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Burundi Agribusiness Program
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Table of Contents

Acronyms and Abbreviations

ADC	Agent de Développement Communautaire
AFAB	The Burundi Association of Women Entrepreneurs
ARFIC	Agence Régulateur de la Filière Café
ASBL	Association sans but Lucratif
AVEDEC	L'Association Villageoise d'Entraide et de Développement Communautaire
BAP	Burundi Agribusiness Program
BBIN	Burundi Business Incubator
BBN	Burundi Bureau of Normalization
CAPAD	The Confederation of Agricultural Producer Associations for Development
CECM	Caisse d'Epargne et Crédit Mutuelle
CERADER	Centre de Recherche Agronomique et du Développement Rurale (U Ngozi)
CNAC	Confédération National des Caféiculteurs
CNTA	Centre Nationale de Technologie Agro-Alimentaire
COP	Chief of Party
COTR	Contracting Officer's Technical Representative
CQI	Coffee Quality Institute
CTO	Cognizant Technical Officer
CURDES	Centre Universitaire de Recherche sur le Développement Socio-économique
CWS	Coffee Washing Station
DCA	Development Credit Authority
DCOP	Deputy Chief of Party
DG	Directeur Général (Managing Director)
DPAE	Direction Préfectorale de l'Agriculture et Elevage
EAFCA	East African Fine Coffee Association
EAWEExN	East African Women Entrepreneurs Exchange Network
ESF	Economic Support Funds
EU	European Union
FAO	Food and Agricultural Organization of the United Nations
FBU	Francs Burundais
GAP	Good Agronomic Practices
GDP	Gross Domestic Product
GMP	Good Management Practices
GOB	Government of Burundi
HACCP	Hazard Analysis and Critical Control Point
IAB	Industrie Agro-alimentaire de Buterere (dairy)
IFAD	International Fund for Agricultural Development
IMF	International Monetary Fund
INADES	Institut Africain du Développement Economique et Sociale
IQC	Indefinite Quantity Contract
IRAZ	Institut de la Recherche Agronomique en Zootechnie
ISABU	Institut de Recherche Agronomique du Burundi
KIST	Kigali Institute of Science and Technology
KTBH	Kenyan Top Bar Hive
LOE	Level of Effort
LOL	Land O'Lakes

MFI	Micro-Finance Institution
MINAGRIE	Ministère de l'Agriculture
MCC	Milk Collection Center
MOU	Memorandum of Understanding
MSU	Michigan State University
NGO	Non-Governmental Organization
OTF	On the Frontier
OCIBU	Office du Café de Burundi (Coffee Board)
PAGE	Projet d'Appui à la Gestion Economique
PHAST	Participatory Hygiene and Sanitation Transformation
PRASAB	World Bank Funded Development Program in Burundi
PO	Producer Organization
PP/S	Participants per Session
SCAA	Specialty Coffee Association of America
SCAE	Specialty Coffee Association of Europe
SCEP	Service Conseil aux Efforts de Privatisation
SCP	Soil Conservation Practices
SIVCA	Société pour la Valorisation Industrielle du Café
SODECO	Société de déparchage du Café
SOGESTAL	Société de Gestion des Stations de Lavage
STTA	Short Term Technical Assistance
UHT	Ultra-High Temperature
USD	US Dollar
USG	US Government
VC	Value Chain
WB	World Bank

Executive Summary

BAP's third project year saw the project expand geographically and diversify programmatically. The Program which began with solely the coffee value chain is working in three principal value chains: coffee, dairy and horticulture and one sub value chain white sorghum, as well as on issues related to cooperative enterprise development, women's leadership, community water, hygiene, sanitation and environmental remediation of effluents from rural industrial complexes, as well as grants and financial intermediation. To these components, this year we've added the Burundi Business Incubator.

We are present in 10 of 17 provinces and have assisted 61,607 households representing 344,999[1] total beneficiaries (both direct and indirect) since project inception. According to a recent internal study, 17% of our client households are headed by women, thus falling in the category of "vulnerable".

A recent study of 300 households in the project zone performed by BAP shows that 26.7% of respondents believe that their revenues have increased because of project assistance. Almost one half (47,5%) of our horticultural clients believe this to be true. One quarter of our dairy clients but only 23,1% of our coffee clients responded positively. Of those responding favorably most (65.7%) believed their revenue had at least doubled because of project assistance. However, fully 85.3% of households believed that the program had contributed to a diversification of economic activities in the rural areas. Increases in household revenue were used to: purchase food (91%); purchase new clothing (90%); pay for family health care costs (65.3%); and pay children's school fees (47%). After these needs are responded to families invested in land (28.3%) or animals (25%).

This year a total of 719 producer associations, and water management committees received project capacity reinforcement and technical assistance. This number rises to 723 when we consider documented assistance to purely women's associations. In PY 3 BAP has more than doubled the number of producer associations being assisted from 357 to 723. Not only is BAP assisting associations from the primary to the tertiary level, we have diversified our sectors of intervention. Eighty six percent of client associations are in the coffee value chain but we also assist dairy, horticultural, beekeeping, water management and women's associations. Assistance is in institutional and organizational development, project planning, community resource mobilization and business management skills.

In terms of environmental protection and sustainable management of natural resources, including biodiversity, 82.3% of our clients have undertaken some form of environmental mitigation on their property, the most frequent being contour planting and microterracing for soil conservation, This is an increase of 56% from 2009. Thirty six percent have planted deep rooted nitrogen fixing plants, trees and shrubs. Three percent have planted wind breaks. It is interesting to note that 65% of our clients believe Burundi's environment continues to degrade, citing among other examples: deforestation and soil erosion, decreased agricultural productivity, diminished surface water flow, and increased prevalence of

[1] BAP internal surveys note that the average size of our client households is 5.6 persons

dry season wildfires. Fully 79% of our clients surveyed believe that BAP has made an effort to preserve and improve environmental conditions in the project zone. They cite as examples, the investment made in effluent control systems at coffee washing stations, our introduction of leguminous forage species and their planting on contours, advice being given on proper fertilizer use, soil conservation and composting as well as on rationalizing pesticide application, the use of protective clothing and storage of dangerous products in a locked, well ventilated warehouse protected from pregnant women, small children and domestic animals.

In Coffee we have seen OCIBU (the coffee board) transform to ARFIC (the coffee regulatory agency) and witnessed the setting up of InterCafe, the private sector Coffee Trade Association. During this transition year, ARFIC downsized, reducing its personnel by 37 posts. At InterCafe's request BAP assisted them in recruiting its operational staff.

BAP increased its outreach from 16 to 30 CWS during this year. Nine pilot effluent control systems were installed at nine pilot washing stations in Kayanza and Ngozi provinces with partners (SOGESTAL, WEBCOR and Ubwiza bwi'Ikawa contributing 50% of the cost. These control systems separated solid pulp from water effluents, dried the pulp and treated the water to remove sediments, equilibrate pH and reoxygenate before returning it to surface and ground waters. The separation of the pulp had a major impact on the noxious odors at the washing stations and permitted offtake of the pulp by farmers for composting. Associated with this effort were the construction of latrines and hand washing stations accompanied by training in improved hygiene and sanitation. These efforts are foundational for three reasons. First, there are no existent East African Norms and Standards for environmental mitigation at coffee washing stations, even though the problems are well known and well documented so these stations can serve as pioneers for Burundi to learn from and improve its compliance in the coming years. Second, international buyers, under pressure from their end user consumers, are more favorably disposed to purchase coffee from stations exhibiting social responsibility through the proactive adoption and use of environmental mitigation technologies; and third, all major certification efforts have as prerequisites, treatment of effluents and the presence of minimal sanitary facilities at washing stations.

Direct sales of Burundi's coffee with quality premiums accruing to producing farmers increased from 292 mT in 2009 to 494 mT in 2010[2]. Nine BAP pilot washing stations in four different provinces for which information is currently available sold almost 14% of their harvest to the international specialty market. A tenth pilot washing station, Buhorowa, sold 15.6mT of green through direct sales agreement during the month of October 2010. This means that fully 30% [3]of BAP pilot washing stations, and the farmers serving these stations, sold coffee using the direct sales mechanism this year.

[2] Data valid @30 Sept for both year's figures

[3] The figure is actually higher, but because data were not provided by WEBCOR, they could not be included in this analysis. However, we know that direct sales of coffee from CWS Gahahe to the US Specialty market occurred this year but we were unable to obtain either price or quantity data. The sale was concluded with Atlantic Specialty Coffee on behalf of Tony's Coffee of Washington State.

Client beneficiaries of the program in the coffee sector adopted five new technologies during this reporting period according to our internal survey. These were: Harvesting ripe cherries (49.1%), selection of ripe cherries on the table at the washing station (16.3%) , selection of cherry using flotation (18.6%) , and improved agronomic maintenance of coffee plantations (includes weeding, fertilization, mulching, and pest management) (86.4%).

The focus on harvesting of ripe cherries, coupled with improved pre-processing selection of the cherry is already having an impact.

During a recent CQI cupping certification session for Q graders, it was determined that 20-30% of all samples used in the qualification contained immature or overripe cherry, which translated to defects, bitterness and unpleasant acidity in the cup.

At the Taste of Harvest Competition in October 2010, the five top ranked day lots, “winners”, all came from BAP pilot washing stations- Gahahe (Kayanza province WEBCOR Station), Butemba (Gitega Province, SOGESTAL KIRIMIRO), Kinyovu and Kiryama (both from Kayanza Province, SOGESTAL Kayanza). Farmers surrounding these stations receive regular assistance from BAP field agents, coupled with outreach by Lead Farmers. The washing stations themselves have- improved their infrastructure, adopted BAP promoted processing and drying technologies and 40% (Gahahe and Kinyovu) have also incorporated environmental mitigation technologies.

BAP’s focus on intensified agronomic extension and improved cultural practices for coffee farmers has attracted widespread adoption and should begin exhibiting results in terms of stabilized cyclicity and improved productivity for adopting farmers in the coming years. Overcoming a generation of neglect, absence of permanent extension personnel, in proximity, bringing information on new techniques and technologies to farmers and the dearth of appropriate, accessible and available agronomic inputs for timely application to plantations will require some time for the highly stressed coffee plantations to respond. But BAP is convinced that once they do, increased volumes of high quality cherries exhibiting year on year productive stability, will be the medium term outcome of our efforts.

BAP’s policy efforts in coffee have resulted in legislation favorable to the establishment of mini-washing stations. Further, exchange visits for key opinion leaders at the grass roots level to Tanzania and Burundi’s participation in Let’s Talk Coffee continue to open farmer’s eyes to the possibilities offered by privatization but also to the services that a well functioning, well managed cooperative can offer to its members.

Throughout the year BAP assisted coffee sector actors in improving their marketing and promotion messages with improved publicity materials, understanding of booth set up, rules for trade shows, and assistance on integrating new technology both in the preparation of samples and improving Burundi’s image. BAP has assisted actors in analyzing their costs of production and processing and in formalizing relationships.

In Dairy, BAP focused on improving forage for animals under zero grazing, on improving animal health and nutrition, reinforcing nascent dairy associations and in the development of two grant request dossiers for the establishment of different models of modern milk collection in the supply zones. One of these has been submitted and is under review by USAID, the second is being finalized for submission in the coming weeks. In addition BAP assisted dairy processors in improving their infrastructure and practices, diversifying their product lines and leveraging financing.

During this year BAP dairy clients adopted four new technologies: zero grazing (52.5%), improved techniques for milk hygiene and the hygienic transport of milk (72.5%), genetic improvement of animal herds (37.5%) and improved forage crops (47.5%). Adoption rates derived from a recent field study are given above in parentheses.

A field exchange for dairy sector actors was arranged with Rwanda to showcase improvements being pioneered there and to motivate our clients to reach higher and further in improving their own technical capacities during the coming years.

In Horticulture, BAP registered success in promoting new nursery techniques for seedlings and in the promotion of post harvest conditioning, sorting and transport of horticultural goods. Improved nursery techniques result in better germination, improved seedling vigor, and reduced environmental stress. Adoption of post harvest handling and transport technologies has resulted in prices to farmers which are 10% higher than traditional baskets, a reduction in transport costs of 17% and decrease in damaged produce of 20%.

Throughout this year BAP has promoted improved agronomic practices, pest and soil fertility management practices for our horticultural clients. In addition we have begun a pilot activity on production using irrigated technology (drip and sprinkler), solar drying, grafting, and has promoted improved presentation, branding and better links to upscale markets. Client farmers participating in BAP's recent field validation study noted they have adopted seven new technologies as a result of BAP assistance during PY 3. These are: Irrigation (65%), conditioning and improved transport of harvest to market (67.5%), improved agronomic practices –nurseries, planting density, seeding on line, tutoring (77.5%), extraction of fruit juices and concentrates-value added local processing (20%), grafting (5%), and organic horticultural production (2.5%). Almost 50% of horticultural farmers (47.5%) believe their revenues have increased because of BAP assistance. Of these, 66% believe they have at least doubled their revenues.

Horticulture associations are the second largest recipient of grant financing through BAP. These associations are also predominantly women's groups, or mixed associations with a predominance of women. During PY 3, BAP's horticultural efforts were focused in four provinces- Bubanza and Cibatoke on the Imbo plain, Muramvya, and Kirundo (for an irrigation pilot). In PY 4 we will need to remain attentive in order to increase coverage throughout the project zone.

In Women's Leadership, BAP assisted 1763 women leaders in association including roles, responsibilities, organization and management as well as in literacy/numeracy and business development skills like petty cash management, inventory control, the amortization of capital assets and resource mobilization. Additionally we facilitated the participation of a number of women entrepreneurs to Regional and International Trade shows and meetings. We note that this is one area where BAP activities really took off in year 3, surpassing by 488% our target. Interest is extremely high in our gender and women's leadership activities, especially literacy and numeracy.

During PY 3 BAP distributed 19 grants for a combined value of $146,791. These grants facilitated activities in four sectors- Coffee (for effluent control and environmental mitigation systems), in horticulture (for production and irrigation activities) in gender and micro-enteprise development, including improved competitiveness. BAP continues to observe significant delays in moving grant applications through the review process. In general, grant applications are poorly developed and minimum requirements are often not met. Follow up to obtain these requirements take an inordinate amount of time, often closing the window of opportunity for the grant.

The DCA facility at IBB lent a total of $408,206 for four dossiers, three in the dairy sector and one to a micro-finance institution Turame for on lending to small holders. Five BAP facilitated credit applications from the coffee sector totaling $1.4 million were rejected this year at partner financial institutions. BAP observes that three of the five applications were rejected due internal bank management issues. A fourth was rejected when the borrowing partner expressed reservations at the size of the projected 12 monthly payments. The fifth dossier was tentatively approved for 50% of the requested amount but internal management issues inside the requesting borrower enterprise, coupled with hurdles thrown up by Burundi's Central Bank, meant the window of opportunity for the loan closed before the agreement could be formalized.

In Community Water, BAP completed three systems during PY3, two in the province of Kayanza (Kinyovu and Murima) and one in the province of Muyinga (Kayenzi). A total of 16,613 beneficiaries now have potable drinking water, exceeding our projected target by 11%. BAP improved access to sanitation facilities for 13.576 people, 126% of our target. BAP's water systems serve schools, markets, health centers, a church and a coffee washing station.

By the end of PY3 the Burundi Business Incubator was a living and breathing entity. The BBIN was formally legalized on 30 June with 20 founding members from all sectors of Burundi's business environment participating- an executive committee had been elected and was undergoing training. By year's end key staff were recruited, the business plan was finalized, three sessions in Business Concept Training for 38 paying participants had been organized, the building was undergoing renovation, ITC equipment had been ordered and a soft "marketing" launch had been successfully facilitated.

By year's end BAP had assisted 74 firms of different sizes from all technical sectors to improve their export capacities. This is 92.5% of our objective, but represents a 23% increase over PY 2. During this

same period BAP facilitated training for 15,965 people to improve their trade and investment capacity, of these 36% were women. This represents a 349% increase over PY 2 but is still only 80% of our target for this year. Additionally BAP assisted 35 small and medium sized enterprises to improve their business development services and operations which is 3% greater than last year, but only 87.5% of our PY 3 target. However, BAP's assistance to firms to improve their business practices and market oriented products increased 14% over last year and the program achieved 123% of its objective for this year.

By the end of PY 3 46 of our 102 project deliverables were fully completed with an additional 33 partially completed, meaning 79 of our 102 deliverables or 77.5% are on track for completion. The 23 deliverables where no accomplishment has yet been realized are related to grants and the development credit authority, privatized extension services and the dairy milk collection centers. A number of the partially accomplished deliverables relate to privatization of the coffee sector, institutional and policy changes which, while proceeding, are doing so sluggishly at best. Some of these deliverables linked to the pace of privatization and the openness/willingness of banks to loan to the agribusiness sector are controlled by external factors not under the control of the project but solely in the decision matrix of the financial institutions or government.

Given all that precedes, while BAP faces a number of challenges in the coming years, we remain optimistic. PY 3 was a great year for the Program, for Burundi and for USAID in terms of achievements accomplished, results produced, and tangible impact for our clients and partners. We have increased our proximity assistance and diversified the number and type of services being offered to our clients. Our relationships with our clients and partners in the project zone are excellent, though we admit to being a bit frustrated by the non specific murmurs concerning our visibility and relationship with the GOB and look to USAID for guidance on proactively addressing these two issues in PY 4.

Principal Accomplishments of PY 3

Value Chains

Coffee

Private Enterprise Reforms and Development

Reforms

During PY 3 BAP focused on three principle and two secondary areas of policy reform in coffee. These were:

- Modification of the legislation governing the production of fully washed coffee to amend geographic distancing of washing stations, discussions on the size of washing stations, text limiting competition between washing stations, the procedures for implantation of new washing stations and renewal of processing licenses and ensuring the quality of coffee is maintained
- Definition of the process through which farmers in draw zones of recently privatized washing stations can pay the 25% *"part reservataire"* becoming, in effect, minority share holders in the washing stations
- Revision of the legislation concerning revenue apportionment from the sale of green coffee through the sector.
- Analysis of production costs by farmers and processing costs by SOGESTAL
- Analysis of options available to formalize contractual alliances for services between actors in the coffee value chain

One of the three principle policy reforms the Modification of legislation governing the production of fully washed coffee was adopted by ARFIC and InterCafe. The adoption of this legislation paves the way for more actors to enter the processing sector, increasing competition for farmer's cherry which should lead to improved farm gate prices. It also opens the door for processing units of different sizes and units with new and improved technologies to establish themselves in Burundi. The modification of this legislation renders the de jure implantation of mini-washing stations possible and should alleviate concerns of the commercial lending institutions as regards their eligibility for medium termcapital investment credit.

Of the two other principle reforms being advocated, neither was amended by the end of the Project Year, though progress was being made on both.

For the second policy issue "Modalities for the payment of the *part reservataire*" BAP's observation is that neither the government, nor the purchasing private sector enterprise (WEBCOR), were fully engaged in determining how this engagement would be implemented. In November 2010 one half of

the 24 month period of the time allocated for farmers to purchase their shares will have passed without any clarity or definition of how these transactions should occur, where the money should be deposited and what (receipt, share, attestation) the purchasing minority shareholders (farmers) will receive in return. Further, there has been no real thought given to the rights, roles and responsibilities of the minority shareholders. More energy is being invested in determining who may be a qualified purchaser, questioning the validity of the current coffee cooperative movement, seeking to implement a new organic cadre for pre-cooperatives and defining a Scope of Work for an international consultant to come to Burundi to assess the question of who is a qualifying purchaser without defining how shares may be purchased. Given that we are 13 months from the deadline when, unless there is government action to extend the timeline, the purchasing enterprise has preference to purchase the remaining 25% of the shares, BAP considers it unlikely that a) the farmers in the draw zones can mobilize sufficient funds to purchase their shares or b) that the GOB will be ready, willing, and able, to execute the transaction if the farmers were to mobilize the necessary funds within the window of opportunity presented to them. BAP further considers that inaction on the part of the government and indifference on the part of the purchasing enterprise is likely to fuel tensions and the possibility of overt conflict in the draw zones of these 13 recently privatized washing stations.

The third policy issue, revision of the legislation governing apportionment of revenues from the sales of Burundi's green coffee, or full retreat from this entrenched system of profit sharing through the coffee value chain is, if anything, even more bogged down than the previous reform. This year's apportionment is a compromise position in a "transitional" year. This year's apportionment was decided at an executive committee meeting of InterCafe on 5 April 2010. It is as follows:

A prevision of 5.5% is retained from overall revenue from the sales of green coffee in prevision of certain charges incumbent on the sector notably, interest charges on financing, warehousing fees, and diverse taxes. The apportioning of the other 94.5% of the revenues is divided in accordance with the following table:

Designation (Sector Actor or Destination)	**Percentage**
Coffee Farmers	72%
ARFIC-Operations	1,68%
InterCafé-Extension and production assistance	3,50%
SODECO	4,90%
Rent of GOB infrastructures (payment to the Service Patrimoine)	1,20%
Communication and Promotion of ARFIC and its role as State Regulator of the Sector	0,20%
Promotion et Marketing of Coffee by InterCafé	0,20%
SOGESTALs	16,32%
Total	**100,00%**

We note that the 5.5% retained earnings figure was determined by averaging financing charges over the previous three coffee campaigns. If Burundi is slow to sell or export its coffee these charges become more important. If sales and payment are expedited, these become less of a weight on the system. Any remaining funds will revert to InterCafe to finance its operational (fixed) costs.

The Communal taxes of 6,5 FBU/kg which appear in previous year's apportionment is invisible this year. Conversations with different actors lead us to believe that they will be paid from the part of the 5,5% labeled as diverse taxes.

None of the coffee sector actors are pleased with this apportioning; however, none have sufficient, transparent, mastery of their costs (or revenues) to begin to lobby, on the basis of quantifiable evidence, for changes to the system.

The president of InterCafe appears interested in developing cost models for actors through Burundi's value chain and, in fact the work BAP is doing to promote alliances and the formalization of contracts for services between actors of the value chain has this as a prerequisite which is why we have been working on cost models for farmers and washing stations.

The initial data set for farmer production costs shows some interesting tendencies but it will need to be vetted and expanded both geographically and in terms of number of farmer respondents before it will be ready for prime time viewing.

The washing station cost model developed on a case study basis for five washing stations in one SOGESTAL show that five cost centers are most important in determining break even points. These are day labor charges, rent, salaries (including headquarters), financial charges, and capital depreciation. Four of these five are indirect costs related to the management structure of the washing stations while one is directly related to management at the washing station level. Also only one of these charges is variable (related to the volume of coffee being processed). The others are all fixed costs, those which will exist no matter whether the volume of cherry processed is large or small.

For washing stations to become cost competitive, managers need to: a) reduce their fixed costs; b) redimension their industrial infrastructure for the volume of cherry actually being produced; c) become better competitors-which translates to acquiring bigger volumes of available cherry by motivating the farmers to bring their cherry to the washing station; d) improve quality of the finished product to achieve maximum positive differentials in the world market or e) increase the productivity (volume) of coffee in their washing station draw zones and the transformation ratios of cherry to parchment and parchment to green.

The cost model estimates that for washing stations, as currently configured, to break even year on year, volume received needs to double. For these washing stations to become profitable in up, as well as down markets the volume needs to be consistently above that necessary for the breakeven point. These data and analysis once again reinforce the notion that without coffee, there is no coffee industry and

that greater effort needs to be focused on improving overall farm level productivity and in motivating the farmers to produce volumes of higher quality coffee.

The model is a tool that can be used by Managing Directors, Financial analysts and Boards of Directors in strategic, proactive decision making. It permits scenarios to be run at different prices, different cost levels and for differing numbers of washing stations. If used effectively it can show the impact on operational profitability linked to the divestiture of government processing units before those units are tendered, and can guide decision makers in taking hard decisions necessary to reduce their costs and retain profitability in an uncertain, changing, and transitional economic environment.

Reinforcing grass roots private sector coffee entrepreneurs

During PY 3, BAP's field agents (ADC) continued their efforts to reinforce the institutional and organizational capacities, business management and technical skills of our farmer clients in associations' existent in the draw zones of the 30 pilot washing stations.

Total participation at the 388 training sessions facilitated by BAP agents for farmer leaders totaled 12.621 of whom 9.982 or (79%) were men. This averages 32.53 pp/training session.

Four of the themes accounted for 75,8% of all participation. These were:

-Organization and Management of Associations (34.5%)

-Agronomic Maintenance of Coffee Plantations (18.3%)

-Improved Coffee Processing Techniques (11.8%) and

-Pest Control (11.2%)

Intensity of Training activities and associated participation was highest in the Federation of Kayanza (35.9% of all participants). All themes were developed here, excepting nursery production of coffee trees. Participation was lowest in Mumirwa (10.5% of participants) but distribution of themes emulated Kayanza. Lead Farmers in Kirundo Muyinga Federation, benefitted from all themes and had the second highest overall participation by lead farmers of the five federations. Lead Farmer training in Ngozi and Kirimiro federations are closely aligned with Ngozi farmers not receiving training on nursery preparation while Kirimiro farmers did not receive training assistance and capacity reinforcement in composting.

Top themes of interest to men were: organization and management of farmer associations (34.6% pp) followed by agronomic maintenance of coffee plantations (17.9%pp), improved coffee processing techniques (12%pp) and pest control (11%pp). Among women lead farmers top themes emulated the men with the difference being that women were more engaged in pest control than in improved coffee processing.

Synthesis of Lead Farmer Training Sessions in coffee facilitated by BAP field agents, disaggregated by theme, gender and affiliated federation, during PY3

SOGESTAL	Kayanza		Kirimiro		Ngozi		Kirundo-Muyinga		Mumirwa		TOTAL				Total général	
Theme	Men	Wom	Men	Wom	Men	Wom	Men	Wom	Men	Wom	Men	%	Women	%	All part.	%
Organization and Management of Farmer's Associations	1,813	436	71	33	579	122	833	207	162	95	3,458	79.5	893	20.5	4,351	34.5
Business Plan and Income Generating Activity Development	19	1	94	60	134	15	41	11	63	19	351	76.8	106	23.2	457	3.6
Pest Control	337	97	122	30	261	40	317	142	59	14	1,096	77.2	323	22.8	1,419	11.2
Agronomic maintenance of coffee trees	496	92	310	92	202	15	533	202	242	122	1,783	77.3	523	22.7	2,306	18.3
Fertilization	137	18	178	43	48	3	119	37	57	31	539	80.3	132	19.7	671	5.3
Improved Coffee Processing Techniques	545	79	206	65	158	16	166	70	126	58	1,201	80.7	288	19.3	1,489	11.8
Nursery production of coffee	0	0	117	33	0	0	63	35	0	0	180	72.6	68	27.4	248	2.0
Environmental Management of CWS	288	42	83	23	96	7	99	29	129	56	695	81.6	157	18.4	852	6.8
Composting	123	12	0	0	140	19	353	84	63	34	679	82.0	149	18.0	828	6.6
Total	3,758	777	1,181	379	1,618	237	2,524	817	901	429	9,982	79.1	2,639	20.9	12,621	100.0
%		**35.9**		**12.4**		**14.7**		**26.5**		**10.5**						

The table on the following page shows the number of training sessions by theme and quarter. A total of 388 sessions were held with lead farmers. More training sessions were held between April and June than at any other time. The most popular themes were Organization and Management of producer associations (101 s) followed by Agronomic Maintenance of Coffee Plantations (80 s), Pest Control (63 s), and Improved Coffee Processing Techniques (41 s). The least subscribed topic was Nursery production of coffee plants (9 s).

