sale of the 2012 dry season harvest. This caused delays in availability of inputs and even land. Thus, the total number of farmer groups working on disseminating new farming technologies, especially seed, was less than expected for reasons unrelated to project interventions.
	Private enterprises			6		The 2011 drought also disrupted the development of the maize and millet value chains, thus stalling growth of contractual and articulated financing that has been key to expansion. These problems have since been are resolved and growth should pick-up in FY2013.
	Producers organizations			637		
	Trade and business associations			0		
	Women's groups			15		
	Community-based organizations			193		
	Others			0		

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
	New			393		
	Continuing			585		
6	Number of members of producer organizations and community based organizations receiving USG assistance	No.	30,000	33,725	105%	At this point, the majority of female beneficiaries are in the irrigated rice value chain, and, to a lesser extent, in the irrigated rice value chain. The project's support to design and roll-out an articulated financing and contracting scheme with VITAL was particularly important in reaching a large number of farmers in the SRV.
	Male			25,224		The outcome with Vital helped compensate for lower than expected results in the maize and millet VCs that both experienced a retraction after the 2011 drought.
	Female			8,501		
	Producers Organizations			26,968		
	Community based organizations			6,757		
7	Number of food security private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance	No.	1,500	1,543	103%	During the year the project developed irrigated rice financial models to facilitate access to inputs and commercialization of production for farmers. This model enables consolidation of important quantities of paddy rice during the two campaigns. More than 10,000 producers were engaged through their producer organization in production and commercialization with Vital, a processor firm in partnership with PCE. The model permitted the project to go well beyond expected results.
	Private enterprises			16		
	Producers Organizations			1,141		

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
	Water user associations			0		
	Trade and Business Associations			157		
	Women's groups			39		
	Community based organizations			166		
	Others			24		
	New			315		
	Continuing			512		
8	Number of stakeholders implementing risk-reducing practices/actions to improve resilience to climate change as a result of USG assistance	No.	24,000	24,664	102%	Relevant practices and actions include multiplication and use of new and improved seed varieties, application of conservation farming techniques and other best practices to improve crop resilience to sporadic rainfall conditions. Also includes efforts to introduce farmer groups to a rain-based index insurance program. Total beneficiaries for the insurance program were well below expectations due to unforeseen challenges in getting the program fully operational.
	Male			20,477		
	Female			4,187		
	Agriculture			24,664		
	Water Health			0		
	Disaster Risk Management			0		
	Urban			0		
9	Number of hectares under improved technologies or management practices as a result of USG assistance	Ha	31,600	19,375	61%	Fell short of FY goals because many farmers in irrigated rice decided not to plant for the rainy season that began in June/July 2012 due to weather and logistical constraints they faced.
	Rice			22,000	13,435	

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
	Irrigated Rice (ha)		19,200	11,681		engaged in contracting schemes, which provide access to an array of production and post harvest technologies and services. The project facilitated partnership between farmers, consolidators and processors to enable access to inputs and commercialization of production. The contracting scheme is considered a new management practice. Farmers are also supported to access to new and improved varieties of seeds to enable productivity increases and improve quality.
	Upland Rice (ha)		2,800	1,754		
	Maize (ha)		4,800	3,873		
	Millet (ha)		4,800	2,067		
	New and Improved Seeds			2,562		
	Contractualization			17,795		
	New			15,282		
	Continuing			4,092		
10	Number of technologies or management practices in one of the following phases of development		46	36	78%	The project had strong outcomes for introduction of technologies for farmers. A partial list of the technologies introduced is below. The gap between targets and results for Phase I is linked to the project's decision to greatly reduced our support to master's degree students to conduct field research on value chain issues in FY12. This decision was linked to our budgetary constraints. The target was set before FY12. For this year PCE supported applied research papers of two students on the financial profitability of organic sorghum production and the marketing performance of irrigated rice producers, both falling somewhat under Management Practices. The technologies "made available for transfer" are those made truly available to
	in Phase I: under research as a result of USG assistance	No.	20	2		
	in Phase II: under field testing as a result of USG assistance	No.	0	0		
	in Phase III: made available for transfer as a result of USG assistance	No.	26	34		

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
						<p>farmer groups and farmer network managers. In some cases, the technologies were introduced to new partners or new areas.</p> <p>Irrigated rice includes: the “Chemin du Bon Riz” training method and training guide; three aromatic rice seed varieties in Podor and Matam; portable humidity testers; A package of network management tools including Mapsource, Quantum GIS, GPS units, and more. It also included assistance to design and launch new management models with Vital to establish financing schemes with both the CNCAS and with the BRM to create an inventory line of credit.</p> <p>In the maize value chain, technologies introduced include two hybrid varieties (SNK and SUANE), rain-indexed ag insurance, conservation farming, humidity testers, network management software tools for FEPROMAS, and mobile huskers/shellers.</p> <p>For millet, the project sponsored field trials with the terramanus soil conservation technology, and a package of software tools for farmer tracking/mapping. Humidity testers were also introduced. The millet VC also led the way in testing cloud computing technologies.</p> <p>Finally, in rainfed rice, technologies introduced included a new, locally manufactured rice seeder, conservation</p>

