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NCBA
National Cooperative Business Association

Fiscal Year 2012 Annual Report National Cooperative Business Association Farmer-to-Farmer Program

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**Report on Activities during FY 2012
(October 1, 2011-September 30, 2012)**

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NCBA Farmer-to-Farmer Volunteers Tony and Dela Ends On Their Assignment in Senegal

Introduction:

FY12 marks NCBA's second full year of Farmer-to-Farmer program implementation in Senegal and Zambia. Over the past year we have deployed 27 volunteers to Senegal and six to Zambia. These volunteers completed 445 volunteer days, donating an estimated \$209,150 worth of professional time working with 2,015 beneficiaries. 41% of our program beneficiaries are women. We have deployed 12 female volunteers, six minority volunteers and eight NCBA member volunteers. 13 of the 33 volunteers were first-time volunteers. We hired one new member of our program staff: Zambia-based Program Coordinator Alex Hansingo. Additionally, we said goodbye to Assistant Program Manager Sophia Elmore.

Please see the table below for a breakdown of the volunteer assignments.

Name	Volunteer	Country FTF Project	Assignment Start Date	Assignment End Date	Number of Volunteer Days Completed	Estimated Value of Volunteer Services Leveraged (U.S.\$)	Host(s)
Organizational Development	Edie Shannon	Senegal	10/15/2011	10/30/2011	16	\$7,520	BAKHPU
SUAP Development/ IPM	Oscar Liburd	Senegal	10/15/2011	10/29/2011	15	\$7,050	Wula Nafaa
Processing	Roger Salway	Senegal	11/4/2011	11/17/2011	14	\$6,580	CLUSA
Processing	Andrea Brovold	Senegal	11/5/2011	11/17/2011	13	\$6,110	CLUSA
Processing	Bamba Ndiaye	Senegal	11/5/2011	11/17/2011	13	\$6,110	CLUSA
Marketing	Sarah Dorman	Senegal	11/5/2011	11/19/2011	15	\$7,050	BAKHPU
Processing	Andrea Brovold	Senegal	11/21/2011	11/26/2011	6	\$2,820	Thiare UGPCL
Processing	Bamba Ndiaye	Senegal	11/21/2011	11/26/2011	6	\$2,820	Thiare UGPCL
Processing	Roger Salway	Senegal	11/21/2011	11/26/2011	6	\$2,820	Thiare UGPCL
Marketing	Mike Harwood	Senegal	11/28/2011	12/10/2011	13	\$6,110	CLUSA
Soil Fertility	Dela Ends	Senegal	1/7/2012	1/21/2012	15	\$7,050	Wula Nafaa
Soil Fertility	Tony Ends	Senegal	1/7/2012	1/21/2012	15	\$7,050	Wula Nafaa
Soil Fertility	Ryan Nickerson	Senegal	1/28/2012	2/11/2012	15	\$7,050	CLUSA
Cooperative Development	Andrew Kessel	Senegal	2/12/2012	2/24/2012	13	\$6,110	CLUSA
Integrated Pest Management	Van Cotter	Senegal	3/4/2012	3/17/2012	14	\$6,580	FAFD
Millet Production Follow Up	Prince Addae	Senegal	3/17/2012	3/31/2012	15	\$7,050	CLUSA
Improved Onion Harvest and	Cal Dyk	Senegal	3/26/2012	4/6/2012	12	\$5,640	FAFD