Composting, a new theme for PY 3 was offered to lead farmers in four out of five federations, but with only 22 sessions divided among three quarters. With the intensification of BAPs efforts to promote cost effective fertilization methods to increase overall soil fertility and coffee productivity, given the high price

and relative unavailability of chemical fertilizers in Burundi, this theme should become more important, especially as the field trials currently underway demonstrate their results, in PY 4.

Number of Training sessions facilitated directly by BAP field agents to Lead Farmers, disaggregated by theme and quarter, during PY 3

Theme	Q1	Q2	Q3	Q4	Total Sessions by Theme	%
Organization and Management of Farmer's Associations	10	21	35	35	101	26.03
Business Plan and Income Generating Activity Development	7	1	15	4	27	6.96
Pest Control	21	24	3	15	63	16.24
Agronomic Maintenance of coffee trees	19	16	28	17	80	20.62
Fertilization	10	7	5	2	24	6.19
Improved Coffee Processing Techniques	15	3	23	0	41	10.57
Nursery Production of Coffee	3	5	0	1	9	2.32
Environmental Management of CWS	1	20	0	0	21	5.41
Composting	11	6	55	0	22	5.67
Total by Quarter	97	103	114	74	388	100
Percent	25	26.55	29.38	19.07	100	

Training Sessions by Lead Farmers on their Hillsides during PY 3

As can be seen from the table at the top of the following page, Lead Farmers offered a total of 1567 training sessions on the hillsides for their associates and neighbors. Total participation for all sessions was 58,053. Average participation was 37.05 pp/s of whom 37% were women. Total non-repeating participation was 45,457 farmers of whom 16,792 were women. Forty eight percent of all sessions were held in the SOGESTAL Kirundo-Muyinga and it was here as well that all modules were presented. Eight major modules were covered, each with multiple sub-themes. Two of these modules related to the structure and operations of producer associations, one module concerned improved processing techniques and the specialty coffee market, while the other five modules were related to improving the productivity of farmer's coffee plantations.

	SOGESTAL KIRUNDO-MUYINGA					SOGESTAL NGOZI					SOGESTAL KAYANZA					SOGESTAL KIRIMIRO					SOGESTAL MUMIRWA					**TOTAL TOUTES LES SOGESTALs**				
Themes	Men	Wom.	Tot	# s	# s/col	Men	Wom.	Tot	# s	# s/col	Men	Wom.	Tot	# s	# s/col	Men	Wom.	Tot	# s	# s/col	Men	Wom.	Tot	# s	# s/col	Men	Wom.	Tot	# s	# s/col
Fertilization	1,355	887	2,242	76	69	151	97	248	8	8	166	145	311	11	11											**1,672**	**1,129**	**2,801**	**95**	**88**
Agronomic Maintenance of Coffee Plantations	7,163	4,659	11,822	353	245	5,280	3,280	8,560	213	134	3,930	2,220	6,150	179	152	181	143	324	7	7	1,363	688	2,051	60	50	**17,917**	**10,990**	**28,907**	**812**	**588**
Pest Management	1,657	1,001	2,658	75	59	2,111	154	2,265	11	11	444	322	766	18	18						143	69	212	6	6	**4,355**	**1,546**	**5,901**	**110**	**94**
Organization of the Producer Associations	454	240	694	19	14						468	245	713	27	24	140	88	228	2	2	36	11	47	1	1	**1,098**	**584**	**1,682**	**49**	**41**
Improved Coffee Processing Techniques	4,280	3,247	7,527	225	176	2,308	1,280	3,588	98	77	2,095	1,224	3,319	80	73	1,417	829	2,246	33	33	891	354	1,245	35	32	**10,991**	**6,934**	**17,925**	**471**	**391**
Association Management	54	34	88	2	2						392	166	558	24	19						25	11	36	1	1	**471**	**211**	**682**	**27**	**22**
Nursery Production of Coffee	87	42	129	2	2																					**87**	**42**	**129**	**2**	**2**
Composting	17	9	26	1	1																					**17**	**9**	**26**	**1**	**1**
Total	15,067	10,119	25,186	753	568	9,850	4,811	14,661	330	230	7,495	4,322	11,817	339	297	1,738	1,060	2,798	42	42	2,458	1,133	3,591	103	90	**36,608**	**21,445**	**58,053**	**1,567**	**1,227**

The most popular module was agronomic maintenance of coffee plantations with 812 sessions held on hillsides in all five SOGESTAL. This was followed by Improved coffee processing techniques with 471 sessions and an average participation of 38,05 per session of whom 39% were women. The least subscribed theme was composting which is a new pilot activity. We note only one training session was offered by lead farmers, again in Kirundo-Muyinga, however during the training for coffee agronomists three other training sessions, two in Kayanza and one in Muyinga provinces were held. The fewest sessions by lead farmers were held in the Sogestal Kirimiro (42) followed by the Sogestal Mumirwa with 103 sessions. Mumirwa followed the overall trend discussed previously while in Kirimiro lead farmers focused on improved processing techniques- including harvesting of ripe cherry, flotation and selection to assist in improving overall coffee quality. Only three modules were facilitated by lead farmers in Kirimiro and four in Ngozi. Neither fertilization nor pest management were offered in the Kirimiro, while producer association organization and management were ignored in Ngozi. In total, 1227 sub hillsides received at least one training session facilitated by lead farmers during PY 3. Greatest average participation per training session occurred in the Kirimiro Sogestal with an average of 66.62 pp/s. The lowest average participation was in the Sogestal Kirundo-Muyinga with only 33,44 pp/s on average. Women's participation was highest in Kiundo-Muyinga, averaging 40.2%; and least in Sogestal Mumirwa with 31.6%. Ngozi was second to last with an average female participation of only 32.8%.

We note that in our recent field study of 300 households in the project zone 75.3% of heads of households asked responded that they had attended one or more training sessions facilitated by lead farmers during this project year. For those from the coffee sector greatest participation occurred during sessions facilitated concerning the agronomic maintenance of the coffee plantation, followed by organization of producer associations and improving the quality of coffee.

Training by Sustainable Harvest in Quality Control and Composting

Techniques for composting coffee pulp is a new theme developed following the Sustainable Harvest training session for producers, coffee federation agronomists, SOGESTAL field supervisory personnel, students from the University of Ngozi and Washing Station Managers. Nine-teen participants at the training session committed to implementing a total of 83 demonstration plots. These plots are distributed in the following manner: Demonstrations are present in all five SOGESTAL. Demonstrations are present at 10 washing stations. These 10 washing stations are located in seven different provinces. Lead Farmers have established a total of 66 compost demonstrations. Most demonstration sites are in the province of Kirundo (38) followed by Muyinga (23) and Kayanza (15). Sites in these three provinces account for 92% of all compost demonstrations established during this period.

Compost Demonstrations instituted in the Project Zone

Province	CWS	#	Observ
Bubanza	**Ntamba**	1	
Gitega	**Muremera**	1	
Karusi	**Shombo**	1	
Kayanza	**Bwayi**	1	
Kayanza	Farmers of Matongo	13	3 collines
Kayanza	**Rohororo**	1	
Kirundo	**Gasura**	1	
Kirundo	Farmers supplying Gasura	15	
Kirundo	**Buhimba**	1	
Kirundo	Farmers supplying Buhimba	17	
Kirundo	Farmers of Vumbi	4	
Muyinga	**Rugerero**	3	
Muyinga	**Murago**	3	
Muyinga	Farmers of Ngogomo	3	
Muyinga	Farmers of Nyamasaka	14	
Ngozi	**Ruhama**	3	
Ngozi	Coop Pres Ruhama	1	
Total	**10**	**83**	

Exchange Visits for Coffee Cooperative and Association Leaders

Kigoma Tanzania

One exchange visit was organized during this project year for coffee farmer association leaders to Tanzania. Ten participants including one technical advisor to CNAC, two farmer federation advisors, two cooperative presidents, one head of production (SOGESTAL Kirimiro), one field supervisor (SOGESTAL Ngozi), two washing station managers and a student from the University of Ngozi accompanied by a journalist from Radio Isanganiro and BAP's Coffee quality Manager visited with coffee farmers from the Union of Kanyovu in Kigoma.

This Union composed of 11 cooperatives receives technical assistance from a partnership developed with Sustainable Harvest that has enabled them to improve their production techniques, invest in farmer owned and managed processing (pulping and dry milling) infrastructure, and promote and sell their coffee at higher prices than non-affiliated coffee farmers.

The Burundian participants appreciated the elevated productivity and quality of the coffee, the fact that extension personnel assisting the union and its affiliated cooperatives were specially trained in basic of coffee agronomy and focused on providing extension only on coffee, as well as the relatively low key, appropriately sized infrastructure (mini-washing stations) being managed by the farmers themselves.

Farmers visiting Kigoma were extremely interested in the composting demonstrations they visited which were developed using pulp from the processing of cherry at their washing stations.

Moshi, Tanzania "Let's Talk Coffee"

Two producer representatives, one from Rugerero and the other from Ubwiza Bw'ikawa and a certified coffee technician/cupper from the SOGESTAL Kirundo-Muyinga accompanied BAP Coffee Component Leader Emile Kamwenubusa to Let's Talk Coffee-Africa in Moshi Tanzania. At this event 100 farmers

from nine African countries joined together for two days of discussions, cupping and field visits. Themes of this year's event focused on:

- Sustainable Harvest's relationship model of partnership
- Traceability and transparency
- The production of organic fertilizer using concentrated activated micro-organisms
- Cup of Excellence
- Fair Trade Certification and
- Activities related to food security.

Visit to the Mini-Washing Station at Mussema, Kayanza Province

Two cooperatives, one from Ntamba and the other from Bwayi visited with the farmer's cooperative of Mussema, CODENYA, in order to appreciate the operation of their mini-washing station. BAP facilitated Ntamba's visit, while Bwayi visited on their own initiative, using their own resources. The cooperatives exchanged information concerning:

- Organization of the cooperatives activities
- Resource mobilization
- Necessary management capacity to operate a mini-washing station and
- Sales to the specialty market

The members of Ntamba and Bwayi, following the visit realized that they were not as well structured, financed or prepared to manage a washing station as they initially believed. They have decided to: begin regular contributions to add money to their bank accounts and/or contribute part of the earnings from the sale of their cherries to the cooperative, are developing dossiers to install and manage their own mini-washing stations, and have requested intensified and continued assistance from BAP.

Coffee Quality

Application of BAP promoted technologies at Coffee Washing Stations

During the last reporting period BAP worked with washing station management and cooperative leaders to reinforce their capacities in cherry harvest, selection of mature cherry, depulping, fermenting, washing and grading of coffee, settling, pre-drying and drying of parchment, bagging stocking, transport, traceability, the production of day lots and differential separation of cherry for cooperative and non-cooperative members. Of our 30 pilot washing stations, only the station of Mugina in Cibatoke province, managed by the SOGESTAL Mumirwa, refused to implement the majority of the recommendations. This phenomenon was due in large part to reticence on the part of the washing station manager and a lack of appropriation of these new technologies by the senior staff of the SOGESTAL. The following table exhibits the adoption of BAP promoted technologies designed to increase the quality of Burundian coffee and render the coffee more attractive to high end buyers.

Table: Application of BAP promoted technologies at Coffee Washing Stations by Proprietor

Technique	Sogestal Kayanza 19 CWS (3 pilots)	Sogestal Kirimiro 32 CWS (4 pilots)	Sogestal Kirundo-Muyinga 28 CWS (7 pilots)	Sogestal Mumirwa 25 CWS (4 pilots)	Sogestal Ngozi 26 CWS (6 pilots)	Webcor 13CWS (1 pilot)	CPC 1 CWS pilot	CODEMU 2 CWS (1 pilote)	Total 146 CWS (27 pilots)
Cherry Selection and Flotation	19	6	28	3	7	13	1	2	**79**
Single Fermentation	16	6	28	3	5	13	0	2	73
Pyramidal drying	5	6	8	3	7	0	1	2	32
Day Lot Traceability	9	4	8	1	7	13	1	2	45
Separation of Cooperative member coffee from other farmers coffee during processing	1	0	1	0	0	7	0	2	11

We note that:

- 79 CWS have systematically adopted flotation and cherry conditioning prior to reception, but that there are still inefficiencies due to lack of flotation infrastructure and wavering attention at the conditioning tables as daily volumes increased
- 73CWS have adopted single fermentation as their preferred method of processing coffee. In the WebCor Stations information originally received was that one CWS/company (a total of 3) continued double fermentation on a number of day lots for quality comparison and cost analyses. However, we have learned that later in the season, these three stations also transitioned to single fermentation raising the number of stations practicing this technique to 73. We note that the SOGESTAL Kirundo-Muyinga has adopted this practice at all of their CWS. The cost/quality efficiency of the single fermentation technology depends heavily on the quality of the cherry brought to the station and the quality and pH of the water used in processing. This technique allows CWS to reduce their operational costs and to manage greater volumes of throughput, because it is less labor intensive and of a shorter cycle allowing managers to increase the number of fermentation vats as volume increases and reduce the number as quantity wanes.
- 32 CWS practice pyramidal drying. This new technology is still undergoing comparative testing with traditional drying methods, though comparative cupping results from last season indicate a strong correlation between pyramidal drying and retained cupping scores vs traditional drying methods. Unfortunately, pyramidal drying requires closer management, more day labor, a greater number of drying tables, and can mitigate cost savings obtained through adoption of the single fermentation method.

- 45 CWS are practicing day lot separation. This method has been well understood and widely adopted where storage space at CWS warehouses permit. During the past two seasons it shown its worth because it has allowed identification and separation of lots containing potato taste from all those lots produced by the washing station which has meant that a greater percentage of washing station coffee is moving through direct sales channels because buyers, rather than rejecting the entire production of a washing station can separate out lots with potato taste and negotiate for lots that have not been contaminated; and
- 11 CWS are practicing separate processing of cooperative member coffee vs that brought in by individual farmers and collectors. BAP believes that this differential treatment will result in a) better traceability, b) differential pricing based on quality, and c) the ability to judge whether investments made in the coffee sector are in fact registering widespread adoption and acceptance as well as resulting in better quality coffee by early adopters.

In general the technologies have been more widely adopted in the provinces of Kayanza, Kirundo, Muyinga, and Ngozi than elsewhere.

Environmental Mitigation and Improved Hygiene at Washing Stations

Nine pilot washing stations have benefitted from environmental mitigation in the treatment of effluents, remediation of wastewater and construction of latrines with associated training in hygiene and sanitation. Four enterprises: Ubwiza Bw'ikawa of Rohororo, Sogestal Kayanza and Ngozi and WEBCOR partnered with BAP and contributed a minimum of 50% to the infrastructural costs. By September 30 eight of nine stations had operational systems. The ninth station, Buhorwa in Kayanza, should be completed during the 1st quarter of PY 4. Improvements include:

- Separation of effluent solids (primarily coffee pulp) from liquids
- Construction of holding tanks for distilling, decantation, filtration through activated charcoal and/or organic material, and mitigation of acidic pH as well as re-oxygenation ladders and leaching fields
- Construction of covered pulp pits to protect the pulp from inclement weather and facilitate dry down; and
- Construction of two, three bloc latrines per station with hand washing stations for use by farmers, washing station personnel and visitors

Cupping

During PY 3, BAP facilitated six sessions of cupping in Burundi . Paul Songer of the American Cup of Excellence (ACE), under agreement with BAP, provided three of these trainings, and the three others were provided by the seven cuppers certified by ACE as trainers of cuppers. This year BAP efforts in this domain focused on three separate groups of clients- potential national trainers, intermediate cuppers and representative members of InterCafe, the SOGESTALS, representatives from large privately held washing stations, Farmer Federations and Cooperatives.

The Training of Trainers, held in January 2010, tested the capacities of 12 potential trainers derived from: ARFIC (4), SOGESTAL (3), SIVCA (1), ABEC (1), and three students from the University of Ngozi. From these twelve, seven were selected for further reinforcement, as trainers: 3 from ARFIC, 1 from the SOGESTAL Kirundo-Muyinga, 1 from WEBCOR, 1 from SIVCA and one from ABEC. The students from the University of Ngozi, while showing potential, were not retained as trainers because it was felt they needed further seasoning and wider experience in cupping before they would be prepared to train others.

Training of Intermediate Cuppers In July, Paul Songer trained 13 candidates to an intermediate level. Candidates not retained as trainers from the previous session were invited to attend, along with new candidates, with experience, from a private, national Roaster "Aroma Coffee" and representatives from the coffee farmer's federation. The goal was to expand the number of qualified or qualifying cuppers in Burundi

Introduction to Cupping and Coffee by the ACE trained Burundian Cupping Trainers In March 2010 the national cupping trainers certified by ACE facilitated three training sessions for a total of 56 participants at sites in Kayanza, Ngozi and KIrundo Provinces. Fourteen of those trained were from SOGESTAL or partner private coffee processing companies (WEBCOR, CPC, Ubwiza bw'Ikawa, and COPROTRA), 42 came from the farmer federations and included the Federations agronomic advisors as well as lead farmers. This course was designed to introduce the participants to cupping and to their coffees. The objective was for them to distinguish between the characteristics of Excellent, Good and Poor coffees as determined "in the cup". Knowledge of coffee and coffee quality and even the capacity to determine, at a gross level, between Good and Defective coffees empowers the coffee farmers, permits them to disaggregate their coffees and enter into a more empowered negotiating position with interested international buyers and roasters.

Participation at Rwanda's Cup of Excellence

BAP's Coffee Quality Specialist and the head of quality control for SIVCA participated, as observers, at Rwanda's Cup of Excellence competition this year. This activity was jointly organized by OCIR (The Rwandan Coffee Board) and the Alliance for the Cup of Excellence (ACE). Burundi's participation was to witness the preparation of the event, understand the logistics involved in hosting an event of this nature and to appreciate the results of the competition. This year, of twenty two lots presented for final judging, the highest ranking lot sold for $52 USD/pound, while the lowest ranked of the 22 was purchased for $15 USD/pound. More importantly was the exposure the event gives to the country with numerous international judges, buyers, and intense media coverage Burundi, through InterCafe and ARFIC is preparing to host a Cup of Excellence competition in either 2011 or 2012.

Coffee Promotion and Marketing

Preparation of Marketing Materials

In preparation for International Trade shows (EAFCA, SCAA, SCAE and SCAJ) BAP assisted the sector through a) the preparation of improved publicity materials (brochures, folders, posters, coffee maps, information sheets on pilot washing stations, t-shirts, table cloths, as well as a DVD multi-media presentation); b) the preparation of the actors for their participation at the Trade shows; and c) the facilitation of meetings with international buyers, roaster, financiers, etc .

EAFCA Mombassa

BAP's objective in attending EAFCA this year was first, to support the strong Burundian Delegation and second, to explain at a regional forum the transformations occurring in Burundi's coffee sector, especially the creation of InterCafe and the transition of OCIBU to ARFIC. To this end we assisted the President of Burundi's Reform Committee in the preparation of a powerpoint presentation which was well received. We further assisted in decorating and manning the stand, providing information to numerous visitors and interested parties on BAP, Burundi, and the actions being undertaken to produce, process and export coffee of the highest quality standards.

SCAA- Anaheim

The Year 3 BAP workplan identifies specific marketing and promotion activities that require focused attention. Among them is the upgrading of Burundian trade show capacity at various annual international specialty coffee venues. As part of the privatization of Burundi's coffee sector OCIBU has been replaced by two new entities: ARFIC, as the regulatory body, and InterCafe, a trade organization formed to promote Burundi specialty coffee. Responsibility for needed upgrades at trade shows continues to be a process of negotiation between ARFIC and InterCafe. 2010 remains a transitional year in the re-alignment of coffee sector and BAP has demonstrated commitment to the sector through its efforts to build capacity of the newly formed trade association and to provide promotional support for the sector at large.

Specific BAP Year 3 marketing goals address the improvement of its trade shows booth presentation through professional promotional materials, proper brewing of high quality Burundi coffee and well trained English-speaking Burundians. The 2010 SCAA Conference and Exhibition was intended to serve as an important platform for launching a new and improved approach to promoting Burundi specialty coffee.

Critical to the development of commercial relationships between the Burundi coffee sector and the international coffee community are meetings between producer representatives and coffee buyers. SCAA presents the best opportunity each year for BAP to further the ongoing objective to increase direct export sales volumes of specialty coffee. Numerous meetings with current and prospective Buyers of Burundi coffee were arranged to raise awareness of developments in the coffee sector and to encourage origin visits of coffee buyers.

As was mentioned in the beginning of this report Burundi is transitioning from a coffee owned industry to a private sector responsible for its own marketing and promotion. The nascent InterCafe Burundi is poised to develop the necessary capacities to expand membership, develop professional staff, and to take full responsibility for promoting Burundi coffee at future trade shows. With one organization at the helm of its promotional strategy Burundi will be in a position to present a more cohesive picture and message. Though the 2010 SCAA booth retained many elements of a government owned Burundi coffee image, Burundi stakeholders recognized this and InterCafe realized its role to unify the Burundi coffee image.

In an effort to support the work of InterCafe Burundi at future trade shows BAP created a series of Trade Show “Do’s and Don’t” for distribution to all Burundi delegates prior to trade show conferences. Though it is often stressed, it bears repeating again that all delegates attending trade show conferences need to be English speaking. Without the benefit of the predominant language to communicate at meetings and understand the many discussions and presentations at conference there is little to no value for Burundi stakeholders or industry buyers.

We note that the time invested in preparing the sector actors for SCAA was well appreciated by the sector as were the new promotional materials, booth organization, and the contributions of Intelligentsia Coffee in providing updated coffee preparation technology, coffee sourced from Burundi and lessons in preparing and serving coffee at the Trade show.

An invitation/announcement of the 2010 coffee tour was prepared to provide potential participants with highlights of the tour and a general itinerary. Additional roasters who have expressed interest in the tour need to receive this information immediately following conference. BAP will facilitate travel and visa arrangements for buyers who commit to the tour.

For those importers and buyers unable to join the 2010 buyers tour their needs to be follow up communication regarding the furnishing of 2010 samples. Roasters should be advised of importers who will be supplying Burundi coffee. And Burundi exporters need to be apprised of importers and large roasters wanting to entertain specific samples of Burundi coffee. BAP serves an important link in the trading process. Now with the assistance of Lyse, the in country coffee marketing liaison for InterCafe, this link between exporters and buyers should be better-supported and consummating greater sales.

Lessons learned by the Burundi delegation are:

1) Begin Preparing for a Trade Show Early- prepare, store and send competition samples in a timely manner. Make reservations and get visas early
2) Anticipate equipment needs- tables, electric hook up, display boards, data loggers, equipment to remain in code for health and hygiene, Booth Size, etc. Order early and pay in a timely fashion
3) Reserve hotel rooms in proximity to the conference center
4) Have sufficient quantities of samples, brochures and handouts;
5) Negotiate Rendez-vous and appointments before arrival
6) Limit the number of Burundian representatives at the booth at any one time
7) Arrive at least a day early (for jet lag) prepare to leave the day following the event.
8) Hold a lessons learned session following each trade fair in order to improve performance in future shows.

Finally the consistent message from industry roasters and importers concerned the alarming levels of potato defect in Burundi coffee. Buyers are interested to know both the immediate and long-term steps planned to be taken to address this problem. In order for Burundi to sustain the interest and enthusiasm of current and prospective coffee trading partners there needs to be serious oversight of the mechanisms applied to detecting this defect in 2010 (operational UV sorters) and concrete plans to establish needed scientific research into this critical problem. Many industry roasters expressed their interest in participating in the research once it is established. This should be a high priority for BAP in its Year 4 workplan.

Participation of InterCafe at SCAJ

The President of InterCafe Burundi participated at the 2010 Specialty Coffee Association of Japan Meetings in Tokyo during September 2010. Prior to departure he consulted BAP and requested guidance and publicity materials to assist in the promotion of Burundian Coffee. BAP provided brochures, folders and coffee maps.

Facilitation of Visits by Specialty Coffee Buyers to Burundi

During PY 3 BAP hosted numerous incoming specialty coffee buyers and arranged for one major buyers tour. The Table below lists the different people and their structures:

#	Buyer	Company	Period
1	Tim Chapalain	Café Import	21 au 22 Fev
2	Tim Hill	Counter Culture	22 au 22 Fev
3	Sarah Kluth	Intelligentsia	27/5 - 01juin
4	Kim Bullock	Counter Culture	10 - 14 juin
5	Wendy De Jong	Tony's Coffee	2 au 6 Juin
6	Jim Cleaves	Dunkin Brands	2 au 6 Juin
7	Andi Trindle	Atlantic Speciality	2 au 6 Juin
8	Jeremy Torz	Union Roasters (UK)	2 au 6 Juin
9	Josh Hockin	Trancend Coffee (Can)	2 au 6 Juin
10	Taylor Zimmer	Kaldi's Coffee	2 au 6 Juin
	Josh Ferguson		
11	Morten Wenersgaard	Solberg&Hansen (Nor)	Juillet 2010

The global objective of these visits is to introduce buyers to Burundi and create sustainable commercial linkages for the future. The buyers who have visited this year toured Burundi's coffee infrastructure, including a number of BAP partner pilot washing stations. They appreciated the improvements being made, the processing technology being promoted and the efforts undertaken for pilot environmental mitigation. During their visits they were able to cup 166 samples of coffee from 54 different washing stations. Of the 10 institutions who visited Burundi this year 60% have already committed to purchase, through direct sales agreements Burundi's coffee. Wendy DeJong of Tony's Coffee is also President of the American Roaster's Guild. Suitably impressed with her visit to Burundi, she is planning a return visit with a group of roasters in 2011 and the guild will highlight Burundian Coffees at their events over an entire 12 month period. Jim Cleaves of Dunkin' Brands, impressed by the potential of Burundi, has stated his intention to purchase from Burundi in the coming years. He will be looking especially for lighter arabicas capable of completing, complementing or replacing Columbians and other South American coffees in their portfolio.