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS	
						farming techniques, the “Chemin de bon Riz” training materials and methods, and a suite of farmer network management technologies.	
11	Number of rural households benefiting directly from USG interventions	No.	30,000	33,725	112%	PCE interventions in favor of rural households are multiple, including trainings, partnership building with buyers, and input suppliers, development and deployment of financial models to improve and expand access to seasonal farming credit, and more. During the year the project developed new irrigated rice financial models to facilitate access to inputs and commercialization of production for farmers. This model enabled consolidation of important quantities of paddy rice during the two campaigns (Rainy season 2011 and Hot dry season 2012). More than 10,000 producers were engaged through producer organizations in production and commercialization with Vital, a processor firm in partnership with PCE. The model permitted to go well beyond expected results.	
	<i>New</i>						19,564
	<i>Continuing</i>						13,676
	<i>Adult female no Male</i>						0
	<i>Adult Male no Adult female</i>						0
	<i>Male and Female Adults</i>						33,725
	<i>Child no Adults</i>						0
12	Numbers of Policies/Regulations/ Administrative Procedures in each of the following stages of development as a result of USG assistance in each case	No.	22	20	91%		

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
	Stage 1: Analyzed		6	8		<p>(1) Elaboration and validation of the first agricultural report on LOASP covering the 2004-2010 period and an action plan for 2012-2013 ; (2) Analysis of the fertilizer subsidy system ; (3) The new agricultural survey methodology used by DAPS was presented and analyzed at different occasions, including the March 14 meeting of the Agricultural statistics validation committee ; (4) the implementation progress, the coordination structure and the action plan of PNIA were analyzed by the technical committee during the national workshop organized by DAPS in February 2012 ; (5) As part of the LOASP implementation process, the Decennial Strategic Framework of the agriculture sector for the 2011 to 2020 period (CSD) was reviewed for alignment with other key policy documents such as PNIA, PDES, and CDSMT; 6) the constraints related to policy and regulation in the irrigated rice and maize value chains were analyzed in a participative way by the actors through two regional forums; (7) New statutes and internal rules have been prepared by a restricted committee and adopted by irrigated rice stakeholders; (8) the needs for organizational structuring of maize producers and the roles expected from entities at various levels were analyzed through a participatory process conducted in all maize producing zones; (9) The chapters of the LOASP application decree dealing with interprofessions have been revisited by the CIRIZ revitalization</p>

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
						Committee to make sure that they are well understood by all members and well taken into account throughout the organizational re-structuring process.

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
	Stage 2: Drafted and presented for public/stakeholder consultation		6	6		(1) The first agricultural report on LOASP covering the 2004-2010 period and an action plan for 2012-2013 has been presented for public stakeholder consultation ; (2) The analysis of the fertilizer subsidy system report has been presented for public stakeholder consultation ; (3) The recommendations and the action plan for the development of the Fertilizer market were validated during a national workshop in January 2012 ; (4) the action plan of the PNIA technical committee was validated during the workshop organized in February by DAPS ; (5) Financing opportunities and land tenure issues have been explained and discussed with maize and rice producers during two regional forums on PNIA organised respectively at CIFA Saint-Louis for our irrigated rice partners and in Kaolack for the maize Value Chain Stakeholders ; (6) In-depth participatory review of alternative options for organizational structuring of maize producers and action plans for setting up representative structures at local, regional and national levels has been conducted with grassroots stakeholders.

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
	Stage 3: Presented for legislation/decre		4	2		(1) The draft ministerial decree creating the Reflection Committee on Fertilizer and Soil Fertility validated in January 2012 during the national fertilizer workshop was submitted to the Minister for Agriculture for signature; (2) the Ministerial decree creating the PNIA Steering Committee and the draft decree creation of the PNIA technical committee were both critically revised and amendments proposed at the national workshop organized in February 24 ; A revised version of the ministerial decree to formalize the Reflection Committee on Fertilizer and Soil Fertility, extending its mandate to fertilizer quality control, was drafted for review and submission to the Minister of Agriculture
	Stage 4: Passed/approved		3	2		(1) The Ministerial decree creating the PNIA Steering Committee was signed ; (2) The Ministerial decree creating the PNIA technical committee was signed
	Stage 5: Passed for which implementation has begun		3	2		The two Committees for PNIA and the National Fertilizer Committee are all functioning
	<i>Inputs</i>			4		
	<i>Outputs</i>			0		

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
	<i>Macroeconomic</i>			0		
	<i>Agricultural sector wide</i>			16		
	<i>Research extension</i>			0		
	<i>Information and other public sector</i>			0		
	<i>Food security</i>			0		
	<i>Climate change adaptation</i>			0		
13b	Score, in percent, of combined key areas of organization capacity amongst USG direct and indirect local implementing partners.	%	None	38%		The result for FY12 is, in fact, a consolidated baseline value established from a series of participatory baseline assessments of institutional capacity and organizational development needs for six partner organizations; GIE Boubou Dème, FEPRODES, UGPCL of Thiaré, KASEC, Kissal Patim and REPROSENER.
14	Value of incremental sales (collected at farm-level) attributed to FTF implementation	USD	12,762,000	28,371,716	222%	Incremental sales are calculated based on sales through network consolidators and sales outside of those networks to other traders. Sales in network are verifiable. Sales out of network are estimates based on expected sales by assisted farmers assuming average yields and a standard withholding percentage for self consumption.
	Millet					
	Volume	Ton	1800	1,387		
	Value	USD	600,000	588,809		
	Maize					
	Volume	Ton	6,100	9,028		
	Value	USD	1,891,000	3,192,883		
	Upland Rice					
	Volume	Ton	200	72		
	Value	USD	56,000	42,038		
	Irrigated Rice					
	Volume	Ton	42,000	87,868		