Storage Techniques							
Marketing	BJ Shannon	Senegal	4/14/2012	4/29/2012	16	\$7,520	FAFD
Business Planning & Record Keeping	David Wagner	Zambia	4/21/2012	5/1/2012	11	\$5,170	CDFA
Business Management	David Wagner	Zambia	5/2/2012	5/12/2012	11	\$5,170	CODEP
Improved Animal Husbandry for Sheep & Goats	Joe Howell	Senegal	5/12/2012	5/26/2012	15	\$7,050	DIRFEL
Financial Management	Lois Kitsch	Senegal	5/26/2012	6/9/2012	15	\$7,050	FAFD
Conservation Farming	Mark Goodson	Zambia	6/2/2012	6/16/2012	15	\$7,050	Every Home for Christ
Integrated Pest Management	Wilma Aponte-Cordero	Senegal	6/2/2012	6/15/2012	14	\$6,580	CLUSA
Organizational Development	Pam Karg	Senegal	6/17/2012	6/28/2012	12	\$5,640	FAFD
Marketing	Scott Stovall	Zambia	6/30/2012	7/14/2012	15	\$7,050	Total Land Care
Integrated Pest Management	Julie Longland	Senegal	7/1/2012	7/16/2012	16	\$7,520	KEOH
Soil Fertility 2	Tony Ends	Senegal	7/2/2012	7/14/2012	13	\$6,110	Wula Nafaa
Vegetable Production	Bob Shumaker	Zambia	8/25/2012	9/8/2012	15	\$7,050	CDFA
Improved Horticultural Techniques	Erin Schneider	Senegal	8/25/2012	9/8/2012	15	\$7,050	KEOH
Organizational Development	Melisa Augusto	Senegal	8/25/2012	9/8/2012	15	\$7,050	KEOH
Organizational Development	Bill Nichols	Senegal	9/25/2012	10/9/2012	15	\$7,050	SAPCA-EGAS
Integrated Pest Management	Shannon Heuberger	Zambia	9/29/2012	10/14/2012	16	\$7,520	CODEP
	TOTAL				445	\$209,150	

Progress Towards Project Goals:

We have completed 27 of the 23 volunteer assignments that we planned to implement in Senegal during FY12. Our progress toward our subcontract deliverables is illustrated in the table below:

Indicator	FY12 Actual	FY12 Target	% Progress towards FY12 Target
Number of Volunteers	33	23	143%
Number of Volunteer Days	445	345	129%
Number of Host Organizations	11	5	220%
Number of Direct Participating Beneficiaries	2,015	276	730%
Number of Female Volunteers	12	6	200%
Number of Minority Volunteers	6	3	200%

Please note that our FY 12 targets were set assuming that we would only be able to implement the program in Senegal. At the time we set our FY12 targets, we didn't know if we were going to be able to send volunteers to Zambia. The successful beginning of our program in Zambia has allowed us to run the numbers up a bit.

Impact Indicator Data:

Estimated Key Ratios:

Cost Per Volunteer: \$11,965

Cost Per Volunteer Day: \$887

Cost Per Beneficiary: \$119

For the FY12 Annual Report, we conducted impact assessments on six Senegalese host organizations: BAKHPU, CLUSA Millet Value Chain Project, Kayemor Village Farmers, Keur Ali Gueye, Thiare UGPCL and Wula Nafaa. BAHPU and Thiare UGPCL reported increases in income from sales of millet: \$407 for BAKHPU and \$3,281 for Thiare UGPCL. The Kayemor Village Farmers reported a \$2,426 decrease in their income from sales of millet, which they attributed to losses from striga weed, which is a parasitic weed that infests millet. The CLUSA Millet Value Chain Project, Keur Ali Gueye and Wula Nafaa did not conduct their millet harvests in time for their income data to be included in the FY12 Annual Report. We will include this data in the FY13 Semi Annual Report.

However, CLUSA Millet Value Chain Project, Thiare UGPCL and Wula Nafaa reported increases in their millet yields that they attribute partially to volunteer technical assistance. CLUSA's millet yields increased from 944 kg/hectare to 1 ton/hectare, Thiare UGPCL's increased from 900kg/hectare to 1.2 tons/hectare and Wula Nafaa's millet yields increased from 999 kg/hectare to 1.6 tons/hectare. Please note that our impacts data is approximate. Most of the people we work with in Senegal and Zambia are illiterate and cannot keep careful records of their farm's operations. The data we collect are estimates given by the host organizations' leaders.