Coffee Data Base and Terroir Development

Coffee marketing and promotion depends on maximizing the availability of information on the coffee sector for use by potential buyers. This includes information on sales and marketing, regulations, and tracking sector development. Terroir development is another important tool for coffee promotion and this requires and integration of geospatial, agro-ecological and coffee taste profile data in to a common data platform. Similarly, sustainable growth and efficient functioning of Burundi's coffee sector requires

easy access to reliable and up-to-date information (as a Decision Support System--DSS) that will enable all potential stakeholders in the sector to do their jobs more efficiently, make better planning and investment decisions, and form an operational community of practice around their shared interests in producing and moving high quality coffee into the marketplace.

Efforts were made through BAP, together with InterCafe and ARFIC and with leadership from Dan Clay, to assess the priority informational and data needs of coffee sector players and to develop a framework and action plan for the development of a coffee data base platform. Principal characteristics of the data base framework include:

1. The data base will be implemented as an internet-based open educational resource (OER) platform.
2. Principal users and contributors will include coffee producers and coffee buyers and exporters. Thus information that will facilitate coffee sales transactions will be a core aspect of the data base. Other users will include InterCafé Burundi for purposes of supporting better coffee production, processing, marketing/promotion and opportunities for certification; ARFIC and the Ministry of Environment for dissemination of coffee policy, regulatory requirements and quality control issues and procedures; CNAC in its support of coffee producer organizations development and empowerment; and Burundi coffee research and extension organizations dedicated to developing and disseminating improved technologies, tools and practices that will benefit all participants in the coffee sector.
3. It will be conceived as a decision support system driven by data, documents, problem solving, models and communications (especially between producers and buyers).

Data Base Content. Content of the Burundi coffee data base and knowledge network will have numerous goals and objectives that will be defined by the primary users and contributors. In short, it will serve as a repository for things participants in the Burundi coffee value chain really want and need to know to make good decisions. Based on initial discussions and other input from several of the key stakeholders in the Burundi coffee sector, plus buyers/roasters and other interested parties outside of Burundi, it has been concluded that the scope of coverage should be as inclusive and possible, with an initial focus on: 1) coffee markets and marketing; 2) coffee policy and regulation; 3) monitoring, evaluation and planning for sector performance; 4) outreach and education; 5) applied coffee research; and 6) local empowerment and improved management.

The categories and content are intended mainly as a starting point for the data base and knowledge network. In the longer run, in project years 4 and 5 it is expected that these categories and data content items will be expended and highly dynamic as users become more engaged in its management and as the sector matures.

Data Base Institutional Home. The Burundi coffee "knowledge network" or "information exchange" will require a home institution for development, coordination and maintenance. Most appropriate will be an institution that represents a broad spectrum of stakeholders in the coffee sector. Because of the importance promoting coffee sales and marketing as a priority goal of the platform it is equally advisable that the selected home institution have coffee promotion and sales as central to its mission.

Considering these points about representation and mission it was recommended by BAP, with agreement from coffee sector stakeholders that the Burundi coffee "knowledge network" should be

coordinated and maintained by InterCafé Burundi, whose primary responsibility is to serve the interests of its diversity of stakeholders in promoting Burundi coffee for the benefit of all. While serving as its steward, InterCafé Burundi will be only one of many contributors of content to the data base and network. Effective stewardship will require an investment in three integral domains: 1) partnership building, 2) content development, and 3) website/internet development.

Human Resources Required. The particular skill sets required to make the Burundi Coffee Knowledge Network successful are of two types. The first involves knowledge of the sector and its partners and to work with them to obtain the kinds of information they need to enhance coffee sales, contribute to open communication and smooth functioning of the sector, and facilitate its improvement through applied research, education, outreach and local empowerment. The second skill set is one that emphasizes internet systems, website design and maintenance, open educational resources development and the fundamentals of relational data base management. InterCafe has recently hired a part-time internet systems specialist who will be responsible for implementing this critical aspect of the data base platform.

Core Support. Initial support for the development of the data base and knowledge network in support of Burundi coffee can be expected to come from multiple sources. While InterCafe Burundi will be in a position to provide some of the basic skills through direct hire or by contract (as mentioned above),development of some of the key functional elements such as relational data base development, terroir development and the establishment of a buyers platform are expected to require specialized assistance from projects (BAP, PAGE, etc.), government agencies (ARFIC, ISABU, etc.), and other organizations (CNAC, ABEC, etc.) in contributing technical assistance, data, documents, and other materials of special interest to their intended constituents/beneficiaries.

Production and Sale of Green Coffee

Production 2010

Early season projections were for production to attain 31.000 mT of coffee of which 20.000 mT was to be Fully Washed and the remaining 11.000 mT sold as Washed coffee. In March 2010 revisions began to occur because of cherry fall in Kayanza and Ngozi provinces. Kayanza was the hardest hit as production figures did not attain even 50% of projections.

Despite new actors in the sector, increased competition and good prices being paid for cherry the percentage of fully washed did not increase this year when compared with 2009. In fact, the price of washed coffee on the local market increased from 1700 FBU/kg to 2600 FBU/kg of parchment in a very short period of time, principally because farmer payments for cherries were delayed due to issues related to financing. Farmers thus began to convert their cherry to parchment artisanally and sell to the highest bidding collector with cash in hand.

At 30 September, the production of Fully Washed green was only 12.594 mT while the production of washed green was 9.732 mT yielding a total for the campaign of only 22.326 mT which is only 72% of projections. Further the fully washed represents 56.4% of total production.

The Market

During this campaign the market for Burundi coffee underwent a number of important transitions. Burundi continued to sell its coffee using direct sales mechanisms and weekly auctions, but also sold a percent of its coffee for the first time using futures contracts, but without hedging. Burundi coffee sold under futures contracts in February 2010 sold for a differential of +18 cents/pound vs the base price for New York C, final price determined by the date the coffee is furnished to the buyer.

The market this year was highly volatile because of poor harvests in Columbia and Brazil. A number of specialty buyers who negotiated direct sales agreements early in the year based on historical references for base prices and including premiums for quality differentials were forced to renegotiate their agreements as the world market price climbed precipitously from June through September in order to avoid side selling by processors. Other specialty buyers fixed only the base price without detailing the quality premium to be paid in order to leave them some flexibility if the market were to turn against them prior to the coffee being landed.

Counterculture Coffee's offer for CPC was renegotiated upwards from $4.40 per kg of green to $4.60 per kg/green. Intelligentsia Coffee had originally refused to budge on their negotiated price (with premium) of $3.85 per kg/green, found that the SOGESTAL refused to finalize the negotiations. They were obliged to raise their price $1 per kilogram to $4.85 before the agreement was concluded. Even at this increased purchase price, Intelligentsia augmented their footprint in Burundi, purchasing 19.mT this year vs the 6.24 mT they purchased in 2009.

Direct Sales Transactions for Specialty Markets

The quantity of specialty coffee sold by direct sales agreements passed from 282,12 mT in 2009 to 494,28 mT this year, an increase of 75,2%. This represents 2.2 % of all coffee produced in Burundi but almost 4% of Burundi's Fully Washed green. We note that this tonnage sold by direct sales agreement to the specialty niche markets represents 13,8% of coffee produced at BAP pilot washing stations, estimated at 3.584 mT of green. Average unit prices between 2009 and 2010 rose from $3.30/kg of green to $4.61 kg/green, an increase of 39.7%.

Direct Sales negotiated with prices by SOGESTAL/ Enterprise @ 30 Sept 2010. Data for WebCor sales are not available.

SOGESTAL	STATION	SACS	Quantity(kg)	TOTAL	% sales/ Sogestal	Base price cts/lb	Quality Premium cts/lb	Sales price/ Kg in USD	Mean price received by InterCafe's Marketing Commission – tenders of Commercial grade Coffee	Price difference USD/Kg
Kirundo-Muyinga	RUGERERO	149	8,940			206	14	4.85	3.91	0.94
	NGOGOMO	171	10,260			206	14	4.85	3.91	0.94
	KAGOMBE	4,660	279,600			202	13	4.74	3.91	0.83
				298,800	60.45					
Kirimiro	TEKA	1,200	72,000			170	29	4.39	3.91	0.48
				72,000	14.57					
Kayanza	Bwayi	352	21,120			170	29	4.39	3.91	0.48
	Kinyovu	770	46,200			170	29	4.39	3.91	0.48
	Gatare	396	23,760			170	29	4.39	3.91	0.48
	Kiryama	439	26,340			170	29	4.39	3.91	0.48
				117,420	23.76					
CPC	Buziraguhinwa	101	6,060			170	39	4.60	3.91	0.69
				6,060	1.23					
TOTAL		**8,089**	**494,280**	**494,280**	**100.00**			**4.61**		

Principle buyers to date include Schluter, Paragon Coffee, Amajoro, C&AB, Intelligentsia, CounterCulture Coffee, Café Imports and Louis Dreyfus Commodities.

Sales of Commercial Grade Fully Washed and Washed Coffees

By Sept 30 4.233 mT of Commercial grade green coffee had been sold by auction at an average price of 4.767 FBU/kg (appx. $3.92 USD/kg @ 1215 FBU= 1USD). For the first time in recent history, as was previously discussed, the price of washed coffee has risen precipitously. This year, instead of representing 30 to 35% of total production, washed coffee represents 43,6%. The price per kilo of

washed coffee has risen from 1700 FBU to 2600 FBU/kg of parchment between July and September. At 30 September, 4.418 mT of washed green had been auctioned at an average price of 4188 FBU/kg (appx. $3.45/kg).

Coffee Communications and Information Diffusion

BAP's sponsored radio emission AKEZA KARIGURA (The quality which pays) continued its programming during this project year. In total 32 weekly emissions and 4 panel discussions were created and broadcast. Of the 279 participants in these emissions only 30 (10.7%) were women. The following table relates, quarter by quarter, the themes developed.

Quarter	Subjects	# of emissions	Participants
Q1	• Evaluation des activités de paillage et taillage dans la région de Kayanza • Préparation de la campagne de pulvérisation • Campagne 2010-2011 dans la région de Kayanza après la vente de 8 SDL de cette région • Une nouvelle société dans la région caféicole de Ngozi: point de vue des anciens intervenants à commencer par les agriculteurs • Avancement du processus de reforme de la filière café • Cérémonie de remise des 13 SDL vendue a WEB COR • Processus de la mise en place de nouveaux organes (ARFIC et INTERPROFESSION) • Traitement des eaux usées • Protection de l'environnement • La Productivité	**10**	**88 (6 women)**
Q2	• La productivité du café • Mise en place des nouvelles organes ARFIC et INTERPROFESSION • Remise de la prime à Kagombe • Atelier d'échange entre CNAC et WEB-COR • Campagne café 2010-2011: Point de vue des représentants des nouveaux organes • Paiement de la prime de qualité a Bwayi • Paiement de la prime de qualité a Kinyovu • Promotion du café du Burundi • Préparatifs de la campagne dans la région de Kirimiro • Préparatifs de la campagne 2010-2011 (extrait du panel)	**11**	**71 (8 women)**
Q3	• La technologie utilisée pour l'obtention du café de spécialité • Le fonctionnement des stations de lavage gérées par les associations des caféiculteurs: Cas de la station de lavage de Ruhororo en commune de Kabarore • La gestion risque-prix • Appréciation des acteurs du secteur café de la visite des acheteurs facilitée par le programme PAIR • La commercialisation du café • La campagne café dans zone Webcor	**6**	**42 dont 8 femmes**

Q4	• La commercialisation du café • La traçabilité sur certaines stations de lavage cas des stations de lavage de Butegana, Bwayi et Rugerero • Problématique du prix aux producteurs dans la région de Webcor • Etat d'avancement de la commercialisation du café • Production du café de spécialité en Tanzanie • Evaluation à mi-parcours du processus de libéralisation/privatisation de la filière café • La productivité du café • Les techniques de production de la fumure organique a base des pulpes à café	**9**	**78 (8 women)**
Total		**36**	**279 (30 women)**

In the first two quarters, emissions focused on productivity issues, agronomic maintenance of the coffee plantations and sector reforms, while the latter half of this year focused on producing high quality, specialty coffee, promotion and marketing of Burundian coffee. Other subjects of interest included environmental mitigation at pilot washing stations, hygiene and the production of organic fertilizers, particularly compost. We note that emissions in Q3 and Q4 were reduced as political emissions tied to the electoral campaign supplanted the time reserved for our programming.

In addition to these programs, BAP participated in a number of round table televised discussions broadcast on RTNB and Tele Renaissance.

BAP's recent study on internal indicators found that 37.3% of all respondents listen regularly to Akeza Karigura, even though fully 79% listen regularly to their radios.. This percentage rises to 88.3% when disaggregated for coffee farmers. Of program clients in other sectors (Dairy and Horticulture) less than 10% listen regularly. However, respondents in these sectors said they would increase the frequency of their listening if topics were broadened to cover areas of wider interest in agriculture.

Relationships with Coffee Sector Actors

During this third project year BAP retained and reinforced its relationships with other coffee sector actors. BAP notes that sector actors whether private, parastatal or from the public sector participated actively in BAP sponsored events, emissions and workshops. BAP for its part was invited to participate in numerous activities facilitated by other sector actors, including the recruitment of key staff for InterCafe. BAP appreciates the collaboration it received from ARFIC, the SOGESTAL and the private sector in the sharing of information and in accompanying inbound visitors in the field. On multiple occasions ARFIC opened its laboratories for cupping sessions and donated technical staff time in order to ensure trainings were a success. We note that WEBCOR hosted incoming buyers and held a reception dinner for them in Ngozi at which was present the Governor. PAGE contributed by providing media coverage of the buyer's tour and InterCafe and ARFIC collaborated in hosting a dinner with sector actors.

BAP notes that we participated in numerous meetings and workshops hosted by ARFIC, InterCafe, CNAC and the World Bank. Further, we were part of the Ministry of Agriculture's working commission for the development of agricultural products and markets. We participated in workshops on:

- Fixation of norms and standards for the environmental mitigation of coffee washing stations
- Burundi's Cooperative Law and proposed legislation governing pre-cooperatives
- Modification of the Legislation governing the production of fully washed coffee
- Evaluation of the campaign for agronomic maintenance of coffee plantations
- Participation in the preparation of EAFCA sponsored training programs

Further BAP hosted a visit by M. Karugu Macharia of Utz/Solidaridad to discuss partnership possibilities in developing a certification program for Burundian coffee.

Qualitative Impacts of BAP's Coffee Program

- Women Lead Farmers chosen by their neighbors on the hillside train others in themes they have learned from the ADC. Further these women who initially would sit behind the men at meetings now have moved to the front of the groups, are not hesitant to speak in public and will often report out from small group work at training sessions

- Farmer exchange visits with others in countries that are further along in the process of privatization have opened their spirits. The farmers share information freely on quantities produced and amounts earned as well as on how they spent their revenues.

- Interest of Cooperative members in producing specialty grade coffee has motivated them to mandate members to monitor the flotation tanks and selection tables in order to obtain good mature cherry, which if processed correctly will produce high grade green coffee and the possibility of a quality premium for the farmers. These actions have improved the transformation ratios at the CWS, increasing productive efficiency and thus the profitability of the sector. By small steps the concept of quality awareness is entering the mindset of producers at BAP assisted pilot washing stations. Also since BAP began focusing on specialty coffee, farmers have adopted a new phrase in Kirundi "Ikawa y'Akonovera".

- If the case of the quality premium paid to farmers at Bwayi in 2009 was a pioneering event resulting a premium payment to all farmers serving the CWS of 80 FBU/kg, then the case of Rugerero CWS in Kirundo Muyinga should write a new chapter, In Rugerero the cooperative members are separating and processing their cherry differentially from non-members. The stock is recorded differently, and, if sold to a specialty buyer, any premium will only be paid to farmers (or cooperative members) who contributed to the day lots being sold, This should act as a lever to move farmers further away from volume only sales to price differentiation based on the quality of coffee produced.

- BAP activities have led to increased economic empowerment of client associations. A social transformation is beginning to be perceived. Certain leaders have become proactive in their decision making as farmers begin to develop business plans and project proposals for the installation and management of their own mini-washing stations. The fact that farmers would pay their own way to visit a mini-washing station in order to learn from a neighboring cooperative in another commune or province is in itself telling.

- BAPs capacity reinforcement targeted to producer associations and cooperatives at the grass roots and intermediate level has led to an "economic education" for farmers. This has created tension with the higher tier structures because as the base begins to take responsibility for decisions, invest in revenue generating activities, and receive information on a regular basis through the weekly radio program Akera Karigura, the control and overriding influence the higher order, central structures have historically exerted on these decentralized structures is diminishing. Further, the exchange visits have opened farmer's eyes, both at the grass roots and the intermediate (provincial federation) level as to what is possible. In addition, the farmer's confederation has focused principally on revindications and lobbying the government for better prices to farmers, rather than focusing on providing services of interest to, and requested by, farmers in associations at the hillside or washing station level. This type of tunnel vision on the confederation both hides certain structural weaknesses and appears necessary for them to maintain and regularly reaffirm their authority. In many ways the base is becoming stronger and advancing quickly while the central, tertiary structure, is attempting to redefine itself and searching to validate its existence in the new increasingly liberalized and privatized environment.

- BAP has assisted farmers in entering direct relationships with international buyers and roasters. Further we have assisted Burundi in re-establishing the credibility of its coffee in the specialty niche market through respect of contracts and negotiations, timely shipment, and maintain the quality of the product from the field to the consumer. This has led to the opening of new markets and new opportunities. Further BAP has acted as an incubator for new ideas, techniques and technologies to be piloted, adapted, ands replicated. Our model of development is pro-business and oriented toward partnership and capacity reinforcement rather than policies of "doing for" and "hand outs" as was promoted by Humanitarian Assistance received during the crisis years.

Dairy

Improved Productivity

Production of Improved Forage

Improved Forage seed was sourced from ISABU and planted to local nurseries, overseen by members of the BAP client dairy associations. The associations provided fertilizer, phytosanitary products, day labor, construction materials and guards to keep the animals from foraging in the nursery. Seedlings were distributed to association members. On average each member received 400 seedlings. They planted these to contours on their hillsides with assistance from the DPAE. The BAP field agent provided training in the importance of feeding animals under zero grazing regimes with high quality feed. Each member received less seedlings than the 600 initially anticipated because, between the time the project began and the time the seedlings were ready membership in the associations grew by almost 30%. It is expected that in two years members should be producing enough forage seed to supply to their neighbors, as the first year's seed will be used to reinforce the contours and micro-terracing on the member's own land.

Operational Research and Seed Multiplication with new Forage Species

Given that the larger dairy farmers who are clients of our Program tend to have limited land area available for the production of forage species for their herds, BAP has chosen to work with moderately sized farmers with sufficient land holdings for experimental set aside and provide them with seed to produce and eventually multiply. In return for the seed the farmers dedicate their land, labor, and accept to have other farmers visit their demonstration plots during organized training sessions. A total of 2.75mT of seed of 11 different varieties was distributed to dairy farmers in the communes of Bukeye, Mugamba (Bururi), Muramvya and Rutegama.

Principle objectives of this focus activity are:

1. Dissemination of high nutritive value forage crops that have proven themselves on station at ISABU to dairy farmers, given that ISABU has no organized program of outreach for the results of its research
2. Teach dairy farmers the ideal agronomic practices for growing these forages
3. Measure the impact of a feeding regime with these forage species on milk production under different environmental conditions
4. Create a secondary supply chain for improved forage seed that passes from multiplying farmer to others requesting the forage for their animals.

Preliminary results are given below.

Smallholders

The Lablab (Hyacinth Bean) was not very appreciated by the smallholders because of its low germination rate and the time necessary to establish the crop. Oats grew quickly, resisted hydric stress well and the

productivity depended both on latent soil fertility and residual moisture. The barley germinated well but its production was disappointing, probably due to hydric stress and sensitivity to poorer soils. The stylosanthese is a flowering leguminous shrub which takes a long time to become established because of its deep tap root. It produced best on lower hillsides close to marshland and on soils of moderate to high soil fertility.

The Leucaena and Calliandra planted on hedgerows as anti-erosive barriers and to provide forage and green manure have attained a height of 1 meter. The first cutting will occur when they attain 1.8-2 m in height, at which point it is expected their root system will be well established and should permit vigorous regrowth.

Medium Sized Industrial Dairy Farmers

In Bukéyé, the farm tested not only cultivars received from ISABU but also forage species imported from Kenya, notably alfalfa and forage sorghum. In addition they planted lablab, stylosanthese and clover. The alfalfa fed to test cattle increased their daily production by an average of 5 liters per milking (10 liters/day). Given this preliminary result, the farm manager decided to irrigate his alfalfa so it would continue to produce through the dry season. The Lablab produced well in Bukéyé and 5kg of lablab added to test cattle's daily rations increased their productivity by 4 to 5 liters of milk per day. The forage sorghum produced well and a ration of 10 kg of sorghum per day, split into two feedings increased test cows production by 2 ½ to 3 liters per day. The barley has produced moderately well with no special soil treatment. The seed will be collected and re-seeded during the mini-rainy season from Oct-December.

At the Biranyuranwa farm in Magamba Commune of Bururi Province, oats, barley, clover, forage millet and Napier grass were tested. The barley was well adapted to the climactic conditions, altitudes and soils. The oats also appear to be well adapted. The clover germinated late, but has now established itself as a solid ground cover. The forage millet germinated well and has headed out with a high productivity. The Napier grass has already attained 1 meter in height appears to produce well in the climate, but we need to monitor its productivity through the dry season.

In Rutegama, the stylosanthese is producing well as is the Napier grass. The clover is producing well in the early stages and we will monitor its drought resistance through the dry season.

Training and Equipping Lead Dairy Farmers as Community Extension Outreach

Twenty Lead Farmers, including 5 women were trained and equipped to provide assistance in their communes (Rutegama, Bukéyé and Muramvya) in basic animal health, hygiene and nutrition. Since returning to their hillsides in late April, these lead farmers have facilitated a total of 72 training sessions on 8 hillsides. They have provided basic veterinary care to 109 animals in the three communes with only two cases of mortality, a success rate of 98%.

Exchange visit to Rwanda

Thirteen participants including BAP's Dairy Value Chain leader, our field agent from Muramvya, a representative of the DPAE and a veterinary technician participated in an exchange visit in Rwanda during the month of July 2010. The visit was facilitated by Land O'Lakes Rwanda and Heifer International Rwanda. The objectives of this trip were:

- To visit with Rwandan dairy farmers and extension personnel and see how their zero grazing systems are organized
- To visit and understand the operation of a prototype milk collection center
- To see demonstrations on the production and conservation of animal forage and
- Analyze the equipment, technologies and services needed to improve traditional dairy livestock practices.

Burundian participants returned impressed by:

- The prosperity of Rwandan dairy smallholders
- Simple time saving technologies demonstrated by the Rwandan dairy farmers including: chop boxes, simple water harvesting/rainwater collection systems, and the use of biogas digesters for the production of cooking fuel and home lighting
- Conservation techniques to preserve forage for year round animal feed
- The productivity of pure race improved milk breeds
- The organization of the community milk collection systems and
- The impact of integrated livestock, food crop and forage production

Distribution of Improved Race Dairy Cattle

BAP anticipated distributing 20 improved race cows during PY 3 to dairy farmers in the draw zones of the proposed milk collection centers. This was not achieved though the initial steps of training lead farmers in basic large animal care and husbandry, the exchange visit to Rwanda, and the development of the bidding process for sourcing of animals was produced. Further, the introduction of these sensitive animals during dry season would have increased the stress on the animals and likely led to increased mortality. Sourcing will be completed during Q1 PY 4, with anticipated distribution planned for Q2.

Milk Collection Centers

Two dossiers for different model milk collection centers are under development by clients in collaboration with BAP technical and grant staff. The first, a vertically integrated model partnering a private business with outreach to surrounding dairy associations was completed in late September and submitted for COTR concurrence early in October 2010. The total value of this dossier is $122,655 USD of which requested USAID grants financing for purchase of imported goods equals $71,868 or 59% of required financing. The second, a cooperative management modeled collection center with a supply

contract to a dairy processor in Bujumbura is likely to be submitted for COTR concurrence early during Q1 of PY 4.

BAP Assistance to Urban Dairy Processing Enterprises

Milk Processing Plants

Introduction

Due to unsafe conditions, which started in 1993, some dairy plants (two of them processing 11,000 litres of milk a day) were forced to close down as many cows were slaughtered and milk intake stagnated. Presently (August 2010) there are in Burundi:

4 dairy plants with a rather significant milk processing capacity in Bujumbura:
IAB, Ntazimba, Top Milk and (under construction) Nyabisabo,

1 small (artisanal) dairy plant "Jiwan Lait DME", in Bujumbura.
1 dairy plant "Mutoyi", in Gitega (but not visited, so far)
1 small (artisanal) cheese plant "Saint Ferdinand", in Vyerwa/Ngozi.

There are two plans for the construction of a milk processing plant:
1 entrepreneur has plans to establish "MilkCHEL" in Bujumbura.
1 entrepreneur has plans to establish "Muyange" in Mugamba/Bururi.

1 co-operative enterprise "Aprodel" in Kiganda/Muramvya had plans to establish locally a small cheese plant. However, the co-op now prefers the option of a small MCC, being linked to the larger MCC in Rutegama.

In addition, there were 6 small (artisanal) cheese plants more (Rukeco, Bugenyuzi, Mahwa, Mbuye, Kiryama and Kirundo), but they are either closed or in problems, according to the information received. A decision should be taken whether possible assistance from BAP-PAIR (USAID) for these (closed) cheese plants should be envisaged or not.

(II.1) Laiterie IAB (Industrie Agro-Alimetaire de Butere)

In August, the enterprise has not only re-expressed its intention to purchase milk from future MCC-Rutegama, but has also invested for that purpose. A special milk road tanker of 2500 litres has been purchased. It is a second-hand vehicle being in good condition and parked on the yard of the dairy plant. In other words, IAB is fully ready to receive milk from Rutegama.

Other future developments

- A Norwegian company will, in the near future, assess the dairy plant on possibilities to receive certification on HACCP / ISO 22000.
- The manager envisages beginning production of UHT-milk probably at the end of 2011. Contacts in this respect are already started with a company from Israel. The intention is to purchase a machine with a capacity of 2000 litres/hour. There are in more remote areas many households

(reportedly, over 97%!) with a good income but without electricity, i.e. without refrigerator. Therefore, the production of long-life milk will potentially be an important dairy product.