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
	Value	USD	10,080,000	24,547,986		and upland rice, low rainfall contributed in rainy season 2011 - 2012 to a decrease in total production. For the maize VC, the decrease in output was compensated for by the higher prices obtained by producers.
15	Value of Agricultural and Rural Loans	USD	9,000,000	16,135,170	179%	Loans facilitated by DCA are counted in this result. Financial models developed by PCE in partnership with Vital and financial institutions explain this large difference with expected results. This model enables consolidation of production, better prices for farmers and access to inputs in irrigated rice production. Due to lack of information on the use of DCA by financial institutions, it is not possible to disaggregate results.
	Producers					
	Local Traders/Assemblers					
	Wholesalers/ Processors					
	Others					
	Male					
	Female					
	Joint					
	n/a					
16	Number of MSMEs, including farmers, receiving USG assistance to access loans	N°.	10,350	11,638	112%	
	<i>Micro</i>			11,638		
	<i>Small</i>					
	<i>Middle</i>					
	<i>Agricultural Producer</i>					
	<i>Input Supplier</i>					
	<i>Trader</i>					

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
	<i>Processor</i>					
	<i>Non-Agriculture</i>					
	<i>Other</i>					
	<i>Male</i>					
	<i>Female</i>					
	<i>Joint</i>					
	<i>n/a</i>					
	<i>New</i>					
	<i>Continuing</i>					
17	Number of MSMEs, including farmers, receiving business development services from USG assisted sources	No.	30,000	33,736	112%	Farmers and enterprises receive project assistance in many forms: trainings, intermediation, access to inputs, commercialization, and access to facilitators on best practices. During the year the project developed irrigated rice financial models to facilitate access to inputs and commercialization of production for farmers. This model enabled consolidation of important quantities of paddy rice during the two seasons. More than 10,000 producers were engaged through their producer organization, in production and commercialization with Vital, a processor firm in partnership with PCE. The model permitted to exceed expected results.
				0		
	<i>Micro</i>			33,726		
	<i>Small</i>			10		
	<i>Middle</i>			0		
	<i>Agricultural Producer</i>			33,726		
	<i>Input Supplier</i>			2		
	<i>Trader</i>			5		
	<i>Processor</i>			0		
	<i>Non-Agriculture</i>			0		

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
	<i>Other</i>			0		
	<i>Male</i>			25,235		
	<i>Female</i>			8,501		
	<i>Joint</i>			0		
	<i>n/a</i>			0		
	<i>New</i>			19,907		
	<i>Continuing</i>			13,718		
18	Amount of private financing mobilized with DCA Guarantee	USD	5,000,000	6,226,414	125%	During the year the project developed in irrigated rice, financial models to facilitate access to inputs and commercialization of production for farmers. This model enables consolidation of important quantities of paddy rice during the two campaigns. More than 10,000 producers were engaged through their producer organization in production and commercialization with Vital, a processor firm in partnership with PCE. The model permitted to exceed expected results.
19	Number of trainings of MFI and bank personnel related to agricultural lending	No.	6	7	117%	Two trainings with PAMECAS's staff in the use of DCA. One training on Rain-based Index Insurance for farmers and one for Financial Institutions. Set up of the rain based index insurance and efforts to promote the use of DCA by financial institutions explain this result.

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
20	Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation	USD	1,840,000	2,286,000	124%	Includes Investments for equipment and processing units and loans mobilized for producers. PCE supported a paddy miller to buy a new mill through a special leasing program. Maize producers in Kaolack were accompanied to access credit for tractor acquisitions in relation with Locafrique and financial institutions. Funding mobilized by the PCE through cost share Purchase Orders is also counted. The value of the tractors for maize producers explains the project's success in exceeding our targets.
21	Number of public-private partnerships formed as a result of FTF assistance	No.	46	31	67%	Mainly Public-Private Partnerships signed by USAID PCE with producer organizations, grass roots NGOs and millers/consolidators. Changes in project options for supporting producer network partners explain this lower result than expected, notably working with FEPROMAS to support 9 separate maize networks and limiting maize support to two commercial entities rather than 6.
	<i>Agriculture Production</i>			31		
	<i>Post Harvest Transformation</i>			0		
	<i>Others</i>			0		
	<i>Multifocus</i>			0		
22	Number of business-to-business partnerships developed	No.	1,600	5,154	322%	Mainly Business to Business partnerships signed by Producers organizations in the rice, maize and millet value chains for funding, production and consolidation. In upland rice funding and consolidation agreements are less common. The very high results are mainly in irrigated rice (two seasons' worth of contracts) and in millet with a number of partnership for funding, post harvest operations, consolidation, processing.
	<i>Agriculture Production</i>			5,146		
	<i>Post Harvest Transformation</i>			3		
	<i>Others</i>			5		
	<i>Multifocus</i>			0		

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
23	Number of jobs attributed to FTF implementation	FTEs	4,700	7,298	155%	Calculated based on needs of hired labor per hectare per value chain. Higher than expected results are related to increase in number of producers involved in programs. Involves mostly field labor hired on a seasonal basis, a task that women rarely perform.
	<i>Male</i>			7,292		
	<i>Female</i>			6		
	<i>New</i>			7,274		
	<i>Continuing</i>			24		
	<i>Location: Urban</i>			6		
	<i>Location: Rural</i>			7,292		
24	Volume and Value of production processed and sold	Ton	35,400	68,634	194%	Counts the volume and value of production processed and sold by participant networks. Processing includes milling for rice, shelling and final bagging for maize, grading for millet. The indicator includes estimated sales through processors outside the project's partner networks involved in cereal marketing. The figures are therefore superior to the values for indicator 14 which reflects the farm gate value of sales.
		USD	16,877,000	32,644,974	193%	
	Millet					
	Volume	Ton	1800	1,387	77%	
	Value	USD	792,000	588,809	74%	
	Maize					
	Volume	Ton	4,900	9,028	184%	
	Value	USD	1,715,000	3,536,889	206%	
	Rice					
	Volume	Ton	28,700	19,350	67%	
	Value	USD	14,370,000	12,212,853	85%	
	Upland Rice					
	Volume	Ton	100	72	72%	
	Value	USD	70,000	42,038	60%	
	Irrigated Rice					
	Volume	Ton	28,600	58,171	203%	