Technical and Management Activities:

The most noteworthy technical and management activity we undertook during the reporting period was to start up our program in Zambia. Mr. Hansingo has been very busy lining up volunteer assignments in the horticulture value chain in Zambia's Eastern province and has successfully coordinated six assignments.

Constraints Encountered/ Issues That Have Arisen:

We encountered some constraints to program implementation due to violence during the period leading up to the Senegalese Presidential election. Due to elections related rioting, we moved Lois Kitsch's volunteer assignment from February to May. We anticipate that the security situation in Senegal will remain calm for the remainder of the program.

An additional constraint that we encountered was an accident involving FtF volunteer Andrew Kessel. On February 16, 2012, Mr. Kessel fell into a hole in the street in Kaolack, Senegal and fractured his knee. Mr. Kessel received medical attention in both Senegal and in Boston. I have not heard anything further from Mr. Kessel concerning his injury and assume that he has made a full recovery.

Volunteer Outreach:

One TV appearance, seven articles and two press releases about our work in Senegal have appeared in FY12. A sample of the articles is included as Annex One.

Planned Activities for FY13:

We currently have 18 volunteer assignments planned for Senegal and eight for Zambia in FY13, for a total of 26. We anticipate finishing all volunteer assignments for the year by the middle of August, at which point we will begin our project closeout procedures. We don't anticipate a very complex closeout. Our staff is small and we don't have a large inventory of equipment purchased with US Government funds.

Upcoming Staff Travel Plans:

Program Manager Eric Wallace will travel to the field in Q2 or Q3 of FY13.