(II.2) Laiterie NTAZIMBA

(Brand name of dairy products: "Ferme de Bukeye")

Activities/Steps to be completed end of month:	July 2010	Aug 2010	Sept 2010
	Observations on follow-up of activities		
Improve ventilation conditions processing room	Partly done; two more ventilators still required	Agreed to have two ventilators more	?
Install own generator	Agreed to	Not yet done	?
Trials in producing small volumes of dairy products	Agreed to	Successfully performed	Done
Purchase of plate pasteuriser; capacity: 1000 litre/h	Agreed to	Ordered. Equipment arrives end Aug and be installed begin Sept	?
Purchase of automatic packaging machine; capacity: 680 pouches (of 1 litre) per hour	Agreed to	Ordered. Equipment arrives end Aug and be installed begin Sept	?
Introducing "fresh cream" production	-	Agreed; to do in Oct/Nov with more raw milk intake	?
Correct cost price calculation per product	-	Agreed; to do in Oct/Nov with more raw milk intake	?

Current (August) situation:

-The milk processing plant recently hired an experienced product manager from Kenya.

-The farm (Ferme de Bukeye) transports 700 litres of fresh milk daily to Bujumbura.

From this volume 600 litres are still sold (at 800 FBU/l) as in the past, i.e. distributors deliver raw milk to their customers in town.

The remaining volume of 100 litres is used for trials in producing pasteurized milk.

The raw milk is first checked for acidity (by alcohol test), density and milk fat content (by Gerber method); average results are: 3.5% fat and 1.028 density.

The milk is heated to 80 °C for 15 min. in a batch-pasteurizer and packed by hand in plastic pouches of 500 ml and sealed. It is sold as "Pasteurised milk" at an ex-factory price of 450 FBU/pouch.

Other trials producing fermented milk products are carried out with 400 litres of milk by reconstituting whole milk powder. The reconstituted milk is batch-pasteurised at 90 °C for 15 min.

The 400 litres are divided into:

100 l for fermented drink milk, brand “Lala”, packed in a round plastic bottle of 500 ml; ex-factory price: 800 FBU/bottle.
100 l for yoghurt with vanilla flavour, packed in a round plastic bottle of 500 ml; ex-factory price: 900 FBU/bottle.
100 l for yoghurt with strawberry flavour, packed in a square plastic bottle of 500 ml; ex-factory price: 900 FBU/bottle.
100 l for probiotic yoghurt with vanilla flavour, brand “Health Yoghurt”, packed in plastic bottles of 500 ml; ex-factory price: 1000 FBU/bottle.

Personnel for the milk processing activities per shift (8 hours):
7 persons (Product Manager + 6 workers)

The production of fresh cream is technically possible as a small separator is available. The cream will be sold in plastic cups of 250 ml. Depending on the volume of milk intake a daily production of 10 litres (40 cups) is foreseen.

Future processing capacity:
After the installation of a plate pasteuriser and an automatic filling machine, in September, total processing capacity per shift (8 h) will reach: 7500 litres of milk and allocated as follows.
6000 litres of pasteurised milk in plastic pouches
1500 litres in fermented milks: 1 drink type (“Lala”) and 3 types of yoghurt as described above.

(II.3) Visit to “TOP MILK”

Since April, progress has been made with rehabilitating the packaging machine and the steam-engine. With regard to purchasing raw milk from project’s future MCC’s (Bukeye and Rutegama), dairy enterprise Top Milk is number one on the waiting list. That means that Top Milk is a substitute as soon as milk-processing problems are encountered by Ntazimba, linked to MCC-Bukeye, and/or by IAB, linked to MCC-Rutegama.
Top Milk is still searching to source raw milk.
Direct contacts with Mr Biranyuranwa, from Mugamba, about delivering milk from his three farms did not show yet any progress, but negotiations will continue.
Contacts with Mr Kururu, from Mugongo/Mugongomanga, about the creation of an MCC in the Mugongo area (north of Murunga) have to be further developed.

Top Milk now wants to invest in additional packaging machines and that may offer opportunities to enter the market of fruit juices as well.

(II.4). Laiterie de NYABISABO
The private entrepreneur runs a small dairy plant “Nyabisabo” (current production: 500 to 600 litres/day) in Bujumbura, but is constructing a green-field operation, in the industrial area of Bujumbura. Construction works may be completed in October/November with a future total milk processing capacity of 5000 litres per shift (8 hours).

Its current small daily production is composed of: pure yoghurt and yoghurts with vanilla flavour or with strawberry.

The raw milk is delivered by 10 collectors on bike; price of the milk is 800 FBU/l.

Future investments

- The purchase of a UHT machine from China; capacity: 500 l/h and packed in opaque plastic pouches.
- In November total capacity per shift (8 hours) will be:
  4000 litres (= 500 x 8 hours) UHT milk
  1000 litres in yoghurts and possibly feta cheese for Greek restaurants
  5000 litres per 8 hour shift

In October, a Product Manager from Kenya will be hired.

The green-field premises are half ready. The walls of the 2 processing rooms (15 x 7 m and 20 x 7 m) are yet finished. Preparing the roof, floors and cooling rooms will follow. It has been discussed and underlined that sufficient ventilation equipment in the processing rooms should be installed.

(II.5)Visit to JIWAN LAIT

The enterprise is still interested in purchasing milk from MCC's, but the volume will be limited as processing capacity is very low.

(II.7) Fromagerie "Saint Ferdinand" in Vyerwa, near Ngozi

Milk production in the region should increase, in particular with regard to goat's milk. Currently, volumes of milk are delivered to the cheese plant f are too small for it to become a more profitable enterprise.

The owner of the cheese plant submitted, in August, a list of most needed equipment (total sum of about $ 12,000) for improving cheese manufacturing.

(II.8) Plans for future dairy plant "MilkCHEL" in Bujumbura

A visit was paid to the future site of MilkCHEL (= Milk Chain Enterprise Limited). The owner has plans to have installed within an existing large hangar a mini dairy.The main product will be UHT milk in opaque plastic pouches of 1 litre; with a shelf life of 3 to 4 months. It concerns UHT equipment from TESSA (Israel).

The raw milk should come from small holders and implementation of MCC's with Technical Assistance from FIDA is under discussion.

Total capacity per shift may reach: 8 h x 1000 l. = 8000 litres

Studies show a daily consumption of around 90.000 l of milk + milk-equivalents in Bujumbura.

Bank loans are already obtained for purchasing equipment and working capital.

- ✓ 1.000,000 USD for equipment, from Bank PTA (related to COMESA = Common Market for East + South Africa; for 11 countries in that region). Interest rate is 11% for a repayment period of 6 years.
- ✓ 200,000 USD for working capital, from Bank BCB (Banque de Credit du Burundi). Interest rate is 15% for a repayment period of 6 years.

Promotion of Private Veterinary Services

Four candidate private veterinarians (2 men and 2 women) were identified by BAP for training and future collaboration in developing model animal health insurance plans. The veterinarians are based in the communes of Ryarusera, Rutegama and Bukeye of Muramvya province and in Mwaro Province.

In Ryarusera, BAP has already trained 5 Lead Farmers. The veterinarian will be associated with an association known as Burundi Bio Agriculture Community which has distributed 40 improved race dairy cattle in the commune, two of the forty died in childbirth which is why the dairy farmers are interested in a health insurance program and in having a veterinarian capable of performing ruminant cesarian births.

In Rutegama and Bukeye, BAP has trained lead farmers who serve the surrounding dairy associations. Milk Collection Centers have been proposed in each of these communes as poles for the development of future dairy activities. Veterinarians would manage the animal insurance program and ensure that essential veterinary medicines were on hand to treat cattle.

In Mwaro, the DPAE has given its blessing to establishing a private veterinary service specialized in large ruminants.

Horticulture

SUPPLY- SIDE ACTIVITIES

On supply- side, BAP horticultural has focused on increasing horticultural production through follow up to specific companies and associations work plans, introduction of small scale irrigation, training in improved seedling production techniques, improving yields through easy-to-apply cultural practices, trials on food solar dehydration techniques and facilitation of specific inputs and training

a) Follow up to specific companies and associations work plans

a.1 FRUITO: Expansion of purple passion fruit orchards through outgrowers

Achievement:

15,700 plants of purple passion fruit grafted and ready for transplant by farmer associations.

Lessons learned:

The seed at which this activity was performed showed us that working with the most organized private companies in Burundi does not always mean faster results, but it is a slow process. Fruito was cooperative and responsive, but we felt things could have worked faster in benefit of our program objectives and the beneficiaries waiting for the grafted plants.

Details:

BAP's supported this activity with$7,349 to purchase 20,000 seeds from CIRAD, Madagascar. The purple variety is the fruit of choice by FRUITO given its aroma, taste and sugar level, three important characteristics in the fruit juice line. Once grafted and in good health, the new plants are programmed to be distributed among farmer associations and individual growers through memoranda of understanding and BAP and FRUITO's follow up. The investment committed for this project is $6525.00 for seeds, training in grafting techniques, wire and tutoring pipes.




BAP has supported the project initiated by FRUITO S.A for the improvement of passion fruit production by the grafting of the local variety on a variety resistant to phytophtora imported from CIRAD in Madagascar. A training session on grafting techniques was organized in Rutegama commune for 13 beneficiaries from FRUITO SA (5) and GARUKIRAMATONGO association (8) in early July 2010.The trainees were very interested and the success rate was 98%.

A total of 15.700 seedlings were grafted and planting will take place by the end of October by different farmer groups. BAP will follow up on this activity to count the final number of seedlings successfully transplanted. A draft of production contract between FRUITO S.A and the members of the association was developed by BAP and submitted to FRUITO for review.

Lessons learned:

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a.2 ATB: Solanaceas and cucurbitaceas production under greenhouse

No achievement.

Lessons learned:

Contrary to our original belief about ATB, the company was poorly motivated to launch the project discussed and did not follow up with the purchase of the seedlings for solanaceas and curcurbits from Kenya as expected. ATB has also diversified away from agriculture after the fall of the flower market in Europe which led the company to bankruptcy. No further work will be done with this company as the owner has not been responsive enough in recovering funds provided to initiate sourcing of the seedling.

Details:

The first disbursement for ATB was made on September 16, 2009 and the order confirmation for seedlings was sent on November 13, 2009. Delivery was planned 10-12 weeks after receipt of the order, but two weeks later the supplier of tomato seeds asked for more details about the import permit and the phytosanitary certificate. This information was sent to the supplier on December 24, 2009. Seedlings of different varieties were ordered from the company African Forest in Kenya. Delivery of the first portion of 1536 seedlings of Valoria tomatoes, 1664 seedlings of Nemo netta tomatoes, 768 seedlings of cucumber, 169 seedlings of eggplants and 47 seedlings of pepper was scheduled since early March, but, the supplying company has suffered several setbacks. BAP has advised to consider not sourcing from the supplier given its lack of success in delivering the order. ATB has cancelled the order and committed the dossier to his lawyer for reimbursement of the money.

a.3 DME: Multiplication of apple banana orchards under improved agronomic management

Achievement:

This activity is still on going as the banana seedlings preparation in partnership with the AGROBIOTEC's laboratory in Bujumbura has promised to have the seedling stock for planting in January 2011.

Lessons learned:

Working with AGROBIOTEC has been at times frustrating. The timeline for how and when the lab does the reproduction has not been clear. It would have been easier to source tissue-based reproduced banana plants from Uganda or other country with similar labs, but using local resources seemed to be a good idea for our project and for Burundi.

a.4 ACEPE and DUFATANEMUNDA associations: Increasing agricultural technology, expanding production, yields and profits.

Achievement: Several follow up activities were implemented concerning the use of agricultural inputs and tools. Training on improved seedling production techniques, trellising practices and good agricultural practices was provided to ACEPE and DUFATANEMUNDA associations. It was also confirmed that the use of the wooden boxes (cageots) for improved transportation of the harvest has been appreciated by farmers, sellers and transporters.

Several production manuals in French and Kirundi have been distributed to farmer associations and follow up training on technical and financial reporting was carried out with the participation of ADCs.

b) Introduction of small scale irrigation

b.1 TWITEZIMBERE, Busoni Commune, Kirundo: sprinkler and drip irrigation model plots

Achievement: The irrigation system for the overhead plot and the headlines of the drip irrigation plot were installed on a 0.75 Ha plot. The STTA irrigation expert was supposed to budget out, install and train farmers on the use of irrigation, pump and other equipment, but he could only install the irrigation system because the pump was not available. The beneficiaries contributed by the cleaning of the plot, the digging of tranches and the piping layout. Specifically, the following has been accomplished:

1) Under overhead irrigation
   - 25 raised beds of tomatoes (Roma variety) with trellising and 0,50m x 0,70m spacing;
   - 15 raised beds of onions (Bombay red variety): 13 raised beds at 10cm x 10cm spacing, 1 raised bed at 10 cm x 20 cm spacing and 1 raised bad at 15cm x 15cm spacing.
2) Under drip irrigation
   - 10 raised beds of tomatoes (Roma variety) with trellising and 0,50m x 0,70m spacing
   - 7 raised beds of onions (Bombay red variety): 5 at 10cm x 10 cm spacing, 1 raised bed at 10cm x 20cm spacing and 1 raised bed at 15cm x 15cm spacing.

Lessons learned:

Working with irrigation technology as implemented in this model and at the size of plots established has been a daunting challenge for the association. The problem is multidimensional, but mainly due to the fact that 0.7 has is seven times larger than what they are used to farm per season. As little as 0.7 Has can seem, this increase in plot size represents a challenge for the association in terms of operational expenses to take advantage of this technology. The trial should have been smaller and in future opportunities will be smaller for other associations.

Other challenges are intrinsically related to the novelty of the technology which represents simple issues such as understanding water pressure, to more significant challenges for Twitezimbere members such as learning to manage a gas-powered pump.

A well-managed irrigation system can become the signature activity of the USAID horticulture development efforts, but it can also bring a lot of stress on the project staff. As seen in other parts of the world, irrigation promises great benefits and it is important to plan carefully how we avoid simple every-day challenges and walk towards the first harvests to close the loop to evaluate expenses and profits for the association.

Another significant lesson learned in this activity was the difficulty of working with local equipment suppliers. BAP's motivation to work with Burundian companies on this project activity has been found with lack of seriousness and competence. Particularly, the company Techsol failed to deliver a gas pump

on time even though all necessary paper work had been exchanged. BAP ended up sourcing a pump with similar specifications from Rwanda days after the programmed arrival of the original pump. It has been learned that for similar interventions needing high reliability on specialized equipment it will be preferred to work with companies outside Burundi and with a track record as serious entrepreneurs.

Details:

The irrigation design and an inventory of required materials were made by the STTA irrigation consultant, Mr. Brian VINCHESI, and shared with the office in Burundi to source as much as possible from local shops. As a result, specific items were imported from the US and France, and most of PVC materials were purchased locally.

In TWITEZIMBERE association, Busoni commune, Kirundo province**,** the irrigation system for the overhead plot and the headlines of the drip irrigation plot were installed. The STTA irrigation expert was supposed to budget out, install and train farmers on the use of irrigation, pump and other equipment, but he could only install the irrigation system because the pump was not available. The beneficiaries contributed by the cleaning of the plot, the digging of tranches and the piping layout.

Flushing of overhead system in TWITEZIMBERE

Onion nursery in TWITEZIMBERE association

b.2 DUFATANEMUNDA association: Hand-dug well

Achievement:
A hand-dug well model completed with its protective wall and sanitary concrete seal.

Detail:
As considered in the Year 3 Work plan, a model of hand-dug well was constructed in DUFATANEMUNDA's plot in Gihanga commune. Contrary to the information provided by TECHSOL, the water-table was found at 11,6m deep and not at 25 as previously believed. The culture of digging wells for irrigation is new for Burundi. In the Gihanga region, only latrines as deep as 7 meters have had a similar experience. With this well, BAP hopes to accomplish the use of hand-dug wells for drip irrigation systems in small plots for a year-round production.

Gihanga is one of the driest areas in the country. It has been benefitted by a system of irrigation canals, but their water schedules are unreliable during the dry season making it impossible for farmers and farmer organizations to rely on them for vegetable crop production. With the construction of this well, the association will be able to have an alternative source of water on their field. The irrigation extension and method will be calculated after the water is analyzed and the performance of the well concerning refilling time over night is determined.



Having tried this in the Gihanga is a motivation for the future since areas like Bujumbura Rural and Cibitoke would tend to have the water table at much shorter depths. It is expected that farmers will learn from this experience and use their wells as a reliable source of water for drip and potential sprinkler and micro sprinkler systems.

c) Improving yields through easy-to-apply cultural practices

Achievement: 277 farmers trained on improved production practices

Lessons learned:
The adoption of trellising techniques is the most recorded way to measure how the Burundian farmer welcomes good ideas that do not represent excessive labor and input costs but that give fast rewards. The case is not the same for soil conservation practices or other practices dealing with protecting the environment and increasing long-term sustainability.

Detail:

Three farmer associations (DUFATANEMUNDA, ACEPE and ALUCOVIS) were trained on tomato trellising and two planting densities for tomatoes (30cm x 80cm) and (40cm x 80cm) were tested against normal techniques in DUFATANEMUNDA farmer association. There was no difference from one plant to another between the two planting densities, but the best yield per square meter was obtained with 30cm x 80cm spacing. In DUFATANEMUNDA association, the combination of the two cultural practices resulted in a yield improvement that could not be well calculated due to the water cut that occurred in the region during harvest time.

The table below shows the situation of farmers associations training on several cultural practices:

Province	**Training subject**	**Farmer association**	**Beneficiaries**		
			Total	**Male**	**Female**
Mwaro	Trellising	Abazimyamuriro	17	4	13
Gitega	Planting densities for Tomato and Eggplant	Turwanyinzara	5	3	2
		Twiyungunganye	5	2	3
Kirundo	Seedling production	Twitezimbere	22	9	13
Bubanza	GAP	ACEPE	10	3	7
		Dufatanemunda	12	1	11
	Seedling production	Dufatanemunda	12	0	12
	Trellising	Dufatanemunda	4	0	4
	Planting densities	Dufatanemunda	15	0	15
Bujumbura Rural	GAP	Ivunumusase Tuduzikivi	6	4	2
		Twitezimbere	17	11	6
		IGANI	64	48	16
		Ubumwe	44	0	44
		Abakenyezi Twisununure	16	1	15
Cibitoke	GAP	ALUCOVIS	21	6	15
		DUFASHANYE	7	0	7
Total			**277**	**92**	**185**

The production data for ACEPE, DUFATANEMUNDA and DUFASHANYE farmer associations are given in the table below, but the harvest is still on-going for DUFASHANYE association.

Association	Crop	Planned Area (ha)	Achieved area (ha)	Planned yield (kg)	Achieved yield (kg)	Real price (FBU)	Expected price (FBU)
DUFATANEMUNDA	Tomatoes	1	1.4	16,000	2,111	752,900	5,400,000
	Pepper	1	1.3	10,000	641	349,000	8,000,000
	Cabbages	1	1	10,000	-	-	3,000,000
	Total					**1,101,900**	**16,400,000**
ACEPE	Tomatoes	1	0.8	20,000	5,060	506,000	4,000,000
	Eggplants	0.5	1	10,000	8,300	830,000	1,000,000
	Onions	1	0.7	20,000	-	-	10,000,000
	Amaranths	0.5	0.3	2,500	1,200	-	375,000
	Cabbages	1	0.5	20,000	2,000	300,000	3,000,000
	Pepper	1	0	20,000	-	-	6,000,000
	Total					**1,636,000**	**24,375,000**
DUFASHANYE	Tomatoes	0.5	0.5	5,000	3,445	785,000	2,500,000
	Cabbages	0.125	0.125	3,500	-	-	700,000
	Watermelon	0.125	0.125	4,500	-	-	4,500,000
	Total					**785,000**	**7,700,000**

d) Solar dehydration for fruits and vegetables

Accomplishment: one model solar dryer completed for training and demonstrations.

Lessons learned:

Our team has not been able to spread the word on this technology, which has caused a delay in farmers to adopt solar energy-based food conservation practices. Seeing is believing and we have first to teach BAP's ADC's that the technology is worth sharing with farmers, particularly in areas with serious food insecurity like Kirundo.

Details:
A mid-size prototype for food solar dehydration has been developed (BAP-ASA-B). Calibration of BAP-ASA-B was done for tomatoes. A presentation to ADCs on solar dehydration for fruits and vegetables was done. One suggestion that came out of the training is to have a small model built for training in Kirundo, an area where this technology can help associations dehydrate over production and keep it for consumption at a later date. Solar dehydration materials have been developed and translated to Kirundi.

Some modifications were done on the mid-size prototype for food dehydration to accelerate the drying system. The process has been tested successfully with tomatoes, but the prototype still needs to be modified in order to reduce the dehydration time and the risk of contamination by surrounding microorganisms.

DEMAND-SIDE ACTIVITIES

On demand- side, several activities were carried out such as development and extension of wooden boxes (cageots) for the improvement of fruits and vegetables transport, expending small farmer linkages with national and regional buyers, training to Confiturerie de Bugarama on GMP's and food presentation, relocation of Muramvya vegetables market.

a) Wooden boxes extension for food and vegetables transport (see success stories)

Achievement: A recent assessment among those who adopted the wooden boxes shows that the price of tomatoes in wooden boxes is 10% higher than those in traditional baskets, the transport cost is 17% lower and the damages are reduced by 20 %. Overall, we calculate between 25 and 30% higher profits for tomatoes transported from the field to the market in the wooden boxes promoted by BAP.
Lessons learned:
The introduction of this new technology for the Burundian horticulture sector has been received with reservations at first. However, with constant demonstrations in the field, several farmers experienced its benefits in terms of reducing post-harvest losses, increasing the product appeal in the market and in reducing transportation costs and efforts on a kilogram-by-kilogram basis.

b) Expending small farmer linkages with national and regional buyers

Achievement: this is an on-going activity that initiated by contacting the top 12 restaurants, supermarkets and hotels as potential buyers for BAP-supported farmer associations

Details
A first approach to end-buyers has started with a business dinner with 12 hotels, restaurants and supermarkets representatives was held on March 30th. The list of attendees included the representatives of Restaurant « Le Flamboyant », Restaurant « Ku Kayange », **B**otanica. The Hotels: King's Conference Center, Village Hotel, Hôtel Source du Nil, Kiriri Résidence, Sun Safari Club and Safari

Gate were present as well. As far as supermarkets, Alimentation Au Bon Prix, Supermarché Mutoyi, Alimentation Fidodido et Le Caddie attended the meeting.

An inventory of the horticulture buying capacity, installed cold room capacity and total area dedicated to fresh fruits and vegetables was done and a policy brief was conducted. Important insights as far as the size of the high-end Bujumbura market for fruits and vegetables was obtained with this information.

Training material for Good Manufacturing and Hygiene Practices for hotels and restaurants has been developed and translated to French and Kirundi. Some modifications were added to tailor the material to the foodservice industry. This was done at the behest of the National Hotel and Restaurant Council (Conseil National des Hôtéliers) and is a direct result of the business dinner organized on March 30th.

As a result of the event, The restaurant Khana Khazana has promised to buy 400kg of tomatoes per week from DUFATANEMUNDA association if they can guarantee to produce the Roma variety and supply it on a regular base.

c) Training to confiturerie de Bugarama on GMP's

Achievement: Ongoing activity targeting farmers on better production of fruit jams. Introduction of new products and packaging is pending.

Details:
A training session on Good Agricultural and Manufacturing Practices was imparted to the members of Confiturerie de Bugarama by Mr. Luis Flores and the ADC of the Muramvya Province, an association of 24 men and 8 women dedicated to the production of fruit jam. The training also included a review of product packaging alternatives for different market segments. The training also allowed the horticulture team to validate the practicability of the training material developed, which was well received by the trainees. The project will follow up with the association to improve their facilities, support their marketing efforts and complete the building of a sales shop on their property next to the road.

d) Relocation of Muramvya vegetables market

Partial achievement: Negotiations in place to establish the new Muramvya market. Agreement on the rental of the location is pending to proceed with the market management program.

Lessons learned:

Initiating an activity like this when the development project handles all the decisions can run into the common mistake of not gaining the buy-in of the vendors who will ultimately use the new market location facilities. As a result, one can see several efforts where large and expensive buildings meant to serve as markets stand without use. Our approach has been to involve the associations in every step of

the way so that we make sure the project is theirs to make it successful. The downside of this approach is that the decision-making process is slow and does not provide results expected in our estimated time frame. We continue to support this activity and are convinced we will do it as long as it is the association making the decisions for themselves and not our project.

Details:
Muramvya area is famous for producing highland vegetables, but the growers don't benefit from their production because there is no suitable selling point and the wholesalers from Bujumbura offer them very low prices on the field. BAP has suggested them to create a cooperative and try to sell their products in an open place with access to parking, toilets and hand washing facilities with permanent water. They found the place near the National Road Bujumbura –Kayanza and the owner of the plot approved the establishment of the vegetables market in April 2010. The nine farmers associations decided to work together as a cooperative named ABASANGIRAJAMBO in order to be stronger and to avoid jalousie between the individual groups for the usage of the sale point.

The cooperative was legally agreed at provincial level in July 2010. The members agreed on the design to be adopted and their contribution in labor for the fulfillment of the project. They also agreed to develop the standard management procedures of space and to organize different commissions to keep the place clean and running in order to attract customers.

In detail, this point of sale would have a parking lot for busses and small cars, selling plots of 1.5m x 2m to be leased out for a minimum price per month in exchange for access to space and misters to keep the products fresh. Additionally, toilets and hand washing facilities with permanent water, paper and soap for hand-washing would be available, three rooms for storage of tables or chairs used in the vending posts, a washing station for fruits and vegetables in the back of the building, and an open place where the clients could enjoy their drinks and where grilled meat could be sold.

The use of toilet facilities would be charged with a minimum cost (to be determined). This practice was intended to generate enough resources to keep the facilities clean and comfortable for travelers from and to the north who, based on our experience, have no other place to use toilet facilities in transit and comfort themselves in that area. Bugarama is at 8 kilometers from this market, but it has grown into a crowded area without any ordinances and comfort for travelers to get off their vehicles or use toilet facilities.