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
	Value	USD	14,300,000	28,844,161	202%	
25	Quantity of foundation seed produced	Ton	80	61	76%	Mainly seed produced by ISRA, a partner benefiting of PCE's support in infrastructures, trainings, management improvement.
	<i>Millet</i>			23		
	<i>Maïze</i>			20		
	<i>Upland Rice</i>			0		
	<i>Irrigated Rice</i>			18		
26	Quantity of certified seeds produced by public and private sectors	Ton	2,890	3,828	132%	High results obtained in certified and base seeds due to efforts in promotion of aromatic seeds in partnership with UNIS. Efforts also went to reinforce the REPROSENER in NERICA seeds production in the Southern Forest Zone.
	<i>Millet</i>			1		
	<i>Maïze</i>			274		
	<i>Upland Rice</i>			22		
	<i>Irrigated Rice</i>			3531		
27	Number of people with increased capacity to adapt to the impacts of climate variability and change as a result of USG assistance	No.	30,000	17,308	57%	Technologies include Rain-based Index Insurance and Conservation Farming. The low result is due to substantial delays in the start-up of the Maize and Rice training program for farmers particularly trainings in best practices and in conservation farming. Many trainings to help people adapt will occur in the first quarter of FY13.
	<i>Male</i>		25,500	11,747		
	<i>Female</i>		4,500	5,561		

N°	INDICATOR TITLE	UNIT	TARGET FY 12	RESULTS FY12	PERF. (%)	COMMENTS
28	Number of climate mitigation and/or adaptation tools, technologies and methodologies developed, tested and/or adopted as a result of USG assistance	No.	7	6	86%	Technologies include Rain-based Index Insurance and Implementation, Automated Rain gauges, Conservation Farming, New and Improved varieties of seeds.

Table 15 – FY12 T06 Indicator Table

N°	INTITULE DES INDICATEURS	Results	TARGET	Results	COMMENTS
		FY11	FY12	FY12	
Component 1: BUSINESS DEVELOPMENT SERVICES					
1	<i>Volume and value of exports of agricultural commodities targeted by USG assistance</i>				
	Volume (tons)	253	3 020	510	
	Value (USD)	111 981	1 397 635	264 000	
	MANGO				
	<i>Volume (tons)</i>	188	20	0	Activities in mango ceased
	<i>Value (USD)</i>	88 382	30 000	0	
	SESAME				
	<i>Volume (tons)</i>	0	1 000	340	Exports Q2
	<i>Value (USD)</i>	0	600 000	200 000	
	SORGHUM				
	<i>Volume (tons)</i>	65	2 000	170	70 tons sorghum, 100 tons millet
	<i>Value(USD)</i>	23 600	767 635	64 000	Figures well below target due to exceptional price hike and unwillingness of buyer (FKRA) to adjust upwards to going market rate. This resulted in local sales and consumption that are not accounted for in these figures.
	BANANE				
	<i>Volume(tons)</i>	-	0	0	Banana not for export at this stage.
	<i>Value(USD)</i>	-	0	0	
3	<i># of business to business partnerships developed</i>	27	82	27	Same value as last year
4	<i># of producers, producer groups, producer associations, processing organizations, consolidators, retailers, exporters, importers and other key stakeholders involved in partnership agreements fostered by USG intervention</i>	5 490	5 056	5 490	Same value as last year

N°	INTITULE DES INDICATEURS	Results	TARGET	Results	COMMENTS
		FY11	FY12	FY12	
5	# of farms registered in an internationally recognized food safety, fair trade or organic quality control system	3 908	4 105	3 908	Same value as last year
6	Value of working capital and new private sector investment in the agriculture sector or food chain leveraged by USG intervention (USD)	416 928	238	0	Most private sector investment occurred prior to FY start. Final figures to be calculated at end of current season.
7	# of rural households benefiting directly from USG interventions and trainings	5 697	8 900	5 697	Same value as last year
8	# of value-chain geo-referenced database implemented	10	15	39	
9	# of individual farms registered in Geo-Referenced commodity databases	5 792	8 300	5 792	Same value as last year
10	# of firms receiving USAID-supported assistance to improve their management practices	4 025	5 050	4 025	Same value as last year
11	# of adapted technologies introduced with a pilot program as a result of USG assistance	12	10	4	Most technologies applied last FY not relevant in FY12
					Addition of third party warehousing
Component 2: Policy Reforms					
12	# of policy reforms implemented	0	1	0	The policy reform to be implemented is the automation of the construction permit authorization procedure. This reform is under implementation thanks to the support of USAID/PCE regarding the development of the electronic platform (done) and the grant of computer equipment to the Ministry of Urbanism (done) to operationalize the system. The reform was planned to be fully implemented by April 2012. A review was to be made by the new authorities in beginning 3 rd quarter to ascertain the level of implementation of the reform. As of yet, no formal review has been done and the reform has not yet been implemented.
13	# of assessments conducted as result of USG assistance	6	0	0	