NCBA
Farmer to Farmer
Table 1A

Assignment (Trip) No.	Name	Sex	State of Residence	Zip Code	Occupation Category	Race / Ethnicity	Prior RFF Assignment (Y/N)	Country	Country RFF Project	Assignment Start Date	Assignment End Date	Number of Volunteer Days Completed	Estimated Value of Volunteer Services Leveraged (US\$)	Estimated Value of Host Contribution (US\$)	Type of Volunteer Assistance	Commodity Chain Activities	Host(s)
W-N27	Edie Shannon	F	AZ	85266-22P	P	W/N	Y	Niger	Se	10/15/2011	10/30/2011	16	\$7,520	\$460	O	S	BAKHPU
W-N28	Oscar Liburd	M	FL	32611-06E	E	B/N	Y	Senegal	Se	10/15/2011	10/29/2011	15	\$7,050	\$695	T	F	Wula Nafaa
W-N29	Roger Salway	M	MN	55114N	N	W/N	Y	Niger	Se	11/4/2011	11/17/2011	14	\$6,580	\$0	T	P	CLUUSA
W-N30	Bamba Ndiaye	M	MN	20189N	N	B/N	Y	Senegal	Se	11/5/2011	11/17/2011	13	\$6,110	\$0	T	P	CLUUSA
W-N31	Andrea Brovold	F	MN	55345N	N	W/N	Y	Senegal	Se	11/5/2011	11/17/2011	13	\$6,110	\$0	T	P	CLUUSA
W-N32	Sarah Dorman	F	IA	51401-14C	C	W/N	N	Senegal	Se	11/5/2011	11/19/2011	15	\$7,050	\$702	E	M	BAKHPU
W-N33	Roger Salway	M	MN	55114N	N	W/N	Y	Senegal	Se	11/21/2011	11/26/2011	6	\$2,820	\$0	T	P	Thiare UGPCL
W-N34	Bamba Ndiaye	M	MN	20189N	N	B/N	Y	Niger	Se	11/21/2011	11/26/2011	6	\$2,820	\$0	T	P	Thiare UGPCL
W-N35	Andrea Brovold	F	MN	55345N	N	W/N	Y	Senegal	Se	11/21/2011	11/26/2011	6	\$2,820	\$0	T	P	Thiare UGPCL
W-N36	Mike Harwood	M	CA	95032-47P	P	W/N	Y	Senegal	Se	11/28/2011	12/10/2011	13	\$6,110	\$0	E	M	CLUUSA
W-N37	Tony Ends	M	WI	53520-97F	F	W/N	N	Senegal	Se	1/7/2012	1/21/2012	15	\$7,050	\$0	T	F	Wula Nafaa
W-N38	Dela Ends	F	WI	53520-97F	F	W/N	N	Senegal	Sen	1/7/2012	1/21/2012	15	\$7,050	\$0	T	F	Wula Nafaa
W-N39	Ryan Nickerson	M	NE	68832-98P	P	W/N	N	Senegal	Sen	1/28/2012	2/11/2012	15	\$7,050	\$0	T	F	CLUUSA
W-N40	Andrew Kessel	M	MA	02139-48C	C	W/N	N	Senegal	Sen	2/12/2012	2/24/2012	13	\$6,110	\$0	O	S	CLUUSA
W-N41	Van Corter	M	NC	27613-11P	P	W/N	N	Senegal	Sen	3/4/2012	3/17/2012	14	\$6,580	\$1,340	T	F	FAFD
W-N42	Prince Addae	M	TX	79424-67P	P	B/N	Y	Senegal	Sen	3/17/2012	3/31/2012	15	\$7,050	\$875	T	F	CLUUSA
W-N43	Cal Dyk	M	MI	49426F	F	W/N	Y	Senegal	Sen	3/26/2012	4/6/2012	12	\$5,640	\$0	T	F	FAFD
W-N44	BJ Shannon	M	AZ	85266Rtd	Rtd	W/N	Y	Senegal	Sen	4/14/2012	4/29/2012	16	\$7,520	\$791	E	M	FAFD
W-N45	David Wagner	M	AZ	85262-11P	P	W/N	Y	Zambia	Zan	4/21/2012	5/1/2012	11	\$5,170	\$43	E	M	CDFA
W-N46	David Wagner	M	AZ	85262-11P	P	W/N	Y	Zambia	Zan	5/2/2012	5/12/2012	11	\$5,170	\$33	E	M	CODEP
W-N47	Joe Howell	M	LA	70808E	E	W/N	Y	Senegal	Sen	5/12/2012	5/26/2012	15	\$7,050	\$724	T	F	DIRFEL
W-N48	Lois Kitch	F	FL	32828N	N	W/N	N	Senegal	Sen	5/26/2012	6/9/2012	15	\$7,050	\$861	O	S	FAFD
W-N49	Wilma Aponte-Cordero	F	PA	16801E	E	W/H	N	Senegal	Sen	6/2/2012	6/15/2012	14	\$6,580	\$1,300	T	F	CLUUSA
W-N50	Mark Goodson	M	PA	17406E	E	W/N	Y	Zambia	Zan	6/2/2012	6/16/2012	15	\$7,050	\$33	T	F	Every Home for Christ
W-N51	Pam Karg	F	WI	53913E	E	W/N	Y	Senegal	Sen	6/17/2012	6/28/2012	12	\$5,640	\$807	O	S	FAFD
W-N52	Scott Stovall	M	NM	87505F	F	W/N	Y	Zambia	Zan	6/30/2012	7/14/2012	15	\$7,050	\$0	E	M	Total Land Care
W-N53	Julie Longland	F	NC	N/A	P	As	N	Senegal	Sen	7/1/2012	7/16/2012	16	\$7,520	\$800	T	F	KEOH
W-N54	Tony Ends	M	WI	53520F	F	B/N	Y	Senegal	Sen	7/2/2012	7/14/2012	13	\$6,110	\$978	T	F	Wula Nafaa
W-N55	Melissa Augusto	F	DC	20013N	N	W/N	N	Senegal	Sen	8/25/2012	9/8/2012	15	\$7,050	\$804	O	S	KEOH
W-N56	Erin Schneider	F	WI	53703F	F	W/N	N	Senegal	Sen	8/25/2012	9/8/2012	15	\$7,050	\$0	T	F	KEOH
W-N57	Bob Shumaker	M	AK	99645-88F	F	W/N	N	Zambia	Zan	8/25/2012	9/8/2012	15	\$7,050	\$120	T	F	CDFA
W-N58	Bill Nichols	M	MA	2459P	P	W/N	Y	Senegal	Sen	9/25/2012	10/9/2012	15	\$7,050	N/A	O	S	SAPCA-EGAS
W-N59	Shannon Heuberger	F	AZ	85747-57P	P	W/N	N	Zambia	Zan	9/29/2012	10/14/2012	16	\$7,520	N/A	T	F	CODEP
Total												445	\$209,150	\$11,366			