The rehabilitation plan and the budget were developed by a constructor and submitted for revue to the group of associations who accepted them. A negotiation strategy was developed by BAP for the cooperative and discussed with its members. The cooperative negotiated with the owner of the property on the best agreement to use the land targeted for the new market. After a first approach with the owner of the location, negotiations on renting conditions are still going. The owner has expressed that the group's proposal is too low for his expectations and he doesn't feel comfortable to sign a contract for a long period of time with such a new organization without any experience and which can

be broken any time. Anyway the group will continue the negotiations and BAP will look for alternative solutions to spend less on the property up front. As it stands, BAP would need to support the farmer associations with nearly $10,000 to rehabilitate the site. This investment would be fixed to the building and it will mean nothing would be recovered if the initiative does not provide the expected results. The only alternative now is to just use the field as a trading camp with only one toilet rehabilitated and the installation of access to water. If enough traffic of buyers is generated, BAP could consider making other investment with the agreement and cost-sharing of the associations involved.

CROSS-CUTTING ACTIVITIES

Several cross-cutting activities on training and capacity building were also carried out with the support of ADC's and most of training kits are available in French and Kirundi. Those activities include: organization of a training workshop on GAP, GMP and IPM for ADCs and DPAEs, farmer associations training on GAP, IPM and SCP, analysis of grant requests for farmers organizations, following small grant requests for farmer organizations, development of banana and onion production manuals in Kirundi, coordination of farmers associations training by the ADCs, development of a Memorandum of understanding with EUCORD for white sorghum production, training workshop on small scale irrigation practices through ADCs and DPAEs, development of a training kit for best trellising practices for several products, training on solar dehydration for fruits and vegetables, development of a soil conservation practices training kit and development of a GMP training material in Kirundi for food services and supermarkets.

a) Farmer associations training on GAP, IPM and SCP

Farmers associations were trained by ADCs on GAP with the training material in Kirundi. The table below shows the training sessions which were divided in many subjects (water quality, safety, Environment, chemicals and fertilizers, harvest and post-harvest).

b) Training sessions on Good Agricultural Practices (GAPs) in the third quarter of FY3

Province	Association	Date	Location	Number of members	Participants			Training subject
					T	M	F	
Bubanza	ACEPE	12.04	Gihanga	15	10	3	7	Water, hygiene, environnement
	DUFATANEMUNDA	12.04	Gihanga	22	13	0	13	Water, hygiene, environnement
Cibitoke	DUFASHANYE	23.06	Ruhagarika	11	11	0	11	Water, hygiene, environnement
	ALUCOVIS	23.06	Cibitoke	68	21	6	15	Engrais et pesticides
	ALUCOVIS	25.06	Cibitoke	26	19	3	16	Water, hygiene, environnement
Kirundo	TWITEZIMBERE	19.05	Busoni	25	21	9	12	Water, hygiene, environnement
Buja Rural	IGANI	08.06		40	40	28	12	Water, hygiene, environnement
	TWITEZIMBERE	17.05	Maramvya	17	10	5	5	Water, hygiene, environnement
	ABAKENYEZI TWISUNUNURE	21.04	Rubirizi	19	16	15	1	Water, hygiene, environnement
	UBUMWE	22.04	Rubirizi	53	36	0	36	Water, hygiene, environnement
TOTAL				**296**	**197**	**69**	**128**	

The table below shows the situation of farmers associations training on GAP and IPM in the 4th quarter of FY3.

Province	Training subject	Farmer association	Beneficiaries		
			Total	Male	Female
Bubanza	- How to protect a water source - The importance of hygiene in horticultural production	DUKOREREHAMWETWUNGURANUBUMENYI	12	0	12
Buj. Rural	Water, hygiene, fertilizers and pesticides	ABAKENYEZI TWISUNUNURE	14	1	13
	Use of clean water for irrigation	GIRUMWETE	13	1	12
	How to use pesticides	GIRUMWETE	13	1	12
Muramvya	- How to use pesticides (Awareness) - The advantage of manure compared to mineral fertilizers.	RUMURI	12	7	5
		GARUKIRABAKENYEZI	16	1	15
TOTAL			**80**	**11**	**69**

c) Guiding farmer organizations to submit small grant requests

Two associations' projects were approved in February 2010. The first one was to ACEPE, a group of 5 men and 10 women located in Gihanga commune, Bubanza province. Four hectares were planted with tomatoes, peppers, eggplants, onions, amaranths and cabbages for the local market. The granted amount is $8122.00. This amount has been used for tools, pumping engine, soil preparation, manure, seeds and trellising material. The second association is DUFATANEMUNDA I in which tomatoes, peppers and cabbages were planted for several cycles on 3 hectares. The granted amount was $8399.00. This amount has been used for tools, pumping engine, soil preparation, manure and seeds.

Two more grant proposals for ALUCOVIS and DUFASHANYE associations of Cibitoke province were approved in June 2010. The approved amounts were $ 4,984.00 for ALUCOVIS and $ 4,160.00 for DUFASHANYE. Those amounts were used for tools, pedal pumps, soil preparation, manure, seeds and trellising material. Follow up, training on seedling production, planting densities, trellising, use of management tools and good agricultural practices were carried out.

Nineteen more projects which are described in the following table are on review:

#	Association	Region	Members		Products
			Male	Female	
1	Twitezimbere	Bujumbura Rural	12	5	Tomatoes, pepper, pili-pili
2	CFR-Twiyunge	Gitega	5	9	Pineapples, prunes du Japon, passion fruits
3	IGANI	Bujumbura Rural	97	186	Tomatoes,eggplant, onions
4	Confiturerie de Bugarama	Muramvya	28	8	Fruit jam
5	Abazimyamuriro	Mwaro	2	14	Tomatoes, passion fruit, onions
6	ACUVAM-Tugwizumwimbu	Cibitoke	10	6	Pineapples
7	ADR	Kirundo	26	12	Plant production
8	AGRED	Mwaro	0	31	Tomatoes, prunes du Japon, onions
9	APROPF	Gitega	1	0	Plants production

#	Association	Region	Members		Products
			Male	Female	
10	Twijukirikawa	Kayanza	47	9	Passion fruits
11	Ubumwe	Bujumbura Rural	0	53	Onions, tomatoes, cabbages, watermelon
12	Garukira amatongo	Muramvya	326	194	Passion fruits, avocadoes
13	Girumwete	Bujumbura Rural	2	15	Tomatoes, onions
14	Tugirisuku	Muyinga	17	30	Tomatoes, eggplants, cabbages, onions, amaranthus
15	Twiyungunganye- Butuhurana	Kayanza	31	2	Passion fruits
16	Twiyungunganye-Ruvumu	Mwaro	0	16	Tomatoes, cabbages, onions, prunes du Japon
17	Cimpaye Michel	Bujumbura Rural	1	0	Tomatoes, eggplants, pepper
18	Urumuri rw'abarimyi n'aborozi	Bujumbura Rural	21	9	Tomatoes, cabbages, eggplant, pepper
19	ADAP-Tugwizumwimbu	Cibitoke	6	5	Tomatoes, onions, cucumber
	Total		632	604	

A check-list of requested information for each project was established and given to ADCs and the associations so that they can revise their proposals.

Three of those associations (TWITEZIMBERE, IGANI and CIMPAYE Michel) have revised their proposals and the dossiers are completed at 90%.

In September 2010, 12 more associations of Mwaro province have introduced their proposals which are still on review.

d) Library of training materials to Kirundi

A library of training materials in Kirundi has been built with all the information disseminated through our horticulture value chain development activities. The following is a list of documents now available in Kirundi.

1) Production manuals in French for tomato, eggplant, cucumber, pepper, watermelon, strawberry, passion fruit and apple banana.

2) Translation of irrigated onion production handbook from English to Kirundi.

3) Presentations on Good Manufacturing Practices, Good Agricultural Practices and Integrated Pest Management are now used with farmers in their maternal language

4) Trellising practices for tomatoes and peppers

3) Partnership between BAP and EUCORD for White Sorghum production project

BAP and EUCORD have developed a partnership for the execution of the white sorghum project of BRARUDI in Bubanza and Cibitoke provinces.

The two organizations have signed an MOU in which EUCORD will be responsible for technical issues, while BAP will provide to farmer organizations the capacity building on institutional and organizational levels through ADCs.

During the 3rd and the 4th quarters, a sensitization campaign was jointly organized by BAP and EUCORD in Cibitoke and Bubanza provinces to invite farmers to participate in white sorghum production under EUCORD supervision.

The project was appreciated by the farmers who thought that the price (360 FBU/kg) should be increased to make sorghum competitive with other cash crops in the area.

After negotiations, BRARUDI increased the price from 360 FBU/kg to 450 FBU/kg. This resulted in a higher motivation of farmers to grow white sorghum. At the end of September, EUCORD and BAP held meetings to initiate the creation and the legalization of farmers associations. In Cibitoke province, 1,514 farmers were registered. They were distributed in 7 cooperatives whose production will be collected in 7 containers. In Bubanza province, 200 farmers were registered. They were distributed in 2 cooperatives whose production will be collected in 2 containers. The drafts of status for the associations are being discussed by the members. After the signature and legalization of their status, the associations will sign a contract that will give them access to the input credit from BRARUDI.

Training on small scale irrigation practices through ADCs

A core activity under irrigation was a training workshop held by the irrigation expert in Kirundo on June 17th. There were fifteen attendees including the ADCs of Kirundo, Bubanza and Cibitoke provinces, the DAPEs of the above provinces, 4 students of Ngozi University and the representatives of three farmers associations (DUFATANEMUNDA, DUFASHANYE and ALUCOVIS) which are supported by BAP. The workshop was judged as pertinent for Kirundo and other regions with water problems, highly technical and, in some areas, challenging to understand, but highly motivating to the attendees to pursue further knowledge on this important aspect of agronomy and horticulture production.

The agenda of the workshop presentation included the following topics:

- Description of low volume irrigation;
- Water quality and soils;
- Design and installation of overhead irrigation systems;
- Design and installation of drip irrigation systems;
- The irrigation maintenance;
- The sourcing of materials;
- Some addresses for irrigation information and sourcing of materials;

In conclusion, the expert recommended:

- To choose equipment based on water quality and pumping requirements;
- To understand the soil water holding capacity and intake rate;
- To design the system for high uniformity and efficiency;
- To remember the importance of filter, gauges and air release valves;
- To choose the proper quality pipes;
- To adopt a proper schedule of irrigation;
- To install correctly the systems;
- To ensure a good maintenance

It was the emphasis of the workshop that the trainees realized how important being aware about the above points was to ensure that the systems will be run efficiently. The workshop also included live demonstrations of how filters, valves and other pieces of equipment work. For everyone, including the DPAEs, this was a first opportunity in their careers to learn about modern irrigation systems in a practical manner. In the afternoon, a field visit was organized in Busoni commune were the irrigation system was being installed. The presentation will be translated to French for easier comprehension.

Host country commitment

- The DPAEs have oriented the ADCs in the identification of partner associations and they have attended training sessions on GAP, GMP, IPM and small scale irrigation.
- Administrative authorities have facilitated the legalization of the status of farmer associations and the delivery of import permit.
- The DPAE Kirundo has encouraged TWITEZIMBERE farmer association by giving them some seeds and agricultural tools as an award to the best associations.

- ISTEEBU has given BAP access to their data base which allowed us to follow the trend quantities and price of agricultural products.

Cross Cutting Activities

Producer Associations, Women's Leadership and Micro-Enterprises

Capacity Reinforcement of Women's Association Leaders

Training of Literacy Trainers

This Project Year BAP, in partnership with the National Literacy Service has trained a total of 409 Literacy Trainers in the Project Zone. Of these 391 (or 95.6%) are women.

PROVINCE	Association Leaders Trained as Literacy trainers	Women Leaders Trained as Literacy Trainers
BUBANZA	33	30
BUJUMBURA RURAL	36	34
CIBITOKE	34	31
GITEGA	30	26
KAYANZA	69	66
KIRUNDO	34	34
MURAMVYA	35	35
MUYINGA	35	35
MWARO	35	33
NGOZI	68	67
TOTAL	**409**	**391**

Sixty four percent of these trainers were trained during the fourth quarter of this project year. The following table provides details for provinces in the center and north of the country.

Province	Total	Men	Women	% of Trainers who are women
Gitega	30	4	26	90%
Muramvya	35	0	35	100%
Kayanza	69	3	66	95.6%
Kirundo	34	0	34	100%
Muyinga	35	0	35	100%
Ngozi	68	1	67	98.5%
Total	**271**	**8**	**263**	**97,05%**

By the end of PY 3, literacy trainers had opened 90 centers in eight of ten provinces in the project zone. There were 1564 participants on the rolls of these centers.

Province	**Nombre de centres d'alphabétisation**	**Effectif à former**
Bubanza	8	123
Bujumbura Rural	4	118
Cibitoke	15	298
Mwaro	12	223
Muramvya	8	132
Gitega	9	189
Kayanza	24	347
Kirundo	A préciser	A préciser
Muyinga	10	134
Ngozi	A préciser	A préciser
Total	**90**	**1564**

Of the centers that have been active for at least a two months- those in Bubanza, Bujumbura Rural, Cibatoke, Mwaro and Muramvya, of 894 new learners registered, 772 women or over 86% are regularly present at the training sessions. The average number of inscribed participants for all centers is 17.3. For centers where sessions are on-going, average class size is 19.49. As can be seen in the following table 42 women's associations are currently pursuing literacy training. On average, participation is highest in Bujumbura Rural (29.6) and lowest in Bubanza (10.38).

Participation by members of Women's associations in Provinces targeted by BAP receiving literacy

Province	**Assn**	**PP**	**Mean # PP/Assn**
Bubanza	9	83	10.38
Bujumbura Rural	5	148	29.6
Cibatoke	9	188	20.89
Muramvya	8	132	16.5
Mwaro	11	221	20.09
Total	42	772	19.49

Improving Rural Women's Leadership and Managerial Capacity

Three training modules of themes designed to improve the management capacity and leadership skills of women's association leaders were facilitated by ADC during this project year. These modules are:

1. Creation, Organization and Management of an Association
2. Simplified Accounting
    a. Petty cash management (*Tenue de Livre de Caisse*)
        i. Documentation and Justification of Expenses
    b. Inventory control and management (*Tenue des fiches de stock*)
    c. Depreciation and Amortization of Capital Assets
3. Mobilization of Resources

In Total 1038 women leaders from the 10 provinces in the project zone participated in these training sessions. The largest participation was registered for the first module with 539 women leaders in 8 provinces participating. Petty cash management with its sub-theme concerning the documentation and justification of expenses was the second most subscribed theme with 322 participants from 6 provinces. Inventory Control and Management was offered to leaders in only 4 provinces, but registered 87 participants while the theme depreciation and amortization of capital assets registered 44 participants from three provinces. Seventy three percent of these participants were in the province of Cibatoke. The other participants were in Bujumbura Rural and Kirundo. It should be noted that it was in these three provinces that associations composed primarily of women received project small grants assistance for their horticultural activities.

Theme	Bubanza	Buj Rural	Cibatoke	Gitega	Kayanza	Kirundo	Muramvya	Muyinga	Mwaro	Ngozi	TOTAL
Creation, Organizatioon and Management of Associations			27	31	123	85	65	34	6	168	539
Petty Cash Management	32		69	37	54	122	8				322
Inventory Control and Mgmt			60	9	12	6					87
Depreciation and Amortization of Capital Assets	32	6				6					44
Community Resource Mobilization				4		42					46
Total	64	6	156	81	189	261	73	34	6	168	1038

Women's Professional Development

Commercial English Language Training

BAP has assisted 25 women from three different organizations: AFAB, CAPAD and Team Travel Agency to improve their commercial English language skills in order to improve their capacities and competitiveness in undertaking business activities in the East African Community. BY the end of this year the women participants were scattered between Upper Beginning and Upper Advanced. We note

however that average participation of AFAB members is 73.3%, while only 56% of CAPAD members are attending the sessions regularly.

Capacity Reinforcement in Sewing (Tailoring)

The Association Bizoza of Bukirasazi in Gitega received technical and material assistance from the program in sewing. The association had received three sewing machines from a partner, but no one in the association knew how to sew. With BAP assistance they hired a seamstress to train six association members in designing, cutting and sewing clothes. The women invested four hours twice a week for six months learning the basics. The association made 45 skirts and 16 tops as school uniforms for sale to middle school students. Of these, 36 skirts and ten uniform tops have been sold. Six skirts were sold at 4500 F each, the other 30 were sold at 4000 F/each because they were sold in bulk. The shirts were sold at 2500 FBU/each. From this activity the association has generated 172.000 FBU.

Participation at HORTEC

BAP sponsored the participation of two women's enterprises "Christa Fleur" and "Ishuwe Ikirinzi" to HORTEC 2010, Trade Fair in Nairobi. Following their participation at this Trade show, both enterprises have identified interested investors. Contracts are being drawn up. The partner to Christa Fleur has actually visited Burundi and made technical recommendations for improving her enterprise.

International Women's Coffee Alliance- BURUNDI Chapter

BAP provided contacts and financial assistance to women of Burundi's Coffee Sector to facilitate the setting up of a local chapter of IWCA. Following initial discussions at SCAA, a facilitator from Tanzania was invited to present a one day workshop on IWCA to Burundian women active in the coffee sector. In September IWCA Board member Phyllis Johnson came to Burundi to meet coffee sector actors, visit infrastructure and monitor the evolution toward legal recognition for the Burundi Chapter.

Host Country Engagement

BAP collaborated closely with the National Literacy Service which furnished not only facilitators for each of the Literacy Training of Trainers workshops, but pedagogical material, approaches, and pertinent advice.

BAPs Community Development Agents (ADC) work closely with the hillside chiefs, assistant agronomists and the SOGESTAL staff in reaching lead farmers, in facilitating meetings, workshops and training sessions. We have noted the participation of assistant communal agronomists at ADC facilitated workshops and training sessions in Kibogoye of Muramvya Province, in Rubiriza and Mutimbizi and in the province of Mwaro.

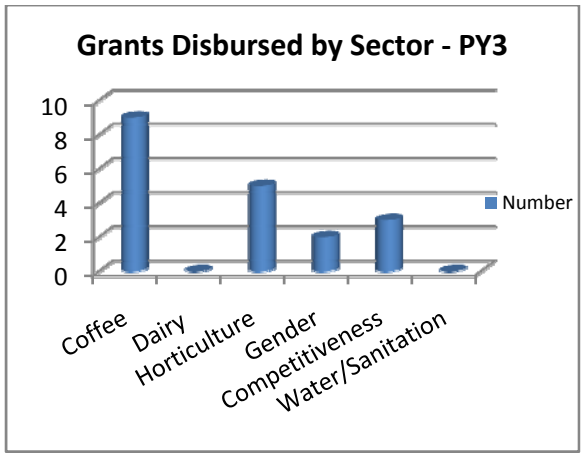
Grants and Financial Intermediation

Grants

Approved Grants

In project year 3, BAP approved a total of 19 grants valued at $146,791. The total number and value by project sector is shown in the table below. Detailed information per grant is provided in the table in the annexe.

Graph 1. Grants Approved and Disbursed - PY3



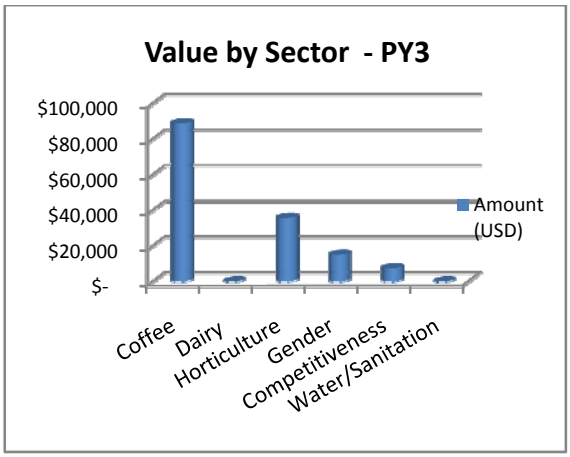


Table 1. BAP Grants Approved – PY3

Sector	Amount Approved by Sector (USD)	Total Number Approved by Sector
Coffee	$ 88,776	9
Dairy	$ -	0
Horticulture	$ 35,640	5
Gender	$ 14,970	2
AGCI/MSME	$ 7,405	3
Water/Sanitation	$ -	0
Total	**$ 146,791**	**19**

Grants in Process

BAP has a significant number of grants under review. These are largely small grant requests from farmer associations seeking assistance to improve production and commercialize various horticultural crops. Many of these dossiers have been under review for several months. The delay is due to grantee's

inability to produce required documentation such as bank account information, evidence of past experience producing the crop they wish financed (registration of income/or loss of past campaigns) and evidence of organization as an association (meetings held, membership lists etc). Other delays are due to the time it takes to mentor the grantee through the dossier development process (i.e. producing a basic activity budget, developing a planning calendar etc.)

BAP is working to reduce the time required for review by working more closely with grantees. The Grant Manager will begin increasing his trips to the field to visit with grantees and obtain information faster. BAP expects decisions to be made on 6 horticulture grants and 2 dairy grants during November 2010.

Table 2. BAP Grants in Process – PY3

Sector	Amount Requested by Sector (USD)	Total Number Requests by Sector
Coffee	$ -	0
Dairy	$ 135,306	2
Horticulture	$ 07,353	19
Gender	$ -	0
AGCI/MSME	$ 32,813	2
Water/Sanitation	$ -	0
Total	**$ 275,473**	**23**

Grants Rejected

This year BAP rejected 26 grants valued at over $212,000, however the majority came from coffee cooperatives seeking financing to construct cherry collection centers located at the hillside level in proximity to growers. One of BAP's primary objectives for the coffee sector is to improve quality. One of the key steps to increasing quality is to reduce the processing time from cherry harvest to delivery at a CWS. The pre-processing that occurs at collection centers over-ferment the cherry before it arrives at the CWS and therefore reduces quality. BAP was therefore, unable to approve these grants but will continue to reinforce this information through technical assistance delivered under the coffee component.

Table 3. BAP Rejected Grants – PY3

Sector	Amount Rejected by Sector (USD)	Number Rejected by Sector
Coffee	$ 0,708	16
Dairy	$ 9,157	1
Horticulture	$ 32,158	7
Gender	$ 9,312	2
AGCI/MSME	$ 32,813	2
Water/Sanitation	$ -	0
Total	**$ 74,149**	**28**

Credit

Credit Facilitated and Approved at Partner Financial Institutions

This year, four BAP assisted credit applications received funding under the DCA facility at Interbank Burundi, three of which are from the dairy sector. The fourth application was a request for financing under IBB's microfinance window. Applications from the dairy sector include one private dairy processor, one dairy association, and one individual entrepreneur. Turame Community Bank, a project of World Relief, approached BAP to assist in facilitating a 200 million Fbu credit application by reviewing and attesting to the soundness of its business plan. BAP agreed and the loan was approved in Q3, 2010.

Table 4. BAP Facilitated Credit, Approved – PY3

Sector	Credit Amount Approved by IBB by Sector (USD)	Number Approved by IBB by Sector
Coffee	$ -	-
Dairy	$ 245,736	3
Horticulture	$ -	-
Gender	$ -	-
AGCI/MSME	$ 162,470	1
Water/Sanitation	$ -	-
Total	**$ 408,206**	**4**

Credit Facilitated and Pending at Partner Financial Institutions

In Q2 of PY3, Laiterie de MUYANGE in Bururi Province requested technical assistance from BAP in reviewing the business plan and developing a credit request to construct and equip a milk processing plant in Bujumbura. The application in the amount of $543,227 was returned to the grantee for correction but has yet to be resubmitted.

Credit Facilitated and Rejected at Partner Financial Institutions

Five BAP facilitated credit applications from the coffee sector totaling $1.4 million were rejected this year at partner financial institutions. BAP assisted coffee cooperative NYARURAMA and cooperative MUSEMA in Kayanza Province, to submit credit applications to Interbank Burundi to finance the construction cost and equipment procurement of mini-washing stations in Kayanza. Cooperative UBWIZA BW'IKAWA also in Kayanza Province sought over $316,000 to finance the 2010-2011 coffee campaign.

BAP observes that all three applications were rejected due internal bank management issues. The first two applications were rejected by the Provincial Branch Manager in Kayanza despite the favorable view of the application by the Director General at the main branch in Bujumbura. Unfortunately, BAP was unable to intervene to resolve this conflict as it did not come to our attention until after the coffee campaign was over. The Ubwiza bwi'ikawa application was rejected when the cooperative could not meet the 12 month repayment terms.

BAP assisted SOGESTAL Kayanza in submitting a loan request in the amount of $600,000 to Root Capital, to finance their 2010-2011 coffee campaign. Root Capital approved approximately half the request ($324,000) in accordance with its lending terms. Unfortunately SOGESTAL Kayanza's major stake holder, SOCABU, refused to approve the loan.

Root Capital initially approved an $805,000 loan to SOGESTAL Kirundo, however due to internal management problems the SOGESTAL could not present an authorized representative to sign the loan. Root Capital terminated the loan.

Table 5. BAP Facilitated Credit, Rejected – PY3

Sector	Credit Amount Rejected by IBB by Sector (USD)	Number Rejected by IBB by Sector	Credit Amount Rejected by OFI by Sector (USD)	Number Rejected by OFI by Sector
Coffee	$ 328,863	3	$ 1,129,400	2
Dairy	$ -	-	$ -	-
Horticulture	$ -	-	$ -	-
Gender	$ -	-	$ -	-
AGCI/MSME/Other	$ -	-	$ -	-
Water/Sanitation	$ -	-	$ -	-
Total	**$ 328,863**	**3**	**$ 1,129,400**	**2**

BAP Technical Assistance

Capacity building to Grantees

BAP's principal goal under the small grant program is to build our beneficiary's capacity to successfully launch and manage small scale agricultural projects on a sustainable commercial basis. BAP uses the program's grant award and management process as a practical, hands-on way to transfer basic planning, cooperative governance, technical project, and financial management skills to grantees.

During the year, BAP's Grant manager in collaboration with our Community Development Agent provided a range of tailored technical assistance at each stage of the grant review, development and approval process. The pre-award review ensures that the grant meets BAP's goals and objectives and

minimum submission standards. Grantees whose application passed the program's pre-award review were mentored through the development and of management tools including budgeting, preparation of financial statements and financial projections, cash flow, inventory control, procurement, and the technical elements of a project (objectives, results, activities indicators, audit, etc.). Approved grants are assigned to BAP's component leaders and Community Development Agents to oversee activity planning and start up and scheduled follow up.

BAP also provided technical assistance to those grantees whose activities fall outside of BAP's objectives. In June, the association TWUMVIKANE in Cibitoke requested BAP assistance to purchase raw material for soap production. After a brief meeting in the field, BAP determined that the project was viable and therefore facilitated a meeting with COSPEC, the microfinance program of the IMF in Burundi. COSPEC expressed interest in collaborating with the association and provided TA on applying for credit with their institution.