N°	INTITULE DES INDICATEURS	Results	TARGET	Results	COMMENTS
		FY11	FY12	FY12	
	Doing Business indicators	2	0	0	
	Competitiveness	4	0	0	
14	<i># of DB indicators where Senegal has improved performance (# of procedures/ # of days/cost) through USG assistance</i>	2	3	0	The 3 targeted DB indicators are 1) obtaining construction permit, 2) Enforcing Contracts 3) Access to credit. USAID/PCE has continued support initiated in 2010 and 2011 on those 3 indicators. The efforts made will able Senegal to improve its performance on those indicators in the 2013 DB report. A performance review by APIX was to be held in April 2012 (3 rd quarter) should assess and confirm this improved performance. Given the change of political regime and General Management of APIX, things have slowed down, and a performance review has not been done yet to assess performance on DB.
15	<i># of public private dialogue sessions undertaken as a result of USG Assistance</i>	6	6	6	The 6 public private dialogue session are on track to be undertaken this fiscal year. 5 Doing Business workshops were undertaken in January and February), 1 competitiveness forums on rice was organized in end January. The maize competitiveness workshop is to be scheduled in may/June, and the National Forum on Competitiveness) is to be postponed until June or July.
	<i>New</i>	6	0	6	
	<i>Continuing</i>	0	6	0	

N°	INTITULE DES INDICATEURS	Results	TARGET	Results	COMMENTS	
		FY11	FY12	FY12		
16	# of institutions / organizations undertaking capacity / competency strengthening as a result of USG assistance	2	15	17	17 institutions have participated in December 2011 in the capacity building program to strengthen competencies on the mastery of the Senegal National Competitiveness Report (SNCR) methodology.	
					DCEF	1
					CEPOD	3
					ANSO	2
					DPEE	1
					ADEPME	1
					UCSPE	1
					UGB	2
					CNES	1
					CCIAD	1
					DAPS	1
					DCEF	1
					ISRA	1
					SCA	3
					APIX	1
					ASEPEX	1
DASP	1					
DPN	1					
	<i>New</i>	2	13	17		
	<i>Continuing</i>	0	0	0		
17	# Training sessions conducted as a result of USG assistance	0	10	11	6 training sessions were conducted during the capacity building program on the SNCR methodology held in December 2011 with the technical collaboration of JE Austin.	
					5 Doing Business training sessions held in January/February 2012.	

N°	INTITULE DES INDICATEURS	Results	TARGET	Results	COMMENTS
		FY11	FY12	FY12	
18	<i>Organization of a large competitiveness venue as a result of USG assistance</i>	0	1	1	<p>The NFC to be held in the first quarter FY 2012 has been postponed by the authorities until further notice. The SNCR, was however presented and discussed during the Investment Presidential Council held in November 2011. It is probable that the new authorities will agree to organize the forum in the end of 2012.</p> <p>A national competitiveness forum on maize was however organized June 13th and 14th with the participation of more than 100 key private and public stakeholders with a massive representation of the private sector among which the producers. Issues ranging from quality control, inputs to boost productivity, financing of agriculture mechanization, meeting industrial market needs and criteria's to gain national market share and reduce imports, etc, have been discussed in the light of a more competitive maize value chain to increase performance of transactions and minimize sources of inefficiencies.</p>

ANNEX 3 – PCE TRAINING ACTIVITY LIST

Thematic	Partner/ Operator	Target Groups	Institutions Concernées	Number of Days	Number of Participants	Sex	
						Male	Female
Mise en œuvre des Politiques Agricoles	EMP	Cadres Supérieurs des Directions du Ministère de l'Agriculture	Direction de l'Agriculture (02), DAPS (03), DHORT (04), BFPA (05)	5	24	18	6
Construction Participative de la Demande des Producteurs en Appui-Conseil	ISFAR	Personnel de terrain de l'ANCAR	Conseillers Agricoles et Ruraux (CAR) et Techniciens Spécialisés	10	25	24	1
Formation des professionnels de l'information et de la communication sur la LOASP et les enjeux des politiques agricoles	IPAR	Presse: Presse écrite, Presse parlée, Presse en ligne, Agence de presse, formateurs	Le Soleil, RTS Radio, APS, RFM, Canal Info, Sud FM, Sud Quotidien, Walfadjri Quotidien, Le Quotidien, L'Enquête, AgroPasteur, Agri Infos, La Gazette, PressAfrik, Seneweb, Ferlo, APA News, ISSIC, Association des Jeunes Reporters (AJR)	3	22	17	5
Techniques de Séchage des Céréales	ITA	Personnel de l'Entreprise Oumou Mountaga Tall	GIE Oumou Mountaga TALL		20	0	20
Approche et Instruments de financement de l'Agriculture	Equipe Capital Access	Personnel des Projets du Gouvernement Américain, Banques,	USAID, USDA/FAS, USAID PCE, USAID Yajende, USAID Wulaa Nafa, Counterpart, Africare, USDA/CLUSA,	2	32	28	4

Thematic	Partner/ Operator	Target Groups	Institutions Concernées	Number of Days	Number of Participants	Sex	
						Male	Female
			Locafrique, CNCAS, CBAO, EcoBank, CMS, ACEP, U-IMCEC, PAMECAS, MEC FEPRODES, CNAAS,				
Restitution Etude PPP CTS de Richard Toll	Abdou Karim Mbengue, Consultant	Acteurs de la Chaîne de Valeur Riz Irrigué	FEPRODES, GIE SOON JERIGN, GIE Tech Agric, GIE Ndaméne, GIE Deltagrisol, SDDR, DRDR, Coop Paddy Delta, Union Boundoum, Union Débi Tiguett, DCEF (MEF), DAPS, CNT, CGER, FPA, DISEM, UNIS, Ets Ndiawar Diop, ISRA, GIE MON, GIE Eh Malick, GIE Dembé Jeunes, Ets Diallo, UJAK, CORAD, SAED	2	29	26	3
Formation en Techniques de Production de Semences	DRDR Kolda	Membres réseau REPROSENER	REPROSENER, SEDAB, Entente de Diouloulou, Coop Semenciére de Karcia, Coop Semenciére Pakao, PRTC/V, COPAD, Producteurs Individuels Kandia, GRDR, GIE IDECOM, ASSOLUCER, ISRA CRZ, GIE M	2	17	17	0
Assurance Agricole et gestion des risques agricoles	PINORD	Responsables des Organisations de producteurs de la Vallée	PINORD, FSAD, PMAA, SCMA, UJAK, ASESCAW	3	23	19	4