NCBA
Farmer to Farmer Small Niche Grant
Table 2

Host	Country	FTF Project	Institution Type	Date of Baseline Assessment	Potential Beneficiaries					Baseline Data (as appropriate)							
					Members/Owner	Employees	Clients & Suppliers	Family Members	Total	Net annual income (US\$)	Annual gross sales (US\$)	Membership	OCCAT Rating	Total Value of rural agricultural loans (US\$)	Number of rural and/or agricultural loans	Area of control/Influence on environmental / Natural Resource	People with safety threat environmental/
BAKHPU	Senegal	Senegal C		7/25/2011	315	1	5	1,890	2,211	\$1,099	\$1,319	315		\$0	0	N/A	N/A
Bourboubake and Djambjoweye	Niger	Niger C		4/15/2010	112			672	784	N/A	\$20,489	112	2.00	\$9,752	2	N/A	N/A
CDFA	Zambia	Zambia C		1/30/2012	2,000	8		12,000	14,008	N/A	\$207,553	2,000		\$0	0	N/A	N/A
CLUSA	Senegal	Senegal C		10/12/2011	3,993			23,958	27,951	\$9,168	N/A			\$0	0	N/A	N/A
CNCR	Senegal	Senegal N		5/27/2010		13		-	13	N/A	N/A	22		N/A	N/A	N/A	N/A
CODEP	Zambia	Zambia C		2/8/2012	15,000	10		90,000	105,010	N/A	\$81,861	15,000		\$0	0	N/A	N/A
Every Home for Christ	Zambia	Zambia C		2/9/2012	586	4		3,516	4,106	N/A	\$22,523	586		\$0	0	N/A	N/A
FAFD	Senegal	Senegal C		7/28/2011	2,240	18	5	13,440	15,703	\$2,741	\$3,015	2,240		\$0	0	N/A	N/A
Guerrigande Zama and Lelehi Koyoungal	Niger	Niger C		4/13/2010	64			384	448	N/A	\$12,000	64	2.00	\$6,872	2	N/A	N/A
Kayenor Village Farmers	Senegal	Senegal C		9/24/2010	60			360	420	\$31,200	\$31,560	60		\$0	0	N/A	N/A
Keur AH Gueye Village Farmers	Senegal	Senegal C		6/10/2010	30			180	210	N/A	\$38,876	31	2.00	\$0	N/A	N/A	N/A
PCE	Senegal	Senegal C		3/1/2010	245			1,470	1,715	N/A	\$7,105	245		\$0	0	N/A	N/A
Thiare UGPCL	Senegal	Senegal C		1/22/2011	37			222	259	N/A	\$17,649	37		\$0	0	N/A	N/A
Total Land Care	Zambia	Zambia C		2/1/2012	200	12		1,200	1,412	N/A	\$480	200		\$0	0	N/A	N/A
Wula Nafaa	Senegal	Senegal C		7/2/2010	304			1,824	2,128	N/A	\$158,000	304	5.00	\$0	N/A	N/A	N/A
Total					25,186	66	10	151,116	176,378	\$ 44,208	\$ 602,430	25,209	11	\$ 16,624	4	0	0

NCBA

Farmer-to-Farmer Program Reporting Table Proposal

Table 4: Volunteer Public Outreach and Leveraging of Resources

Name	Number of Press Releases (issued by FTF implementing agency or volunteer) to local press/radio/TV media.	Number of media events by implementers and FTF volunteer.	Number of group presentations by implementers and FTF volunteers.	Number of public outreach activities (Total)	Estimated Value of Resources Leveraged by Grantee and Volunteers in the U.S. (U.S.\$)
Prior Reporting Period	1	15	2	18	\$ 4,000
Current Reporting Period	1	1	3	5	\$ -
Total	2	16	5	23	\$ 4,000