On 14 September 2010, the BAP DCOP and Grants Manager presented the small grants program to the membership of AFAB. Throughout the year, BAP noticed a lack of understanding on behalf of the organization and individual members requesting grant assistance, of the small grant program's financial management procedures. AFAB invited BAP to come to its Tuesday evening membership meeting to present the program. Approximately 30 women were in attendance. Afterward, AFAB reported that the presentation was very well received and our requirements well understood.

Facilitating access to credit at commercial banks and MFIs

In PY3, only 4 BAP facilitated loan applications were approved at commercial banks (three under the DCA facility at IBB). There are a number of well known reasons for this including entrenched risk aversion among Burundian banks toward lending to farmer associations, as well as a lack of capacity among bank management to accurately evaluate rural credit requests and develop appropriate financial products. BAP finds it must reinforce staff capacity to understand bank policies and challenge bank management on the viability of our clients. BAP observes that it must mentor project staff to overcome the general mindset against questioning a perceived superior. BAP must balance time invested in mentoring with results, and will use this as part of its performance evaluation and staff decision making in Year 4

Outreach to Financial Institutions

In PY3, BAP conducted outreach meetings with 6 financial institutions to learn of their requirements and potential interest for lending to BAP clients. Meetings were held with:

Three-commercial banks:

- La Banque Nationale pour Développement Economique (BNDE),
- La Banque de Crédit de Bujumbura (BCB) et
- l'ECOBANK

Three-Microfinance Institutions:

- la Coopérative Solidarité pour l'Epargne et le Crédit à CIBITOKE (COSPEC),
- la Caisse Coopérative d'Epargne pour le Crédit Mutuel (CECM) et
- TWITEZIMBERE Microfinance

Among the three banks, BAP reports the following results:

1. In general all three banks are more interested in lending to/working with their current/former clients that already meet their requirements, instead of identifying new ones.
2. Operate in the traditional manner i.e. financial products are not diversified to meet customer needs.
3. Generally do provide capacity building opportunities to members and non-members
4. Generally will accept to take risks on financing BAP clients but insist on access to the DCA guarantee facility.

The MFI's visited were interested in collaborating with BAP clients however these clients must meet the same conditions as their regular customers. They also stressed that they want to access the guarantee fund.

Capacity Reinforcement

In June, BAP's Grant Manager traveled to project implementation areas to conduct 2-day capacity reinforcement trainings for BAP ADC's in an effort to ensure proper support to our clients. The themes of the training were:

- How to Identify the Needs of a Producer Organization
- Conducting a Feasibility Study for a Project or Activity
- Mobilizing Resources to Start a Project

ADC	Intervention Area	Training Location	Training Date
E. NKURUNZIZA R. NZOSABIMANA	Gitega-Muramvya	Gitega	15-16 June, 2010
P. NYANDWI R. INASHAZA B. GAKOBWA D. HAKIZIMANA J.F. RWIHA A. NDIKURIYO	Kayanza-Ngozi-Kirundo-Muyinga	Ngozi	23-24 June, 2010
E. RWABINTARE B. BIZOZA P. NIBARUTA D. NTAGUZWA	Bujumbura Rural, Bubanza, Cibitoke, Mwaro	Cibitoke	July 5-6, 2010

Challenges

Despite the importance of this mentoring process, BAP continues to observe significant delays in moving grant applications through the review process. In general, grant applications are poorly developed and minimum requirements are often not met. Follow up to obtain these requirements take an inordinate amount of time.

Community Water, Hygiene, Sanitation and Effluent Mitigation

Key Results

The Burundi Agribusiness Program's water, sanitation, hygiene and coffee washing station (CWS) effluent control activities (water related projects) have made substantial progress since the end of Year Two. BAP anticipates finalizing these activities during the first quarter of Year Four. Overall completion status of this component's is estimated at 90 percent. The last two remaining projects to be completed are the Kayenzi and Kigoganya community water systems. These two water systems represent the most complex projects of this activity's 22 total construction projects. Kigoganya remains the most challenging due to the time it has taken to analyze the pumping requirements and pump selection that can be maintained by the community. Both projects are expected to be fully built-out by the end of October and mid-November, respectively.

When all water related projects are complete the activity will have benefit approximately 33,884 people which represents a 46 percent increase over the original target of 21,000. The activity's key indicators and results are summarized in Table XX below. Overall, these results represent a significant increase in the well-being and potential livelihood improvements in the thirteen target areas where BAP has implemented these activities. The following is a discussion of the specific challenges experienced, lessons learned and results achieved for each activity – community water system improvements, sanitation improvements, WASH training, and CWS effluent control system improvements.

Key Indicators and Results

Description	Target	Actual	Over Target	Percent Increase
Number of people with access to improved drinking water	15,000	21,634	6,634	44
Number of people with access to improved sanitation facilities	6,000	13,585	7,585	126
Number of CWSs with improved effluent control systems	8	9	1	12.5
Number of community water sources, water harvesting and storage facilities built in BAP and MCH target areas	20	46	26	130
Number of WASH trainings	16	18	2	12.5

Challenges and Lessons Learned.

The most challenging projects BAP implemented have been the community water system projects due to the costs vs. available budget, complexity and sequencing of community participation, engineering design, and construction. These projects could not have been completed with the available budget without the high amount of in-kind support from each community. Having stated that, these projects are likely to have the most impact of all water related projects and represent a highly successful partnership between the community-owners and BAP. The communities are hardly homogeneous in their level of participation, capacity to marshal resources, and provide their in-kind contributions. Multiple interests were at play, requiring constant coordination to gather community knowledge, garner community-wide support, educate the community on the costs and benefits of each project, and assuage fears concerning cost sharing and water access points.

In Kigoganya, the level of community interest and participation in the project has been very positive, with every water planning meeting well attended by a large group of men and women. This support carried through the contribution of local resources (e.g. materials, equipment, labor) and through construction. However, the available resources, design, and construction of the water system was a challenge. Initial, water availability estimates were higher than actual flows requiring a major change in pump capacity in order to pump the spring flow from the Ngogomo valley up to Kigoganya (the health center, market, and schools). The need to carefully analyze the pump options was clear, given the possible capital and recurring costs of one type of pump versus another. For instance, the constraints of topography (dynamic head) and water availability required a pump that could overcome this while still reliable enough to pump overnight to refill the reservoirs in Kigoganya. This challenge was overcome by carefully calculating which pump could do the job and ensuring recurring costs could be supported by the community through an additional tariff adjustment.

In Buhorwa, the coffee washing station's grounds was much more spread out than the other eight coffee washing station. Given the available space and gentle topography of where the Buhorwa coffee station is located, the managing organization – Sogestal Kayanza, had without realizing the impact on their construction, chosen to construct the pulp basin, multi-stage filter, and drain field much further from each other than found at most of the other coffee washing stations that are constrained by the steep hillsides where they are located. This sprawl increased pipe and installation costs required to convey the wastewater effluents from each of the systems components – Pulp basin to multi-stage filter to drain field. These additional costs, required BAP to request authority from USAID to exceed its fixed obligation grant limit of $10,000.

The project results also indicate a number of noteworthy results that are non-key, but are important to further defining the achievements of the four drinking water projects. These are listed in the table below.

Non-key Indicators and Results

Description	Actual
Number of female beneficiaries	17,281
Number of male beneficiaries	16,603
Number of students with access to safe drinking water systems	10,800
Number of community water management trainings	3
Number of safe drinking water points built	25
Number of water harvesting facilities built	11
Number of water storage facilities built	10
Number of linear feet of pipe installed	55,089
Number of health centers with access to safe drinking water	3
Number of schools with access to safe drinking water	12
Number of markets with access to safe drinking water	4

The water activities were helped by BAP's considerable relationship building and strides made under the coffee activities. Without these strong and productive relationships, the program would not have had the level of commitment experienced under the coffee washing station sanitation and effluent control

activities. This strong support carried forward to the Kinyovu community drinking water project where BAP was already working with the coffee farmers cooperative and Sogestal Kayanza. This supports the need for further integration of project activities to achieve measurable results beyond what may be possible under a stand-alone activity. BAP's Program Year Four activities related to clean water effluent control and water productivity will continue to leverage these existing relationships to amplify results.

Host Country Commitment

As stated earlier, the water related projects could not have been completed on the available USAID budget alone. The average contribution in terms of in-kind materials, equipment, and labor for the rehabilitated or newly constructed drinking water systems ranged from 7.8 percent to 12.7% percent of total construction costs. At the nine coffee washing stations where sanitation facilities and wastewater effluent control systems were constructed, each partner contributed to 50 percent of the total costs. In addition, to the above results, many intangible benefits of host country commitment improved the success of the program including:

- the ability of community leaders to marshal and coordinate resources,
- each communities willingness to take full ownership of their drinking water systems and the recurring costs of operation and maintenance when this went against the status quo, and
- the recognition that coffee washing stations must improve their environmental health record and upgrade infrastructure.

Beneficiary Contributions by Site for Community Water Infrastructure renovated by BAP

Site Name / Details	Murima	Kinyovu	Kayenzi	Kigoganya
Length of Trenches (m)	1500	6628	5848	4165
Rocks (# of 4m³ dump trucks)	2	21	20	22
Sand (# of 4m³ dump trucks)	2	14	12	14
Gravel (# of 4m³ dump trucks)	1	12	8	15
Clay (m³)	5	0	0	0
Digging Trenches (Linear Mètres)	0	6628	5848	4165
Valued Cost of Community Contribution (FBU)	415 000 8,9%	7 024 000 12,7%	6 124 000 8,1%	6 092 500 7,8%
Total Cost of Renovation (FBU)	4 642 467	55 227 443	75 162 200	78 276 190

The Gender Factor

In each project, whether the construction of coffee washing station wastewater effluent controls or a new drinking water tapstand, women participated in both helping to lead their communities as members of the tapstand committee or as health center directors, or as leaders of the local sanitation committee. A primary objective of each project was to increase access to improved drinking water and sanitation facilities. Safe drinking water is now piped to schools, markets, and health centers, which significantly reduces the time it takes to collect water -usually from approximately 2 or more hours to less than 30 minutes. This allows for increase in household productivity and security, because women and young children do not expose themselves to the additional hazards possibly encountered from the old route of collection (e.g. vehicles, robbery, wild animals, sexual assault and battery). In addition, each block of six ventilated improved pit latrine has half of the latrines dedicated to female use only, thereby improving female, and especially women's access to opportunities at the coffee washing station for employment, income, etc.

Burundi Business Incubator

Principle Accomplishments during PY 3

Legal Recognition

- Feb-March 2010-Identify potential founding members
- March 31- 1st General Assembly Meeting of the Founding Members
- 6 April 2010- General Assembly Adopts Legal Statutes and elects Executive Committee
- Feb-June 2010: BBIN Business Plan developed and presented to USAID and Dutch Authorities. Principle revenue sources identified as: Commercial Space Rentals 61%; Paid Incubation Services with Clients (21%), Training Courses (12%), other diverse revenue (7%)
- 30 June 2010- BBIN becomes a legally recognized Burundian NGO
- 6 July 2010- BBIN Founding Members officially adopt the Internal Rules of Order

Staff Recruitment

- 19 April 2010 BAP BBIN Coordinator Frank Kagimbi hired
- 12 May 2010 BBIN Director Candidate Pierre Claver Nduwumumwami approved by BBIN EXCO. Claver began work on 14 June 2010
- August 2010 Deputy Director/Training Coordinator Boniface Ciza hired
- October 2010 Financial Manager Cynthia Keranda hired

Marketing

- Soft "Marketing" Launch held on 20 July 2010 with 150 participants in attendance including USG, USAID, NAR, Founding Members, Microfinance Institutions, Key actors from business and education sectors, University students and recent graduates
- Marketing materials- brochures, folders, information sheets on incubator and the incubation process developed
- Presentations made on a demand basis to interested clients and potential partners
- Televised Ceremony for the distribution of diplomas to the 38 participants of the first three BBIN Business Concept Courses
- A Database on potential clients and trainees is developed

Training Sessions

Executive Committee-

- Exchange visit with Business Incubator's in Kigali
- Training on the BBIN Business Plan

Trainers

- Training of Trainers workshop for Business Concept Course held in July 2010

Paying Clients

- Three Business Concept Courses offered since mid-July for 38 participants

BBIN Staff

- Training of Trainers Workshop
- Managing a Business Incubator
- The BBIN Business Plan
- Recruiting BBIN clients
- Marketing the BBIN
- Filing
- Initial Work plan Development
- Developing Financial Models
- Use of an electronic Monitoring and Evaluation System for tracking BCC participants

Building Renovations

- Renovations- including roof repairs, internal and external painting, floor refinishing,
- IT Cabling installed
- Furniture construction and refurbishing
- IT Equipment ordered, imported and installed
- Internet, Telephone, Fax installed
- Website design in process
- Signage- in process

Challenges

- The Business Incubator Concept is new to Burundi. This is true for potential clients, staff, and founding members. Much time has needed to be spent explaining and marketing the concept.
- The slow pace of curriculum development for training modules to be offered to clients
- The negotiated window of opportunity for conceiving, marketing, setting up and receiving the first incubator clients was extremely compressed given Burundi's current Business Environment, especially when one considers that this was an election year.
- Bringing the BBIN staff up to speed on what they are really supposed to do. This will be a learning by doing exercise, but will require them to think through the issues they are encountering and formulate solutions. This will be difficult at first.
- Absorptive capacity in Burundi for training is still not yet known. We do not know how many courses entrepreneurs will be willing (or can afford) to take per year.

SUMMARY OF CHALLENGES FOR BAP IN YEAR 3

General Challenges

a) **The Lost Generation**. The 15 years of civil war from which Burundi is emerging has resulted in almost a full generation "lost" or misplaced. During the crisis, uncertainty reigned. School was frequently disrupted, travel was curtailed, the extension service was pulled from the rural hillsides, children and youth were co-opted as soldiers or camp followers (serving in support of the army or different rebel factions), and an urban retrenchment in "secure zones" occurred. Add this, the embargo imposed on Burundi by international partners and organizations, internal displacement, human and financial capital flight from the country, and exile and you arrive at a situation where access to, and the quality of, education received is questionable. For those who attended school more or less regularly, the learning was highly theoretical, not pragmatic, practical or operational. People's mindsets were on survival and living day to day. A long term horizon for planning was three months. In light of what precedes and because BAP is, in reality the first post-conflict development assistance effort to Burundi, we have been confronted with a human resource capacity and planning issue among our national staff. We believe that a percentage of resources destined for the project should be reserved for staff training and capacity reinforcement to include, but not be limited to in house retreats, training workshops, and practical field demonstrations as well as participation at international and regional workshops and educational seminars.

b) **The Election Year**. While our activities were minimally disturbed by this year's electoral calendar and certain STTA needed to be re-scheduled taking political events into account, the real challenge BAP faced this year was that the government was absent, in the field campaigning, or is transition during almost the entire year. While we did benefit from one field visit with the focal point at the Ministry of Agriculture we would like to see closer collaboration and greater interest/involvement technically in the coming years. Now that the elections are over and the transition is completed, BAP needs to invest our attention in "educating" the new government as to who we are, how and where we intervene and what our impacts have been. USAID's assistance and guidance going forward in this outreach effort is solicited and would be greatly appreciated.

Coffee

a) **Productivity**. Low year on year productivity with highly accentuated cyclicity and a declining overall tendency, remain key areas of concern for Burundi's Coffee sector. Without consistent production there is no coffee industry. The question of cyclicity was first analyzed by ISABU under OCIBU financing in 2009. In December 2009 BAP held a panel discussion on the issue and all actors present recognized that improving production volumes and productivity per land area

were key concerns. Unfortunately, ten months on we have yet to note any real, tangible efforts being made in the field to resolve the issues. On one hand it appears as though no one is responsible for providing targeted extension services to coffee farmers and on the other there is a real lack of availability of agricultural inputs like fertilizers and pesticides, and those which exist are often inaccessible to farmers because of their cost. This year was a transitional year for the sector. OCIBU transitioned into ARFIC- a regulatory agency and InterCafe, the private sector trade association was created and populated. Because extension and inputs shifted from OCIBU to InterCafe, and InterCafe was not ready to undertake its new responsibilities, the question of productivity was temporarily held in suspense. Further no new seed stock was ordered and no new plant multiplication occurred. During this period BAP began a series of pilot demonstrations with organic compost using coffee pulp as a principle substrate. We have recruited coffee agronomists who are currently being assigned to assist the federations in Kayanza, Ngozi and Kirundo-Muyinga and protocols for operational research are being finalized. We hope that InterCafe, CNAC,ISABU and the Ministry of Agriculture will begin to take on board this critical issue and that discussion will turn to action in the near future, as any initiatives in this area are likely to take multiple years before tangible impacts are felt.

b) **No coffee cooperatives have to date benefited either from grant funding or the leveraging of financing through MFI or Commercial banks** for their projects. There are a number of reasons for this:
    i. Cooperatives still are not transparently managed, leadership remains in the hands of a few key people, information is not readily disseminated, and few services beyond lobbying for better prices are being offered by cooperatives to their members
    ii. Cooperatives have invested little effort in mobilizing funds over and above the membership fees
    iii. Members of cooperatives have difficulty prioritizing their activities, planning these activities and mobilizing internal funds and other resources for the realization of their activities
    iv. BAP field agents appear challenged in offering technical assistance to client cooperatives, especially in organization, management, planning, and improved financial management

c) **Effluent Control systems at pilot washing stations** need to focus on hillside erosion control through slope remediation and planting of fast growing deep rooted grasses and shrubs. Further, in years of strong production (high volumes of cherry), the remediation systems risk being overwhelmed by the sheer quantity of water used in processing. Therefore it is recommended to find a way to recycle water from the treatment system back through the pulping. Finally, the quality of the coffee produced depends as much on the quality of the cherry as it does on the quality of the water used in fermentation and washing, therefore it is recommended that remediation of inflows be considered at stations where effluent control systems have been installed.

d) **SIVCA**, has to date been unable to honor its engagement re- the Center for Coffee Quality. SIVCA is challenged financially and managerially and it is unlikely that they will be a viable partner in this effort. BAP has approached InterCafe about the possibility of partnering in a joint effort to build a private cupping/training facility at altitude.

e) **Certification** – During PY 3 BAP had planned to begin certification programs at two pilot washing stations. The identification of a certification partner was not easy even with contacts made with Rain Forest Alliance, Fair Trade and UTZ/Solidaridad by both BAP staff and MSU consultants. Today UTZ has committed to assisting in the certification process and BAP is negotiating with InterCafe to partner in developing a strategic plan for certification, adapted for Burundi.

Dairy

a) Humanitarian assistance efforts during the crisis years have compromised farmers sense of innovation, proactiveness, and sense of responsibility because giveaways favored the development of a hand out or permanently assisted mindset

b) There is no formalized information gathering system in place for large animals or dairy farmers in Burundi.

c) Extension personnel at all levels lack up to date technical materials and the ability to use new communication technology to access information.

Horticulture

Looking forward to Year 4 activities, it is important to summarize the major challenges faced during this current year.

a) Small farmers in general are still suffering from the assisted mentality after several years of drought and starvation (e.g. in Busoni commune, Kirundo). Such mentality is also found in better off farmers and companies that have a difficult time understanding the nature of BAP activities in promoting entrepreneurial activities as a combined effort with the beneficiary and not only providing 100% of the costs.

b) The irrigation models in Busoni confirmed that specific equipment and materials for irrigation are not available in the country which has represented delays and setbacks in the field. The positive aspect of this situation is that we have identified cooperating stores and depots who could be the source of the missing items through their connections in Uganda and Kenya as they realize there is a demand for them.

c) Working in Burundi's rural areas with improved horticulture production means starting from zero on data, equipment and training. Illiteracy not only makes it impossible for farmers to follow up training based on manuals, but also represents challenges in transferring ideas in an organized manner. Learning by doing is what we have needed to do and that represents physical presence of our ADCs and other technical staff.

- Working with local companies either to source materials or to use them as the leaders for further engagement of small farmers has been frustrating. The foremost cases being Techsol and ATB. Future involvement of private, Burundian companies will be more carefully assessed and avoided if no strong signs of serious engagement are provided.

- Perhaps the strongest challenge we face in working with small farmer associations is the lack of transparency in their management. Such organizations are led by community leaders who bring their own biases and personal business practices to the association. The rate of success in finding good leaders in farmer associations is about 50% with the other 50% representing sizeable challenges in keeping a clean track of expenses. An accountability clause will need to be included with more explicit terms and all activities will need to be accompanied with closer technical and financial follow up.

Women's Leadership and Micro-Enterprise Development

a) Elevated levels of illiteracy among leaders of client producer organizations, particularly women's associations is linked to a low level of first time assimilation of concepts
b) Lack of entrepreneurial spirit, initiative and proactive decision making on the part of BAP's rural clients
c) Limited availability of women leaders in rural communities because of conflicting tasks and responsibilities, particularly those related to management of their households.

Grants and Financial Intermediation

a) Rural producer associations are used to receiving grants funding from humanitarian assistance organizations and are not accustomed to managing grants under development assistance where there is the expectation of a tangible economic benefit accruing as a result of the assistance and where the associations need to a) contribute resources; b) manage these resources transparently and profitably; c) execute a defined action plan; d) accept to be accompanied in the execution of their planned activities and e) to be evaluated based on the results of the activity and the manner in which the activity was executed.
b) BAP's rural clients have limited technical and financial management skills to enable them to prepare credit and/or grant requests or to leverage the resources for their cost share. In many ways the associations which were created to assist in food distribution during the crisis have been slow to evolve in terms of providing actual services defined by, and of interest to, their members.
c) Burundi retains its image as a risky environment for financial institutions. Because of this, clients wishing to request credit are faced with rigorous conditions including large guarantee requirements, blocked assets, high interest rates, short cycle products and untimely reimbursement protocols as well as onerous paperwork and delays in considering dossiers. Rural clients have difficulty meeting the pre-qualification conditions and, if they do, they find that the money is unavailable when it is needed most and must be reimbursed in an accelerated fashion often before the most auspicious moment for the client's projects.

d) The openness of Burundi's Financial Community to increased competition and alternative financing mechanisms, especially in support of agribusiness, is severely constrained. Many bankers and MFI have mentioned that opening the gates for rural credit will require government subsidies or guarantees. Further, this year the Central Bank, after initially appearing open to the arrival of Root Capital as an alternative financing mechanism for the coffee sector, initiated a number of last minute conditionalities- including imposition of hard currency guarantee fund to be housed at the Central Bank for the amount of the proposed loan and queries on interest rates, transaction costs and fees which effectively delayed the establishment of lending protocols until after the window of opportunity for the loan had closed. It is interesting to note however that the simple mention of an alternative financing mechanism at reduced interest was enough for one of Burundi's commercial banks to drop their interest rate on a loan for coffee by three basis points from 16 to 13%.

Community Water, Hygiene, Sanitation and Environmental Mitigation of Effluents

a) The geographic placement and water needs of most of Burundi's Coffee Washing Stations presents a challenge to proper separation of solids, treatment of effluents, and recycling of treated waters.
b) Lack of a modern equipped environmental laboratory in Burundi to assist in analysis of pollutants and validate the results of our mitigation efforts at the pilot washing stations. Further the cost of soil and water analyses- when they can be done, is prohibitive and acts as a disincentive.

Burundi Business Incubator

a) The Business Incubator Concept is new to Burundi. This is true for potential clients, staff, and founding members. Much time has needed to be spent explaining and marketing the concept.

b) The slow pace of curriculum development for training modules to be offered to clients

c) The negotiated window of opportunity for conceiving, marketing, setting up and receiving the first incubator clients was extremely compressed given Burundi's current Business Environment, especially when one considers that this was an election year.

d) Bringing the BBIN staff up to speed on what they are really supposed to do. This will be a learning by doing exercise, but will require them to think through the issues they are encountering and formulate solutions. This will be difficult at first.

e) Absorptive capacity in Burundi for training is still not yet known. We do not know how many courses entrepreneurs will be willing (or can afford) to take per year.

Conclusion

This PY 3 Annual Report attempts to capture the accomplishments and challenges faced by our program and its components in the course of implementation of activities in the field. A complete discussion of our quantifiable indicators and the results of our internal quality survey with clients are presented in the annex.

As we enter PY 4 we are optimistic that Burundi, despite its past challenges, is poised for long term sustainable, private sector led, economic diversification and growth. Field implementation of programs are constantly confronted by constraints and challenges, it is in how we confront these challenges and convert them to opportunities or overcome them using lessons learned and experience garnered that we mark our differences.

Many of our challenges this year are related to expectations of a free ride and hand out cultivated during the crisis years by humanitarian assistance. Linked to these are the need for recapitalization, rebuilding of both material infrastructure and human capacities.

We are convinced our program is having a lasting impact, changing mentalities and adding value to the private sector in catalyzing expanded sustainable growth, encouraging competitivity in order to permit Burundi to leverage its share of the benefits accruing through integration with the East African Community.

We close in thanking USAID/Burundi for its continued support, frank collaboration and feedback and the trust they have exhibited in continuing to partner with us in the implementation of this program. We look forward to great things in the coming years.

Annexes

1) Success Stories

2) BAP Quantifiable Indicators and PIRS

3) BAP Performance Report on Internal Indicators

Success Story

Professionalism in the production of quality coffee helps Burundian farmers to develop sustainable business relationships

Since coffee was introduced to Burundi in the early 1900's, farmers have produced their coffee without having any idea who was purchasing and consuming it.

As of 2008 with the arrival of the DAI implemented, USAID funded, Burundi Agribusiness Program, this dynamic began to change. Farmers at coffee washing stations of Bwayi and Kinyovu in Kayanza Province, Ngogomo, Rugerero and Kagombe in Muyinga Province began to increase the quality of their coffee to a specialty grade and, in partnership with their respective SOGESTAL, entered into direct sales relationships with a number of US specialty coffee roasters, namely Stumptown Coffee of Oregon, Intelligentsia Coffee of Chicago, New York and Los Angeles, Café Imports and Dunn Brothers of Minneapolis, and Paragon Coffee of New York.

Figure 1 Geoff Watts of intelligentsia Coffee w/ Burundian Coffee Farmers checking the quality of their parchment

These companies, using a direct sales mechanism and transparency contracts agree to pay a base price with a variable "quality premium" for the producers, the pulpers and the dry millers. Additionally, the buyers offer advice and training to farmers to enable them to produce coffees of specialty caliber. Many of the buyers return to the same stations year after year, developing long term relationships with the communities in order to motivate the farmers and contribute to the economic development of their communities.