Thematic	Partner/ Operator	Target Groups	Institutions Concernées	Number of Days	Number of Participants	Sex	
						Male	Female
Organisation et fonctionnement d'une structure de Cautionnement Mutuel	MEC DELTA	Membres des Organes de la Société de Cautionnement Mutuel	MEC DELTA, ASDEL	3	11	9	2
Strategic and operational management of agricultural programs and support institutions	BFPA/IPAR/ ISADE	Senior officers from the Ministry of Agriculture Technical Departments	DA, DAPS, DHORT	5	20	14	6
Statistical analysis and data management applications (SPSS, CSPRO, ACCESS)	BFPA/IPAR/ Lumière Group	Technical analysts from the Ministry of Agriculture Technical Departments	DA DAPS, DHORT	5	24	19	5
Practical methods and tools for agricultural and rural advising (Field training)	ISFAR (Institut Supérieur de Formation Agricole et Rurale)	Technical staff of ANCAR	ANCAR	10	25	25	0
Agricultural survey data management and analysis (On-the-job training)	MSU (Dan Clay)	Analysts and Technicians of DAPS	DAPS	10	8	7	1
What USAID/PCE Grassroots Value Chain Partners need to know about	IPAR/DAPS	Producers and Actors of irrigated rice value chain :	FEPRODES, Coop Matam, Coop Dagana, Coop Podor, Union de Bakel, Vital Agro, CNT, ANCAR Vallée, CRCR	2	22	19	3

Thematic	Partner/ Operator	Target Groups	Institutions Concernées	Number of Days	Number of Participants	Sex	
						Male	Female
PNIA			Saint Louis, DRDR Saint Louis, DRDR Matam, SAED/3PRD, CROPF, PINORD, Beye Dundé, UFAP, ARNB				
		Producers and Actors of Maize value chain :	GIE El H. M. Sall, GIE A. M. Seck, GIE Diankaconda, Coordec, Tool Baye, Ancar BAS, CICL, GIE Boubou Dème, Reprosem, DRDR Kaolack, ARD Kaolack, Coop sem Nétébou, SOENA, SODEFITEX, SEDAB, CRCR Kaolack	2	18	17	1
The path of good quality rice (Le Chemin du Bon Riz)	Mouhamadou Touré (Independent Consultant)	Rice Facilitators in the Senegal River zone:	FEPRODES Ross Béthio, Boundoum, Mbane, Coop Dagana, Union FP	2	19	12	7
			CNT, Naxadi Derett, Mbodji et Frères	2	28	28	
			Fanaye SP1, Coop Podor	2	13	13	
			Coop Aéré Lao, Coop Matam	2	13	13	
Organizational development of upland rice producers' networks	PCE Capacity-Building Team	Nerica Rice networks in the Southern and Central zones:	REPROSENER, SEDAB, RESOPP, ASSOLUCER, Coop Dioulacolon, GIE Vélingara, Coop Vélingara, Coop Thionkessyl, Coop de Diannah, Entente de Dioulouloun, Symbiose Nioro, OPS Semencier, Coop de Diendé	2	19	19	0

Thematic	Partner/ Operator	Target Groups	Institutions Concernées	Number of Days	Number of Participants	Sex	
						Male	Female
Formation sur les Bonnes Pratiques Agricoles	Upland Rice Specialist	Facilitators from Network Partenrs:	CARITAS Kolda (12), Symbiose (7), Fabo Dental l'Islam (6), ASSOLUCER (9), RESOPP COOPAD (6), CARITAS Ziguinchor (10)	2 days/ Partner	56	52	4
Formation pour l'élaboration du Plan Triennal Semencier		Member of UNIS	UNIS	1	24	24	0
Formation pour l'élaboration du Plan Triennal Semencier		Member of REPROSEM	REPROSEM	1	22	21	1
Climate Change	USAID/E-ATP	Producteurs	UGPCL/THIARE, UGK (KOULOUC)	3	41	32	9
Gestion qualité du mil	ANCAR	Producteurs	8 millet farmers networks	2	26	25	1
Formation sur le DCA	Capital Access Team	Personnel PAMECAS Zone Nord	PAMECAS	1	7	5	2
Formation sur le DCA	Capital Access Team	Personnel PAMCAS Saint Louis	PAMECAS	1	6	6	0
Assurance Indicielle	Planet Guarantee	Personnel de la Caisse ACEP Nioro	ACEP	3	15	14	1
		Organisations de Producteurs partenaires	FEPROMAS, GIE Momath Sall, Groupement And Liguéye, Union des Producteurs de Maïs de Nioro (UPM), GIE Dara Dji, GIE Ndrané Escalé, GIE Diappo Liguéye, GIE Takku	2	2	1	1