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Farmer-to-Farmer Program Reporting Table Proposal
 Table 4: Volunteer Public Outreach and Leveraging of Resources

Name	Number of Press Releases (issued by FTF implementing agency or volunteer) to local press/radio/TV media.	Number of media events by implementers and FTF volunteer.	Number of group presentations by implementers and FTF volunteers.	Number of public outreach activities (Total)	Estimated Value of Resources Leveraged by Grantee and Volunteers in the U.S. (U.S.\$)
Prior Reporting Period	1	15	2	18	\$ 4,000
Current Reporting Period	1	1	3	5	\$ -
Total	2	16	5	23	\$ 4,000

Farmers Union Members Take Practical Experience to Africa

ANNEX ONE



FOR IMMEDIATE RELEASE

Sept. 28, 2012

Contact: Melisa Augusto, 202-314-3191

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WASHINGTON (Sept. 28, 2012) – National Farmers Union (NFU) representatives recently returned from Senegal and Zambia after participating in National Cooperative Business Association's – Cooperative League USA (NCBA-CLUSA) Farmer-to-Farmer Program.

Alaska Farmers Union President and farmer Bob Shumaker traveled to Zambia to work with local farmers on horticultural techniques, while Wisconsin Farmers Union member, farmer and NFU Beginning Farmer Institute participant Erin Schneider and NFU Director of Communications Melisa Augusto traveled to Senegal to complete a training project on horticultural techniques and organizational development.

"NFU is proud to work with NCBA and the Farmer-to-Farmer program in order to share the knowledge and experience of American family farmers with their peers in developing countries in order to improve the quality of life of all those involved," said NFU President Roger Johnson.

The goal of the Farmer-to-Farmer project is to aid farmers in developing countries learn to make the most of their resources by tapping the knowledge of American farmers. Shumaker brought his expertise in growing practices to Zambia, sharing information on plant health, water conservation and water capturing with the growers.

"As a farmer from Alaska, I was thrilled to have the opportunity to work with fellow farmers halfway across the globe," said Shumaker. "Being able to get down in the dirt and demonstrate real world techniques that I use in my growing operation is far more valuable than any classroom or more formal method of training they will ever receive. At the end of my time, I could tell I was making a difference in the future of their farming operations."

Schneider and Augusto worked with the group Kedougou Surrounding and Guidance for Human Development (KEOH). KEOH provides its members with training in developing their capacity as farmers whether it's with seeds, leadership, savings, or accessing credit.

"Visiting the farms and soaking in the eggplants, peppers, okra, and legumes outlined by living fences of fruit trees, I knew I was right at home. Many of the farms we visited were in the beginning stages of production, and the soils lacked organic matter, were more sandy and gravelly due to the mountainous terrain and parent material, and were not always near a reliable water source," said Schneider. "While we did not have a lot of time with each group we met with, the lessons we were able to share were well-received and I believe made a difference."

The members of KEOH are organized into groups, based on their geographic location. They have a board of directors who act as leaders and decision-makers. In many cases, the groups have been organized for several years, but they looked to the Farmer-to-Farmer program for guidance in organizational development and cooperative techniques.

"NFU has a long history in cooperative development. Being able to share my knowledge on the power of cooperation on a global level was incredible," said Augusto. "The opportunity to work with farmers on their own soil made the lessons meaningful to them, as well as furthered my appreciation for the small world we live in. Farmers, no matter their geographic location and other circumstances, are all facing very similar struggles. I am proud to have worked with the Senegalese women and the

ANNEX ONE

Farmer-to-Farmer Program."

National Farmers Union has been working since 1902 to protect and enhance the economic well-being and quality of life for family farmers, ranchers and rural communities through advocating grassroots-driven policy positions adopted by its membership.

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