The Kagombe coffee washing station station in Muyinga has, since 2008, produced UTZ Certified coffee. This coffee has been sold with certification premiums to buyers like Paragon Coffee, Amajoro Coffee, Louis Dreyfus Commodities and C&AB Coffee. Each year the certification bonus paid to farmers for their coffee has increased, and, over 90% of the coffee brought to the station is now sold through this mechanism.

Figure 2: Jason Long of Cafe Imports monitoring washing at Ngogomo Washing Station, Muyinga Province

At the CPC private washing station in the commune of Murata in Kayanza province, the US specialty roaster Counterculture Coffee signed a direct sales agreement in February 2010 at $1.70 per pound for all the A and B coffee the station could produce. In October 2010, eight months later, after cupping samples of the coffee and taking into consideration the overall tendency of rising coffee prices in the world market, Counterculture modified their contract, agreeing to pay $2.50 per pound for coffees cupping at 89 or above and $1.99 per pound for coffees cupping between 85 and 89. This is a minimum bonus of +45 FBU/kg of cherry for the coffee farmers selling at this station.

Figure 3 Farmer's being paid their "quality" premium at Bwayi Washing Station, Kayanza Province

During Panel Discussions, facilitated by BAP and broadcast on Radio Isanganiro, coffee farmers from Bwayi stated they were content to know who was purchasing their coffee. They have met and visited with Aleco Chigounis from Stumptown Coffee on multiple occasions over the past few years. Further, they regularly underscore their satisfaction with new direct sales negotiations with quality premiums, stating that these motivate them to produce larger volumes of higher quality coffee.

The Managing Director of SOGESTAL Kayanza M. Anselme Nyarushatsi states that because of BAP assistance to washing stations and farmers in his province:

- New production and processing techniques are adopted by farmers and washing station personnel without hesitation
- There has been an overall 8.3% rise in the price paid for coffee in this province, resulting in more disposable income available to farmers
- The production and sale of specialty coffee from Kayanza increased 173% between 2009 and 2010 from 24,6 mT to 67,3 mT of green
- Coffee from Bwayi and Kinyovu are being sold as fully traceable origin coffees to consumers of importing nations, creating brand recognition, greater demand for product from these stations, and, consequently, high negotiated prices for the coffee

Farmers like Melancienne Ntirampeba from the Ngoro hillside are taking note of this dynamic. Historically she sold a percentage of the production from her 200 tree plantation to collectors who paid her between 280 and 285 FBU/kg of cherry. By selling her cherry to the washing station she received a bonus payment of 46 FBU/kg which allowed her to pay for day labor for mulching of her coffee plantation.

Dairy

Impacts from the training of Lead Farmers/Community Veterinary Agents in Gitega

In the associations where lead farmers participated in the training offered by BAP during the third quarter of PY 3, proactive, preventive care has resulted in reduced animal morbidity.

In Gahaga in the commune of Bukéyé, Province of Muramvya, rigorous application of a spraying program for external deparasitization of cattle for ticks has resulted in zero reported cases of East Coast Fever since March 2010.

Ntirandekura Déo, one of BAP's trained lead farmers from the hillside of Kiziguro in Muramvya province advised one of his neighbors Gahungu Emmanuel on improved nutritional practices for lactating cows. Using this new knowledge Emmanuel's cow has doubled its production from 3,5 Liters per day to an average of 7 liters/day.

Eighty members of the Garukiramatongo Association in the Rutegama Commune of Muramvya Province have built stables with corrals for their cows using locally available materials instead of keeping the animals penned up in hidden rooms in their family compounds. This has resulted in a better living environment for the animals, reduced health risk for the families, and steady increases both in quantities of milk produced and manure available for land application.

All the members of six BAP client dairy associations in the communes of communes of Bukeye, Mugamba, Muramvya et Rutegama have planted at least 150 m of anti-erosive bands of improved forage in contours on their hillsides

Members of non-client associations in Bukeye Commune who did not receive BAP assistance in sourcing improved forage seed emulated our clients by mobilizing their own funds to procure 4 kg of Calliandra seed (a highly nutritious, leguminous forage shrub) which they have distributed to their members for multiplication.

Impact from the Exchange Visit to Rwanda

After the exchange visit facilitated by BAP with Rwandan dairy farmers, M Dondogori Cassien president of a livestock herder's association in NgoziProvince, organized 18 associations from the communes of Ngozi, Gashikanwa et Ruhororo into a milk collective named "DUKAMIREHAMWE" which, in Kirundi, means let's collaborate together to produce our milk. This collective is ready to negotiate a supply contract with the Nyabisabo Dairy in Bujumbura.

Horticulture

Success story (Introduction of Wooden Box technology for the Transport of Fruits and Vegetables)

Burundi Agri-Business Program (BAP) has defined among the priorities of its horticulture value chain the improvement of the agricultural practices including transport and post-harvest activities. This is an essential precursor to putting competitive products on the market. The horticulture sector suffers from a lack of packaging material for fruits and vegetables. The most important post harvest losses are registered for tomatoes which are transported in baskets and dry banana leaves. According to tomato producers and transporters, the traditional transportation system is responsible for losses of between 20 and 50 % of the total production.

Fig.1 : Tomato transport using baskets

BAP has initiated the extension of the use of wooden boxes (cageots) for the transport of fruits and vegetables' as a replacement for the traditional baskets (panniers). See Fig.1.

Fig.2: Preparation of transportation in wooden boxes

The dimensions of the wooden box are standardized and it can carry a maximum of ten layers of tomatoes without damaging the quality of the product. Another major advantage of the wooden box is that the client can see and evaluate easily what s/he intends to buy.

The partner associations have quickly adopted the use of wooden boxes for tomato transport from the field to market for many reasons depending on the group of stakeholders.

<u>According to the cyclists</u>, it is easier to transport tomatoes in wooden boxes than in baskets because the boxes can be easily overlaid on both sides without damaging the product.

The boxes can be used many times and can be easily identified by the name of the owner. The quality of the product is maintained because there is no shock, no damage

and no overheating. A car can carry more tomatoes by boxes than by baskets because the boxes can be stacked without damaging the product inside.

According to the wholesalers in the markets, the product is still fresh when it arrives at the market thanks to the ventilation.

The producers receive a better price for tomatoes transported in boxes than for tomatoes transported in the traditional baskets : 8,000 FBU per box vs 13,000 FBU per basket. Experience has shown that two boxes equal one traditional basket in terms of weight. This means farmers receive 16,000FBU for two boxes which are equivalent to one basket selling at 13,000FBU. Thus selling via box yields an additional revenue of 3,000FBU for the same quantity of tomatoes.

The box can be used many times while the banana leaves are used only once.

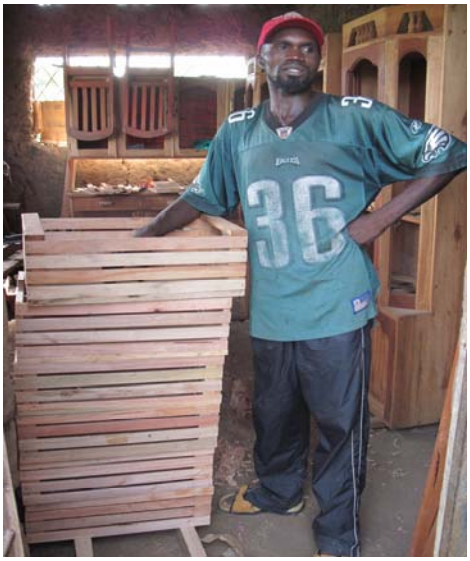
The products can be sorted by quality and differentiated for different markets yielding different prices.

Transport is more expensive with baskets than with boxes. Each basket is loaded for 300FBU and the dry banana leaves cost 200 FBU/basket, while the transport cost per panier is 2000 FBU from Gihanga to the Central Market in Bujumbura as a bicycle can only take 3 paniers. It costs the same amount 6000 FBU to transport a minimum of 6 boxes stacked like beer cases which translates to a maximum transport cost of 1000 FBU/box. However, with the boxes there is no labor fee or need to pay for the banana leaves, resulting in savings of 1500 FBU (3 baskets x 500 fbu/basket) per bicycle trip to the market.

The challenge with the boxes is that they take up the same space on a bicycle whether they are loaded or not whereas the baskets can be stacked together leaving space for transporting commercial goods from the market to the village. BAP, working with our farmer partners is developing a strategy which will subsidize the return trip to the village with the empty boxes, by having the transporters carry commercial goods or special orders on the return trip inside the boxes.

The use of boxes doesn't occasion rubbish like the use of baskets. Baskets leave banana leaves to be disposed and dirt from the leaves as well as the tomato sauce from crushed tomatoes damaged in transit stick to the "good tomatoes" which then need to be washed before being sold to consumers, or can act as detritus for rats, flies and other insects, creating a secondary health risk.

With boxes, the client can visually choose his preferred quality standard. Tomatoes stay clean and are not damaged in transit. Tomatoes in baskets are covered in banana leaves and negotiated sight unseen. Damage to tomatoes during transport in baskets is frequent (up to 20% loss) and often leads to wholesalers claiming a rebate of 500 FBU on the purchase price of the basket when the percentage of damaged tomatoes reaches a certain threshold.



A secondary impact of this activity concerns Joseph BUKURU, a carpenter in Gihanga commune of Bubanza province. He was contracted to manufacture 350 wooden boxes at a unit price of 10,000 FBU. This translates to a contract of 3.500.000 FBU for his workshop. To meet the terms of his contract M. Bukuru hired 4 young people as apprentices. He pays them 600 FBU/box. They can construct an average of 5 boxes per person per day- meaning he provided a month's worth employment for each of the four "apprentices" for which they earned 52.500 FBU/each. In this way the adoption of the box has contributed to temporarily reducing unemployment in his community. M. BUKURU calculates his breakeven point (cost of manufacture) to be 8.700 FBU/box, yielding a gross profit to him of 1300 FBU/box or 455.000 FBU on the order, a margin of 13%. The manufacturing of wooden boxes enables him to make a profit on the pieces of wood of lowest quality, leftovers from his principal business of furniture making, which he would have otherwise discarded to be used as fire wood.

The money that Joseph BUKURU and his employees received from this contract assist them in paying their children's school fees, health care and food.

Improved Seedling production

Fig.1: Traditional nursery In DUFATANEMUNDA association

Farmers have always produced seedlings traditionally without paying attention to the quality of the soil, the influence of the environment, the competition for nutrients, evapotranspiration and plant physiology in general. This has resulted in economic losses for farmers due to the use of too many seeds per square meter, low germination rates, a high percentage of weak breakable seedlings, increased risk of fungal diseases due to overwatering and inundation as well as root asphyxiation.

Fig 2: Installation of modern nursery in DUFATANEMUNDA association

In June and July 2010, BAP began installing demonstrations of modern low cost, appropriate technology nursery techniques with two client associations DUFATANEMUNDA in GIHANGA commune of BUBANZA province and TWITEZIMBERE association in BUSONI commune of KIRUNDO province. The improved nursery structure was fabricated using locally sourced wooden poles and the roof was constructed using a white shed net in polypropylene with a high UV resistance. This net protects the seedlings from the direct exposure to the sun and reduces the impact of heavy rain drops on the seedling's young and fragile foliage. Additionally, the seedlings are protected from animal traffic and are grown in an enclosed, irrigated environment with a higher moisture and improved temperature control during night and hours of peak heat. (Fig.2). Other positive traits of the modern nursery are that there is no nutritional competition and seedlings are removed for transplanting without tearing or ripping apart the root system. These measures result in a more favorable environment for germination and growth of new shoots. (Fig.3).

Fig.3: Seedlings transport in cageots .

Two planting substrates were tested. The first substrate was made of a mixture of local materials (60% rice bran, 30% soil and 10% sand). The second substrate was made of TOURBISOL which is a mixture of peat, manure and mineral fertilizers produced by a local entrepreneur in Ngozi. The total capacity of the trays per pilot location is 5000 plugs that can fit for 5000 germinating seedlings. Tomato seeds of Roma variety were sown in TWITEZIMBERE's trial plot and the seedlings were ready for transplanting by mid-October 2010.

This activity is interesting for farmers who wish to grow vegetables continuously through the different agricultural cycles of the year because they can be assured of having the needed number of vigorous seedlings at the right moment. Improved nursery production is also a potential income generating activity for seedling producers once the farmers in proximity to the nurseries noticed the difference between the quality of seedlings produced under improved conditions. Using this low cost improved appropriate technology is a viable alternative to importing seedlings from outside of Burundi a process which is expensive and uncertain.

Cross Cutting Activities

Producer Associations, Women's Leadership and Micro-Enterprises

- After receiving training in Association organization and management and the roles and responsibilities of different posts, members of two women's associations Bizoza of Bukirasazi in Gitega and Turondere iterambere mugukora of Mwaro replaced respectively their president and treasurer with members who are able to read and write.
- As a result of on-going literacy training women members of the dairy association Tubumwe of Gahaga in Muramvya province are now able to keep a daily log noting the production of milk from each cow and their daily sales.
- Women entrepreneurs, members of AFAB, who have been participating in a joint effort with BAP to improve their commercial English skills have noted improvements in the depth of their vocabulary and grammar as well as their capacity for self expression in English. All the women have noted that they are now at ease holding basic social conversations in English. Eight of the women have participated in Regional conferences with topics ranging from:
    - Agribusiness in Kampala
    - Cross border trade in the Great Lakes Region
    - Participation in meeting on the EAC common market and customs union in Arusha and Dar Es Salaam
    - Participation in EAC meetings in Bujumbura, Dar Es Salaam, Uganda and Kenya
    - Participation in the East African Regional Women Entrepreneurs Exchange and Networking Steering Commission meeting in Kampala and Nairobi
    - Workshop for Managing Director's of private sector enterprises concerning coverage of workers living with HIV/AIDS in Nairobi and Arusha

  In addition:
    - One participant spent a month receiving medical treatment in an Anglophone country
    - Another has held medical consultations in English at her clinic for non-francophone patients. A second member is now able to do business with Anglophone clients
    - A number of commercial orders have been issued in English by participants
    - One participant was able to travel to a neighboring Anglophone country and arrange freight forwarding for the importation of items to Burundi
    - AFAB's office is now able to draft correspondence in English and respond to e-mail queries in English

Community Water, Hygiene, Sanitation and Effluent Mitigation

Hygiene and Sanitation Training results in better health and more revenues for early adopters in Kabororé Commune, Kayanza Province, Burundi

The Burundi Agribusiness Program (BAP) **has as one of its transversal components related to Community water,** hygiene and sanitation training for community leaders and client association member so that they, in turn could inform their family and neighbors on the hillsides. In 2010 BAP partnered with a local non-governmental organization, AVEDEC (Village Association for the mutual aid and the Community Development) to offer this training. The objective was to contribute to the improvement of health in general and community hygiene and sanitation in particular. Healthy farmers are more productive farmers. Communities adopting improved practices in health and hygiene tend to be better off economically with improved and diversified livelihoods. The training modules facilitated by AVEDEC taught BAP clients to use pit latrines, to compost their household waste, to store cooking utensils and cutlery on shelves the importance of washing kitchen utensils and dishes after use, and that keeping the body and clothes clean can lead to reduced instances of disease.

Three months following the training, results reveal that there has been real impact concerning improved health and hygiene in the targeted communities. For instance SEKATA Severin of the ATE hillside in the commune of Kabaroré in the province Kayanza, who lives in proximity with the Rohororo Coffee Washing Station confirms that these trainings were a huge benefit for him and for his community. He built a compost pit, has constructed a shelf for his kitchen utensils, a faucet to wash his hands whenever needed and a shower to wash himself after a hard day at work. He even made a comment on this subject: « *Parallèlement aux séances de formations que j'ai organisé pour les membres de mon association –Dukorere Ikawa-qui veut dire -travaillons pour le café- j'ai voulu assurer la propreté chez moi d'abord pur servir de modèle aux autres.* » In short, he wanted to make sure that his household serves as a good example for his neighbors even as he begins to facilitate trainings for them in improved sanitation and hygiene.



Nyirabeza Béatrice, member of the same association, communicates her understanding on the importance of sanitation, and the understanding that the members of her family can fall sick if she does not emulate Severin. Thus, she laid out a shelf and built a shower within her household. *« I think that my children and I are less likely to have health problems and this will allow me to work more and earn more. »*

Nyandwi Alexis—from the hill of Cendajuru –is married with four children of whom two are already in school. He sells roasted meat. Before the training in hygiene and sanitation, he threw his trash everywhere with the result being that his roasted goat was always surrounded by flies. *"As soon as I took part in the sanitation training, I changed my behavior because I now realize how clean I and my surroundings should be"* he says. He sweeps the house every day and washes the plates that he uses to serve his customers. In addition he began to cover the meat he sells with a well washed plastic cover so that his customers will be less likely become contaminated with some type of food related disease. Because of how clean he keeps his environment and the fact his meat remains covered to protect it from flies, he has attracted more customers and increased in his revenue.

Before the training program given by PAIR, he used to earn between 3000 Fbu and 4000 Fbu of profit per piece of pork. Today, he has more and more customers and can earn up to 5000 Fbu. This money allows him to provide for his needs like paying his workers, paying for health care of family members and purchasing new clothing for him, his wife and their children.

Burundi Business Incubator

Training in Basic Business Concepts assists a young entrepreneur to save money and better serve her targeted clientele

Frida Umurewa is an entrepreneur whose business is communications and marketing. She has a University degree from HECS in Belgium and has completed her education with a number of management courses. Married with two children she returned to Burundi and began the Burundi Advertising Company (BAC). Young and dynamic, Frida thought that her energy and passion would make her a successful business woman until the day she participated in the first Business Concept Course (BCC) offered by the Burundi Business Incubator (BBIN). The course taught her that in business, mastery of basic skills is more important than passion.

The BCC taught her that in setting up her business she had inadvertently committed a number of errors. The lessons taught during the BCC brought her to the realization that she had not prepared the "road map" for her business, taking into account the realities of the Burundian market and demand for the services she was offering. Upon completion of the course she began to re-center the focus of her enterprise in order to better serve the needs of her targeted clientele.

She also states that the BCC not saved her money because she had a plethora of ideas and projects where she wanted to invest, but thanks to the BCC, she recognized that the vast majority of her ideas were not commercially viable.

Frida hopes to continue working with the BBIN to explore further the concepts she learned in her first course. Given the money the BBIN has already helped her save by offering her a first toolkit to assess the viability of her ideas, she is sure that future modules offered at the center will assist her in becoming a better, more successful business woman.

To date the BBIN has trained 37 participants with its business concept course, 57% of whom were women. Participants to date represent 13 different sectors ranging from finance and law to construction and food services.

Burundian Villagers Receive Multiple Benefits through Drinking Water, Sanitation, and Hygiene Projects

Community projects that improve health, increase income, and help protect the environment

As one of the least developed countries in sub-Saharan Africa, Burundi faces a multitude of problems. The country has struggled to overcome extreme poverty exacerbated by a brutal civil war from 1992 to 2005. Poverty levels nearly doubled between 1993 and 2006, from 35 percent to 67 percent.

As the civil war came to a tenuous close, Burundi's rural water and sanitation sector was devastated and today suffers from a lack of operational infrastructure and services. In rural areas, open defecation remains commonplace and residents spend excessive time collecting water. This contributes to high rates of waterborne disease, retarded mental, physical and educational development in children, decreased productivity, and languishing economic growth in many rural areas.

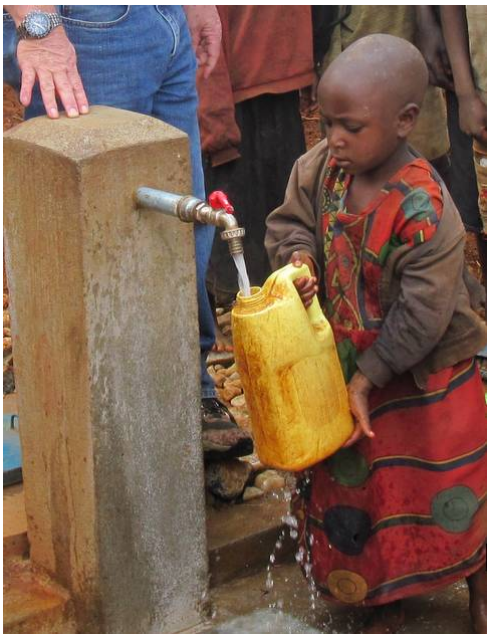
Currently, Burundi is not on track to meet its Millennium Development Goal to cut in half those without access to improved water supplies and sanitation. Rural access to improved water sources is 71 percent, while access to improved sanitation is a paltry 41 percent. Maintenance and investments in the sector are far below the amount necessary to keep pace with growth.

DAI's USAID funded Burundi Agribusiness Program (BAP) was tasked with improving access to drinking water and sanitation in several target areas of rural Burundi to help USAID satisfy its Congressional directive to increase sustainable access to safe drinking water supplies and sanitation under the Paul Simon Water for the Poor Act.

Working in Kayanza and Muyinga provinces in four different rural communities, BAP is helping to provide approximately 33,000 people with safe drinking water. BAP is doing this by rehabilitating dilapidated community water systems, protecting spring sources, and constructing new water systems.

To help ensure financial, managerial, and technical sustainability of these systems, DAI has also provided training to each community on water committee procedures, finances, and the operation and maintenance of their new systems.

These systems are not only providing drinking water to households, but also to community health centers, schools, markets, and businesses. In the 5,000 person community of Kinyovu just outside of Kibira National Park, DAI has built a new gravity-fed water system to deliver safe water to Kinyovu Center, the market, the local coffee washing station, and two elementary schools with a a combined student population of 2,500 youth. By providing not only safe drinking water to Kinyovu's residents and schools, but also clean and



reliable supply to the market and coffee washing station, the system provides water services for multiple uses – a pro-poor livelihood approach and key determinant of system sustainability.

Water systems providing multiple-use services (MUS) take a holistic approach to poverty reduction by considering people's water needs as an entry point for providing participatory and integrated services in poor rural and peri-urban areas (Van Koppen et al., 2006)

MUS can be classified into a hierarchy of increasing levels of service from the most basic MUS, such as drinking water and family hygiene, to a higher level of MUS that provides water for additional uses including all domestic uses, small gardens, and income generating enterprises such as Kinyovu's coffee washing station.

As a community-managed system, DAI received strong support and participation from the community. The community was integral to system design, construction, testing, and handover. The community provided many of the locally sourced materials, equipment and non skilled labor neededto build the system in combination with a DAI led engineer and construction team. Exhibiting a strong willingness to pay for this new level of service and the management capacity to operate and maintain the system, Kinyovu is likely to receive years of service from their new water system across multiple sectors.

One of the new water customers is the Kinyovu coffee washing station, which is also a USAID Burundi Agribusiness Program pilot station. DAI has not only worked with the coffee farmer cooperative to improve coffee production, processing, and market access, but has also partnered with the coffee washing station owner to demonstrate improved environmental stewardship through improvements in coffee washing, and ventilated enhanced pit (VIP) latrines with associated hand washing facilities to end open defecation and improve hygiene in the environs of the station. Matching hardware with software, DAI trained community members in sanitation and hygiene using the Participatory Hygiene and Sanitation Transformation (PHAST) method.

The coffee washing station wastewater effluent control system is designed to significantly reduce the high levels of biochemical oxygen demand (BOD) and low pH wastewater, which causes crop burns and fish kills downstream. By providing access to sanitation and ensuring cleaner water through the effluent control systems the Kinyovu station is on the path to earn specialty coffee certifications like those from Utz, Starbuck's CAFÉ, and Rainforest Alliance. This will increase access to markets and sales. It will also result in greater financial returns on the farmers' work and investments by producing some of Burundi's

finest and most eco-friendly coffee.

Taken together, Kinyovu's well-managed MUS water system, associated coffee washing station improvements, and training demonstrates the power of an integrated development approach that will catalyze improvements in community health, education, and incomes leading to sustained economic growth.

DAI Success Stories

Environmental Stewardship and Improved Livelihoods through Improved Coffee Processing in Burundi

Support to coffee washing stations protects downstream watercourses, earns coffee certifications, and economic returns

Burundi, one of the poorest countries in the world, was plagued from 1992 until 2005 by a brutal civil war that devastated the country's one major export—coffee.

Coffee accounts for roughly 80 percent of Burundi's export earnings, and nearly 650,000 rural families (or 4.5 million people) make their living from the crop. When the civil war struck, coffee production dropped from 36,800 metric tons in 1996 to 7,000 metric tons in 2003. Production has now begun to recover with over 15,500 metric tons produced in 2010 of which 57% is fully washed.

Even as the war ended and coffee production rebounded, coffee cherry continued to be carelessly harvested and processed in the state-run system, resulting in a product of unremarkable quality that brought low prices for the farmers.

Meanwhile, buyers for the world's burgeoning specialty coffee market, looking for hand-selected beans grown in favorable microclimates, were traveling to neighboring Rwanda and other east African countries. Specialty buyers deal directly with farmers, and pay a good price to bring choice product to the United States, Europe, and Japan.

Most of Burundi's coffee washing stations process cherry without the necessary environmental controls to receive specialty certifications like Utz, Starbuck's CAFÉ, and Rainforest Alliance, least of all regional standards. Implementing the environmental controls to attain this level of certification is not only key to good environmental stewardship, but also important to a farmer's bottom line, because certification allows their coffee to access differentiated international niche markets and better prices.

To assist coffee washing stations and farmers, DAI's USAID funded Burundi Agribusiness Program (BAP) is working with nine pilot coffee washing stations to treat their wastewater effluents in order to ensure clean water downstream. BAP in collaboration with DAI sub-contractor MSU designed and supported the construction of wastewater effluent control systems that will reduce the organic pollution caused by the coffee washing and fermentation process.

In addition, DAI worked with these same stations to construct latrine blocks to curb unsanitary conditions around coffee washing stations. Partners contributed a minimum of 50 percent of the total construction costs. Funding for these projects is attributable to the Paul Simon Water for the Poor Act, which directs Congress to appropriate funding to USAID and other USG agencies to increase sustainable access to safe drinking water supplies and sanitation for the poor in developing countries.

Burundian coffee washing stations are important economic hubs for the growing regions they service. A single station can serve an area of 9 to 100 square kilometers and 3,000 to 5,000 growers. As many as

1,000 to 2,000 farmers travel on foot to sell their coffee cherries at the washing stations approximately 10 times a year. Since most coffee washing stations do not have latrines, washing stations have become sanitary hot spots.

Not only are coffee washing stations possible vectors for waterborne disease when latrines are inaccessible, but also wasteful water users and polluters. The typical station using a McKinnon pulping machine requires 16 to 20 liters of water per kilogram of cherry. A station processing 1000 metric tons of cherry in a season will require as much as 2,000 m^3 of water.