Thematic	Partner/ Operator	Target Groups	Institutions Concernées	Number of Days	Number of Participants	Sex	
						Male	Female
			Ligueye, GIE Boubou Dème				
Les Changements Climatiques dans le Secteur Agricole	CSE	Agents du Ministère de l'Agriculture et Centres de Formation	DA, DHORT, DAPS, CFPH, CNFTAGR	15	19	15	4
Management des Chaines de Valeur et de la Qualité des produits	ISADE	Agents du Ministère de l'Agriculture et Centres de Formation	DA, DHORT, DAPS, CFPH, CNFTAGM, SDDR Louga	15	22	18	4
Stratégies de Commercialisation et Normes de Qualité des Produits		Producteurs de Maïs et de Mil	Gie Boubou Dème, Gie El Momath Sall, Gie Ndiery, Gie k Amath Yacine, Gie K Mathiam Maty, Gie de Ndrané escale, Gie Agro ind. Koutal, UGPM Darou Lougué, Gie Suxali saloum, Gie Baybayaat, Gie des prod de Kahi, Gie des prod de Mabo, Gie des prod de Paos, UGPCL de Thiaré, Gie des prod de wack, Réseau GIE de G. Kaye, Réseau GIE K Madiabel, Mamelles Jaboot, Beye Panale	2	29	24	5
Démarche qualité (version ISO 17025) et application des règles ISTA	GNIS	Technician labo of seeds	DISEM, DRDR		19	19	0

Thematic	Partner/ Operator	Target Groups	Institutions Concernées	Number of Days	Number of Participants	Sex	
						Male	Female
(International seeds testing association							
Processus de mise en place PPP (Partenariat Public- Privé)	Consultant Karim Mbengue	Members of UNIS	Members of UNIS, DRDR,SAED, Bey Dunde, ISRA		23	21	2
Gestion et Suivi de Bases de Données	M&E and Irrigate Rice Chain Teams	Facilitators from Network Partenrs:	Coop de Dagana, CNT, UNIS, Mbodji et Frères, Naxadi Derett, Union FP1, FEPRODES		29	26	3
			Coop Matam, Coop Podor, UNIS, Union SP1		28	28	
Conservation Farming	Farmers and Agricultural Counselors from Symbiose Network and UGPCL	Nerica Rice networks in the Southern and Central zones:	CARITAS Kolda, Symbiose, Fabo Dental l'Islam, ASSOLUCER, RESOPP COOPAD, CARITAS Ziguinchor		35	31	4
Gestion et Suivi de Bases de Données	M&E and Upland Rice Chain Teams	Facilitators from Network Partenrs:	CARITAS Kolda, Symbiose, Fabo Dental l'Islam, ASSOLUCER, RESOPP COOPAD, CARITAS Ziguinchor	3	56	52	4
Gestion et Suivi des Bases de données	M&E and Maïze Value Chain Teams	Facilitators from Network Partenrs:	GIE Ndrané Escalé (3), AIC Koutal (2), Interperc Suxali Saluum (5), UGPCM Paoskoto (4), GIE EH Momath Sall (2),	3	28	28	0

Thematic	Partner/ Operator	Target Groups	Institutions Concernées	Number of Days	Number of Participants	Sex	
						Male	Female
			GIE Mathiam Maty (3), GIE Boubou Déme (3), GIE Keur Amath Yacine (1), GIE Ndiéry (2)				
Structure des Prix du Maïs	ARM, Equipe VC et Capacity Building	Producteurs, Consolidateurs et Techniciens des projets intervenant sur le maïs	GIE Momath Sall, GIE Niar Thialéne, FEPROMAS (2), GIE Keur Amath Yacine, GIE Ndrané Escalé, SODEFITEX, GIE El Hadji Malick Sall, GIE Kawrat, UGPM (2), Entreprise Individuelle, Interpenc (2), GIE Ndéry, GIE Keur Mathiam, GIE Boubou Déme, USAID Wulaa Nafa, GIE Arafat, SEDAB, Ets Tambédou, Groupe Tool Baye, RESOPP, SOENA, GIE Sant Yalla, Réseau Diéry, GIE Amath Niasse, Réseau Fass Jom	2	34	31	3
Atelier Elaboration normes de qualité pour la FEPROMAS	Equipe VC et Capacity Building	Responsable de la FEPROMAS	GIE Momath Sall, Réseau Nioro Thialéne, FEPROMAS, GIE Keur Amath Yacine, GIE Ndrané Escalé, UGPM, IFPRI, COSA, GIE Santh Yalla, GIE El Hadji Malick Sall, UGPM, Interpenc (2), GIE Ndéry, GIE Keur Mathiam, GIE Boubou Déme, GIE Ndiafatte, SEDAB, GIE Sant Yalla, Réseau Diéry,		17	16	1

Thematic	Partner/ Operator	Target Groups	Institutions Concernées	Number of Days	Number of Participants	Sex	
						Male	Female
Gestion et Suivi des Bases de données	M&E and Maïze Value Chain Teams	Facilitators from Network Partenrs:	GIE Ndrané Escale (3), AIC Koutal (2), Interpenc Suxali Saluum (5), UGPCM Paoskoto (4), GIE EH Momath Sall (2), GIE Mathiam Maty (3), GIE Boubou Déme (3), GIE Keur Amath Yacine (1), GIE Ndiéry (2)	6	37	37	0
Gestion de la qualité	Capacity Bulding&VC	Producteurs/transformateurs	GPC Gainth Kayes, Mamelles Jaboot, GIE Oumou Mountaga, Réseau Wack Ngouna, GPC Mabo, UGK Koulouck Keur NDENE, UGPCL THIARE, Réseau Saxe Mi de Kahi, Baye Bayatt de Birkelane	1	45	39	6
Initiation aux éléments de base de la comptabilité pour une exploitation agricole	La Financière Africaine	Responsables Organisations de Producteurs	GIE Momath Sall, GIE Keur Mary, GIE Thiaméne, GIE Coulibalycounda, GIE Takku Ligueye de Paoskoto, GIE Boubou Déme, GIE Coly Dagga, GIE Aly Mbatt Seck, AGRIPRO, GIE Ndiérigne, GIE Keur Amath, Entreprises Individuelles, GIE Arafat	1	23	22	1
Appui aux Réseaux	Equipe M&E	Prestataires d'Appui	Prestataires privés	3	8	5	3

ANNEX 4 – CONSULTANCIES

Task Order 5	
ISDL-SARL (Institut Supérieur de Développement Local)	Formation sur la contractualisation des acteurs des chaînes de valeur maïs et des agents de l'ANCAR à Kaolack
ACCESS FINANCE GESTION	Coaching financier de acteurs de la chaîne de valeur riz irrigué
BUREAU VERITAS	Contrôle et suivi technique des travaux de réhabilitation d'un silo de stockage de maïs de la Sodefitec Tamba
CABINET ARCHI 3D	Sélection des entreprises et suivi de la réhabilitation du Laboratoire DISEM de Kolda et la fourniture d'équipements aux Laboratoires de Kolda et de Dakar.
Centre de Suivi Ecologique	Formation de haut niveau sur les changements climatiques dans l'agriculture : impacts et stratégies d'adaptation des acteurs pour les directions nationales du Ministère de l'Agriculture
CGERV (Centre de Coordination des Centres de Gestion et d'Economie Rurale de la Vallée du Fleuve Sénégal)	Partenariat avec le CGERV pour un appui au suivi des modèles de financement intégré sur la chaîne de valeur riz irrigué dans la vallée du Fleuve Sénégal
CIFA (Centre Interprofessionnel pour la Formation aux Métiers de l'Agriculture)	Formation sur la contractualisation des acteurs des chaînes de valeur riz à Saint-Louis (Ndiaye)
DCEG (Development Consulting Group)	Cadrage socioéconomique des interventions du PCE en zone pluviale: Appréciation participative des activités à l'échelle des ménages et groupements de producteurs
ESMP (Ecole Nationale de Management de Projets)	Formation en Définition et mise en œuvre des Politiques agricoles en faveur de 25 cadres des directions du Ministère de l'Agriculture
GREEN GC (Groupement d'Entreprises pour l'Environnement et le Génie Civil)	Travaux de réhabilitation de la Station ISRA de FANAYE, Podor
GREEN GC (Groupement d'Entreprises pour l'Environnement et le Génie Civil)	Travaux de réhabilitation de la Station ISRA de NIORO
IFP (Institut de Formation Professionnelle)	Formations in-situ des directions du Ministère de l'Agriculture sur les Logiciels Informatiques de Base et Applications Bureautiques
IPAR (Initiative Prospective Agricole et Rurale)	Programme de renforcement des capacités destinées aux structures techniques du Ministère de l'Agriculture
ISADE (Institut Supérieur Africain pour le Développement de l'Entreprise)	Formation Direction du Ministère de l'Agriculture en Management stratégique et opérationnel appliqué aux institutions et/ou projets agricoles

ISADE (Institut Supérieur Africain pour le Développement de l'Entreprise)	Formation en management des chaînes de valeur et gestion de la qualité des produits pour les directions nationales du Ministère de l'Agriculture
ISFAR (Institut Supérieur de Formation Agricole et Rurale)	Formation en analyse et construction de la demande de services des producteurs pour le dispositif de l'Agence Nationale de Conseil Agricole et Rural (ANCAR)
ISFAR (Institut Supérieur de Formation Agricole et Rurale)	Formation en méthodes et outils de conseil agricole et rural pour le dispositif de l'Agence Nationale de Conseil Agricole et Rural (ANCAR)
LA FINANCIERE AFRICAINE S.A	Coaching financier de micro entreprises partenaires du PCE par le cabinet la financière africaine sa
LA FINANCIERE AFRICAINE S.A	Coaching financier d'acteurs des chaînes de valeur riz pluvial et maïs
LUMIERE GROUP SUARL	Formation Ministère de l'Agriculture - gestion de données - outils de collecte et de traitement des données statistiques
LUMIERE GROUPE	Formation des cadres et personnel de terrain du Ministère de l'Agriculture en outils de collecte, de gestion et de traitement de données statistiques
SENICOM S.A. (La Sénégalaise Industrielle et Commerciale)	Travaux de réhabilitation du laboratoire DISEM de Kolda
SOLENER TECHNOLOGIES	Evaluation technique, environnementale et financière d'une unité de production de bio-énergie alimentée par balle de riz à Thiaggar par l'Entreprise Coumba Nor Thiam
TDC (Technologies Development Consultant)	Coaching financier de micro entreprises partenaires du PCE
TDC (Technologies Development Consultant)	Accompagnement des réformes et initiatives en faveur du sous-secteur des engrais chimiques au Sénégal
TECHNOSOL	Sélection des entreprises et suivi des travaux d'investissement et d'équipement des stations ISRA de Fanaye et Nioro (phase 2)
WOBI	Campagne marketing social du PCE - Concours culinaires groupements de femmes et roadshows marchés
Task Order 6	
CABINET ARCHI 3D	Réalisation étude technique et dossier d'exécution pour le projet de construction d'un prototype de station de conditionnement de la banane en milieu rural
CABINET CONSEIL MGP- AFRIQUE (Maîtrise de la Gestion des Projets en Afrique)	Appui aux activités préparatoires au Forum Nationale sur la Compétitivité du Sénégal
CARACTERE	Organisation de l'événement de promotion et d'affaires autour du riz sénégalais