While wasteful, a greater environmental impact is caused by the pollution from coffee washing station effluents. Coffee washing wastewater can produce huge amounts of pulp slurry with acidic pH levels, and very high levels of biochemical oxygen demand (BOD) - to the tune of 3,000 to 10,000 mg/L. This is an industrial strength effluent that many medium-sized American cities do not have to contend with.

To mitigate this pollution and help ensure clean water, DAI used sustainable design criteria in the wastewater effluent control systems. Using gravitational filtration methods, to avoid the need for power, the systems are relatively simple to operate and maintain. They use an innovative three step process to screen, filter, and treat the effluent prior to land application. Diverting and screening the majority of pulp slurry removes the primary source of BOD early in the process to minimize contact between the wash water and the pulp. Afterwards, the pulp is composted and applied to horticulture crops and coffee plantations, increasing productivity.

Next, the wash and fermentation tank water is combined and filtered through a 72 m^3 multi-stage horizontal-flow filter, where the liquid influent passes through a settling tank before passing through two chambers of coarse gravel and into a slow sand filter, augmented with lime to neutralize the acids.

Upon exiting the slow sand filtering chamber, the effluent passes over a stepped

fallout for aeration before being conveyed to a large drainage field, where it percolates through further layers of gravel, sand, and lime. The effluent then gradually rejoins downstream surface and groundwater supplies.

Prior to the introduction of these effluent control systems, the washing stations did not screen, filter, or treat their wastewater effluents, disrupting the natural capacity of downstream aquatic ecosystems to dilute and metabolize the pollutants. Environmental impacts were felt as much as 5 kilometers downstream causing fish kills, crop burns, and foul odors - making these waters a hazard to people and livestock.

Today, the nine stations have ventilated improved pit (VIP) latrines, and are able to treat nearly all the water used for coffee processing. They return effluents to safe pH and BOD levels, thereby ensuring clean water for agricultural and ecosystem uses. The stations are also gradually introducing more water efficient de-pulping machines. These actions not only process coffee cherry in an environmentally responsible manner, but also put these stations and the farmers on a path to an improved quality of life.

Programme pour la Promotion de l'Agro-Industrie

Et des Entreprises Rurales (PAIR)

Discussion of Burundi Agribusiness Project Quantifiable Indicators for PYIII

Bujumbura, October 2010

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The Burundi Agribusiness Program (BAP) contributes to one of USAID Burundi's strategic objectives: "Economic growth". Under this objective, BAP activities contribute to 15 strategic indicators. These indicators have clear definitions to be used by all implementing partners. The present report highlights BAP's performance against these indicators at the end of our third project year. For each indicator, we have explained the methodology used to calculate the level of the indicator, compared our results with the annual targets and offered explanations for gaps where they occur.

Indicator 1: Number of firms receiving capacity building assistance to export

Definition: *Number of firms that received training/or information from USG supported trade promotion related entities. Typically, promotional activities include trade shows, buyer/seller match making programs, market analysis and information, trade finance assistance and guidance how to comply with foreign country customs regulations and procedures*.

Under this definition, during the fiscal year III, the organizations assisted in the domain of export are primarily from the coffee sector and horticulture sector. In the coffee sector, we have taken into account producers' organizations that were represented in the training sessions held by our cadre, consultants and field agents on topics related to the production of coffee for the specialty export market niche. The organizations counted for this indicator include the 30 cooperatives of the washing stations supervised by the program, which are receiving building capacity formations so that they can negotiate with foreign buyers and sell their own production.

We have also taken into account coffee washing stations that were represented by their managers as they are small industrial enterprises and also number 30. The midsize enterprises assisted are the five SOGESTALs (Société de Gestion des stations de lavage) and the society Webcor who participated actively in a training organized in March to prepare the production of quality coffee in the campaign 2010-2011.

In addition, some of these enterprises partnered with BAP to improve hygiene, sanitation and the treatment of effluents at their coffee washing stations in to improve the coffee processing conditions, prepare the foundation for eventual certification. Washing stations and SOGESTAL participated in different Coffee buyer's tours and at meetings with international buyers and roasters facilitated by BAP during EAFCA meetings in Mombassa in February and SCAA in Anaheim in April. Some of these coffee enterprises were supported by BAP in linking them with foreign buyers. BK traders and C & AB

enterprises received grants support participate in the SCAA in Aneheim, USA and have been instrumental in founding the Burundi Chapter of the International Woman's Coffee Alliance, again with BAP technical and financial support.

In the horticultural sector, Burundi Business Company was supported by the program to participate in an international exhibition in Rouen in France to draw lessons that can assist in promoting the processing and export of Burundian tomatoes. FRUITO Company received small grants assistance to produce improved variety, phytophora resistant passion fruit for export in the East African Community and, potentially, to Europe.. Companies Christa Flora and Ikirezi Ikirinzi were subsidized by the program to attend a Trade Show in Nairobi (HORTEC 2010) to promote export of horticultural products. In total, companies supported by the program by province are shown in the table below.

Distribution of the enterprises assisted by intervention sector and by province

Secteur café		
Province	**Name of entreprises**	**Number**
Kirundo	2 cooperatives of coffee's producers on the CWSs of Buhimba and Gasura are considered as small enterprises, 2 small enterprises namely the washing station of Buhimba and Gasura, 1midsize enterprise namely the SOGESTAL Kirundo-Muyinga.	5
Muyinga	5 cooperatives of coffee's producers on the CWSs of Murago, Ngogomo, Rugerero, Kagombe and Nyamasaka considered as small enterprises, 5 small enterprises namely the washing stations of Murago, Ngogomo, Rugerero, Kagombe and Nyamasaka.	10
Ngozi	7 cooperatives of coffee's producers on the CWSs of Murambi, Rugabo, Ruhama, Gatukuza, Rutanga,Gitwa and Rwintare considered as small enterprises, 7 small enterprises namely the coffee washing stations of Murambi, Rugabo, Ruhama, Gatukuza, Rutanga,Gitwa and Rwintare, 2 midsize enterprises: SOGESTAL Ngozi, Webcor.	16
Kayanza	9 cooperatives of coffee's producers on the CWSs of Bwayi, Kinyovu, Butegana, Kinyovu, Kiryama, COPROTA, CPC, Ruhororo, FH considered as small enterprises, 9 small enterprises namely the coffee washing stations of Bwayi, Kinyovu, Butegana, Kinyovu, Kiryama, COPROTA, CPC, Ruhororo and FH, one midsize enterprise, the SOGESTAL Kayanza	19
Gitega	2 cooperatives of coffee's producers on the CWSs of Kibuye and Mahonda considered as small enterprises, 2 small enterprises namely the coffee washing stations of Kibuye and Mahonda, one midsize enterprise, the SOGESTAL Kirimiro.	5
Muramvya	1 cooperative of coffee's producers on the CWS of Teka considered as a small enterprise, 1 small enterprise namely the CWS of Teka.	2
Rutana	1 cooperative of coffee's producers on the CWS of Butemba considered as a small enterprise, 1 small enterprise namely the CWS of Butemba.	2
Bubanza	1 cooperative of coffee's producers on the washing station of Ntamba considered as a small enterprise, 1 small enterprise namely the CWS of Ntamba.	2

Cibitoke	3 cooperatives of coffee's producers on the CWS of Murwi, Buhayira and Mugina considered as small enterprises, 3 small enterprises namely the CWSs of Murwi, Buhayira and Mugina.	6
Bujumbura	3 midsize entreprises : SOGESTAL MUMIRWA, C&AB, BK Traders,	3
Sub total		70
Horticulture Sector		
BUJUMBURA	4 midsize enterprises: FRUITO, Burundi Business Company, Christa Flore, Ikirezi Ikirinzi	4
General total		**74**

By the end of this Project Year BAP had attained 92.5% of its target of 80 enterprises assisted. The major reason for this is that during this fiscal year, BAP has changed its strategy in the horticulture sector. Based on the observation that there is not a great production of fruit and vegetables for export, the program has focused its support to small associations of producers to increase domestic production first.

Performance Indicator Reference Sheet			
Name of Functional Objective: 4 – Economic Growth			
Name of Program Area: 4.2. Trade and Investment			
Name of Program Element: 4.2.2. Trade and investment capacity			
Name of Indicator: A4 - 5 Number of firms receiving capacity building assistance to export			
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009			
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***			
Precise Definition(s): Number of firms that received training and/or information from USG supported trade promotion-related entities. Typically, promotional activities include trade shows, buyer/seller match making programs, market analysis and information, trade finance assistance, and guidance on how to comply with foreign country customs regulations and procedures.			
Unit of Measure: Number			
Disaggregated by: Producers organizations, Small, Medium-sized enterprises			
Justification & Management Utility: One important component of assistance to help nations increase their level of exports is counseling and advice to host country firms on the steps, procedures, and benefits from trading internationally. Trade promotion efforts help to increase private sector capacity to trade and bolster assistance programs aiming to improve and reform of a country's trade enabling environment.			
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***			
Data collection method: For each activity organized by the program like training, an exchange, a meeting, the participants complete themselves an attendance list. This list contains the name of the participant, the institution represented, the address and a signature. The unit responsible for the activity writes a report of this activity. The attendance lists and reports are regularly sent the office of the program and analyzed by responsible of each component. After those data and reports arrived to the M&E office r who put the information in data base and keep a hard copy in his office. This participant's list help to count how many firms were represented in capacity buildings assistance to export.			
Data Source: DAI/BAP			
Method of data acquisition by USAID: DAI submits reports to USAID			
Frequency and timing of data acquisition by USAID: Semi-annually			
Estimated Cost of Data Acquisition: Included in Task Order			
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi			
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI/BAP			
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.			
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***			
Date of Initial Data Quality Assessment: November 20, 2008			
Known Data Limitations and Significance (if any): None			
Actions Taken or Planned to Address Data Limitations: None			
Date of Future Data Quality Assessments: October 2011			
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation			
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***			
Data Analysis: Data will be statistical analyzed by DAI staff prior to submittal to USAID in April and October.			
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.			
Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.			
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.			
OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***			
Notes on Baselines/Targets: The target was largely exceeded because the program attracted more farmers associations than anticipated			
Other Notes:			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**

2008	10	14	140% BAP assistance benefitted firms at all levels in the coffee value chain to improve performance in this sector. CWS were counted separately from SOGESTAL in anticipation of future privatization, the business functions performed by the washing station and the fact that coffee traceability for direct sales agreements in the specialty coffee niche only drill down currently as far as the CWS
2009	25	67	This number represents firms of different sizes in the coffee, horticulture and dairy sectors. Among these were 22 coffee farmers associations.
2010	80	74	The target was not achieved because BAP has changed strategies in the horticulture value chain in PYIII. Efforts were concentrated on increasing domestic production of fruits and vegetables by working with small groups of producers rather than focus on exporters in this domain. The 74 firms include 31 coffee producer associations (*producer associations*), 31 coffee washing stations (*small enterprises*) , 5 coffee washing stations management companies (SOGESTALS) , a private enterprise WEBCOR (medium-sized enterprises) and 2 coffee export companies and 4 flower, fruits and vegetables export companies *(medium-sized enterprises*) .
2011	100		
2012	120		
THIS SHEET LAST UPDATED ON: G. Kabare June 2010			

Indicator 2: Number of participants in USG supported trade and investment capacity building trainings

Definition: Number *of participants trained on trade and investment capacity building.*

The three value chains namely the coffee value chain, dairy value chain and horticultural value chain contributed to this indicator. However, the coffee value chain has once again made the largest numerical contribution to results.

In the coffee value chain, we considered the participants in training sessions organized at the CWSs that were facilitated by field staff of the program (experts and field staff) and participants at the hillside level who received training organized by lead farmers of producers organizations assisted by BAP. The themes considered for this indicator are: **improved quality and the market and improved coffee processing techniques (selection of cherry, flotation, good harvest, pulping, fermenting, washing, soaking, drying, preservation / storage, transportation).**

In the horticultural value chain, the program has developed themes relating to the use of wooden box, the techniques for improved conservation of horticultural products, conditioning packaging.

In the dairy value chain, during the period, there were discussions with the IAB to negotiate sourcing contracts for the sale of milk. The distribution of participants by value chain is shown in the table below. In coffee value chain, direct and indirect beneficiaries are separated.

SOGESTALs	CWSs	Province	Participants in trainings on trade and investment by gender and by BAP's staff and by partner leaders organized around CWSs						
			Men trained/BAP's field staff	Men trained/leaders	Women trained/ BAP's field staff	Women trained/leaders	Total trained/ BAP's field staff	Total trained/leaders	Total
MUMIRWA	Ntamba	Bubanza	64	208	16	43	80	**251**	**331**
	Mugina	Cibitoke	115	73	43	10	158	**83**	**241**
	Murwi	Cibitoke	43	_	21	_	64	_	**64**
	Buhayira	Cibitoke	22	_	12	_	34	_	**34**
KAYANZA	Ruhororo	Kayanza	29	_	9	_	38	_	**38**
	CPC Buziraguhindwa	Kayanza	249	_	71	_	320	_	**320**
	Karehe	Kayanza	90	247	23	98	113	**345**	**458**
	Butegana	Kayanza	31	371	9	287	40	**658**	**698**
	Coprota	Kayanza	102	120	9	33	111	**153**	**264**
	Kiryama	Kayanza	43	509	6	323	49	**832**	**881**
	Kinyovu	Kayanza	86	291	47	189	133	**480**	**613**
	Bwayi	Kayanza	46	454	11	201	57	**655**	**712**
NGOZI	Gatukuza	Ngozi	41	388	4	220	45	**608**	**653**
	Rugabo	Ngozi	62	517	8	333	70	**850**	**920**
	Ruhama	Ngozi	37	468	3	348	40	**816**	**856**
	Gitwa	Ngozi	20	107	2	14	22	**121**	**143**
	Murambi	Ngozi	72	412	7	303	79	**715**	**794**
	Rutanga	Ngozi	17	57	2	8	19	**65**	**84**
	Rwintare	Ngozi	54	85	4	44	58	**129**	**187**
KIR-MUY	Gasura	Kirundo	59	692	17	452	76	**1144**	**1220**
	Buhimba	Kirundo	46	453	19	323	65	**776**	**841**
	Rugerero	Muyinga	42	621	14	402	56	**1023**	**1079**
	Kagombe	Muyinga	130	_	4	_	134	_	**134**
	Ngogomo	Muyinga	66	414	18	319	84	**733**	**817**
	Nyamasaka	Muyinga	67	144	15	111	82	**255**	**337**
	Murago	Muyinga	28	471	19	419	47	**890**	**937**
	Butemba	Rutana	42	366	15	181	57	**547**	**604**
	Kibuye	Gitega	12	124	9	92	21	**216**	**237**
	Mahonda	Gitega	64	599	42	392	106	**991**	**1097**
Sub total 1			**1779**	**8191**	**479**	**5145**	**2258****	**13336**	**15594**

Participants in trainings on the production of quality coffee in preparation for the 2010-2011 coffee campaign facilitated by the program experts

		Province	H	F	T
		Cibitoke	11	5	16
		Kayanza	40	14	54
		Kirundo	11	4	15
		Gitega	14	7	21
		Muyinga	19	9	28
		Ngozi	24	13	37
Sub total 2			**119**	**52**	**171**

Introduction to cupping for the representatives of producers and heads of CWS

		Province	H	F	T
		Kirundo	14	3	17
		Ngozi	12	9	21
		Kayanza	13	7	20
Sub total 3			**39**	**19**	**58**

Horticultural sector

Trainings on the use of wooden box

		Province	H	F	T
Sub total 4		Bubanza	1	55	56

Trainings on the packaging alternatives

		Province	H	F	T
Sub total 5		Muramvya	12	10	22

Trainings on global horticultural markets and consumer demand for quality: Implications for local markets in Burundi

		Province	H	F	T
Sub total 6		Bujumbura	12	0	12

Dairy Sector

Exchange of information on the relationships to establish between the association Garukiramatongo and the dairy IAB.

		Province	H	F	T
Sub total 7		Muramvya	36	16	52

Number of participants trained in trade and investment by <u>BAP's staff</u>: **+Sub total 2+Sub total 3+Sub total 4+sub total 4+sub total 5+sub total 6+sub total 7= <u>2629</u> (1998 M and 631 F)

Number of participants trained in trade and investment <u>by BAP's partner leaders</u> in coffee sector: <u>13336</u> (8191 M and 5145 F)

Total of participants trained in trade and investment during PY III: 15965 (10189 M and 5776 W)

The target of this indicator during PY III was 8000 (3500F-4500M). The set target was highly exceeded as BAP achieved 199% of its objective for the project year. This is due two main reasons: i) BAP was able to expand an initial number of 17 coffee washing stations focus to 31, ii) as program activities take root in target areas, more farmers are willing to take part in Project activities.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.2. Trade and Investment
Name of Program Element: 4.2.2. Trade and investment capacity
Name of Indicator: A4 - 6 Number of participants in USG supported trade and investment capacity building trainings
Is this an Annual Report indicator? No ___ Yes _X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): Number of participants trained on trade and investment capacity building.
Unit of Measure: Number
Disaggregated by: Gender
Justification & Management Utility: This is an output measure of training in trade and investment related areas.
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: For each activity organized by the program like training, an exchange, a meeting, the participants complete themselves an attendance list. This list contains the name of the participant, the institution represented, the address and a signature. The unit responsible for the activity writes a report of this activity. The attendance lists and reports are regularly sent the office of the program and analyzed by responsible of each component. After those data and reports arrived to the M&E office r who put the information in data base and keep a hard copy in his office. This participant's list help to count how many firms were represented in capacity buildings assistance to export.
Data Source: DAI
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI /BAP
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: November 20, 2008
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: October 2011
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports

OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***			
Notes on Baselines/Targets: FY2009 "actual" result represents data that is adequately supported by written records. The shortfall is mostly due to situations where the new implementing partner field agents forgot to keep attendance records and in that case concerned individuals were left out.			
Other Notes:			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2008	200	4206	Program approach incorporates direct training to lead farmers at pilot washing stations who become de facto trainers of other farmers with replication of training sessions/knowledge to the sub-colline level in a cascading fashion to improve outreach and impact
2009	6000 (2000F-4000H)	4,463 (F:1693;M:2770)	
2010	8000 (3500F-4500M)	15965(5776F-10189M)	The set target was highly exceeded because (1) BAP was able to expand an initial number of 17 coffee washing stations focus to 31 and (2) as program activities take root in target areas, more farmers are willing to take part in Project activities. This number comprises individuals directly trained by BAP project staff (2629: 631 W and 1998 M) as well as those trained by lead farmers who had been trained under BAP then go out and train their pairs (13336: 5145 W and 8191 M).
2011	10000 (4500F-5500M)		
2012	11000 (5000F-6000M)		
THIS SHEET LAST UPDATED BY: G. Kabare June 2010			

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Indicator 3: Number of rural households benefiting directly from USG interventions

Definition: *A household is a beneficiary if it contains at least one individual who is a beneficiary. An individual is a beneficiary if s/he is engaged with a project activity and either already has shown benefit from the activity) or has a high likelihood of gaining one of those benefits due to his/her significant level of engagement with the project. If a project's approach is to work through a group or association to create benefits for the membership of that group or association, the members of the group can be counted as direct beneficiaries, even if the technical assistance is not provided directly to those individuals. The implementing partner needs to be able to demonstrate from the records of the group or otherwise that the assistance was transmitted to its membership. This would be particularly clear and feasible for small producer groups and trade associations; it would not be credible for an apex cooperative association that might have hundreds of thousands of members.*

During this fiscal year, the program supported rural households through the three value chains, the coffee value chain, horticultural value chain and dairy value chain. Of all households supported, the coffee sector households are most numerous. During this fiscal exercise, the BAP program has trained pilot CWSs through trainings for managers of these CWSs and leaders of cooperatives to improve their processing techniques through the selection and the flotation, the unique fermentation, pyramidal drying and production of daily lots. These techniques were not used systematically by the SOGESTALs, but with the intervention of BAP, they are using it now. The assessment by experts of the program showed that all the pilot stations supervised by the program have at least applied one technique for improving the quality.

The positive effects of coaching the CWSs are starting be noticed because even the CWSs which are not regularly supported by the program are beginning to organically replicate and apply some BAP promoted processing techniques to improve the quality of their coffee.

In addition, field agents of the program facilitated training sessions for lead farmers on coffee processing techniques and techniques for improving coffee productivity so that these leaders can, in turn, train their neighbors in their home communities and hillsides. A report provided to BAP and arriving at the headquarters of the project as well as a field study performed by our Monitoring and Evaluation unit in collaboration with students from the University of Ngozi has verified that the technical information reaches its intended recipients. The program vision is to improve coffee quality, improve coffee

productivity, resulting in greater volumes of high quality coffee to be sold for positive differentials on the world market, resulting in greater disposable income for families and their communities from this product.

For all these reasons, the program assumes that all smallholders selling their coffee to the pilot CWSs receiving technical and/or infrastructural support by the program to improve their processes and/or productivity are beneficiaries of the program. Under these conditions, according to data provided by SOGESTALs and other private managers of CWSs, supported households are divided as follows:

SOGESTAL/ MANAGER	Province	CWSs	# of households supported
		GASURA	1,859
	Kirundo	BUHIMBA	482
		RUGERERO	2,447
		MURAGO	3,176
		NGOGOMO	2,722
		NYAMASAKA	1,719
1. SOGESTAL Kirundo-Muyinga	Muyinga	KAGOMBE	4,974
		MURAMBI	1,226
		RUGABO	2,943
		RUHAMA	1,384
		GATUKUZA	Inf. not avail.
		GITWA	971
		RUTANGA	521
2. SOGESTAL NGOZI	Ngozi	RWINTARE	494
		BWAYI	2,766
		KINYOVU	2,523
		KIRYAMA	4,101
3. SOGESTAL KAYANZA	Kayanza	BUHORWA	2,364
	Muramvya	TEKA	3,395
		MAHONDA	3,056
	Gitega	KIBUYE	3,523
4. SOGESTAL KIRIMIRO	Rutana	BUTEMBA	4,385
		MUGINA	2,020
		MURWI	1,337
	Cibitoke	BUHAYIRA	931
5. SOGESTAL MUMIRWA	Bubanza	NTAMBA	936
6. WEBCOR	Kayanza	BUTEGANA	3,120
		KIREMA	544
8. COPROTRA	Kayanza	KAREHE	520

9. UBWIZA BW'IKAWA	Kayanza	RUHORORO	747
Total			61,186

In the horticulture sector, supported households are households whose members are in the associations that have received small grants from the program. In addition to the grants, members of these households have participated in trainings on improved agricultural practices/technologies for horticultural crops and have had the organizational and institutional capacities of their producer organization's enhanced.

The table below shows the distribution of households supported in this sector by province.

Province	Type of support	Number of households
Kirundo	Grant to the association Twitezimbere (25 members) for the improvement of irrigation techniques and training on agricultural techniques to improve the cultivation of vegetables	25
Bubanza	Grants to associations ACEPE (15 members) and Dufatanemunda (22 members) to improve vegetable production. In addition to the grants, members of these associations have received training on vegetable cultivation techniques from the program	37
Cibitoke	Grants to associations ALUCOVIS (68 members) and Dufashanye (10 members) to improve vegetable production. In addition to the grants, members of these associations have received training on vegetable cultivation techniques from the program.	78
Total		140

In the dairy sector, BAP considered households only in Muramvya province. They are members of dairy herder associations of breeders in Rutegama and Bukeye communes. While BAP has been assisting dairy farmers in Ngozi province, in Mwaro, in Cibitoke and in Bururi Provinces, we do not consider that the intensity of our assistance to date has been consistent enough to reach the threshold for this indicator. The number of household members of the associations supported and support received by the association is shown in the table below

Name of association	Type of support	Number of households
Garukiramatongo	Training of leaders of the association in farming techniques Participation in an experience exchange visit in Rwanda. Linking with the dairy IAB	236
Tube umwe	Training in farming techniques. Participation in an experience exchange visit in Rwanda. Linking with the dairy IAB	23
Habwawihe	. Training in farming techniques	22
Total		281

Summary of rural households supported by the program during fiscal year III

Sector	**# of Households**
Coffee	61.186
Horticulture	140
Dairy	281
Total	**61.607**

The target set for this indicator during PY III of 25,000 households. This has been largely exceeded. In fact, the coffee sector, which provides the vast majority of households counted for this indicator around the pilot CWSs, has increased the number of washing stations assisted during PY3 from 16 to 30 CWSs. In addition, the coffee campaign 2010-2011 has been good and the number of growers selling coffee cherries to the CWSs has increased significantly in contrast to PY 2.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.5. Agriculture
Name of Program Element: 4.5.2. Agricultural Sector Productivity
Name of Indicator: A4 – 7 Number of rural households benefiting directly from USG interventions.
Is this an Annual Report indicator? No ___ Yes __x__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): A household is a beneficiary if it contains at least one individual who is a beneficiary. An individual is a beneficiary if s/he is engaged with a project activity and either already has shown benefit from the activity) or has a high likelihood of gaining one of those benefits due to his/her significant level of engagement with the project. If a project's tactic is to work through a group or association to create benefits for the membership of that group or association, the members of the group can be counted as direct beneficiaries, even if the technical assistance is not provided directly to those individuals. The implementing partner needs to be able to demonstrate from the records of the group or otherwise that the assistance was transmitted to its membership. This would be particularly clear and feasible for small producer groups and trade associations; it would not be credible for an apex cooperative association that might have hundreds of thousands of members.
Unit of Measure: Number
Disaggregated by: Gender of the claimed or presumed head of household
Justification & Management Utility: Tracks access and equitable access to services in targeted area.
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: DAI field agents keep event matrix for each activity conducted with BAP producer organizations and groups indicating the event location, date, topic and participants, with their signatures. Data is imported from the original copies into the computer by DAI head office staff and included into semi-annual reports to USAID. Other sources of data for this indicator are field agents' reports on their meetings with heads of farmers groups and lead farmers and coffee washing stations records. On this indicator from the data base of the program and in order to avoid a double counting, it is counted the number of participants per sub hill and it is considered the day when there were many participants.
Data Source: DAI and HED partner: South Carolina State University
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order and in HED cooperative agreement
Individual responsible at USAID: Alice Nibitanga , USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI/BAP
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: November 21,
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: October 2011
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID.
Presentation of Data: Data will be presented in reports

Review of Data: The USAID team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.

Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports

OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*

Notes on Baselines/Targets: The target was exceeded. This is due to the fact that lead farmers trained by the program to go transmit the new knowledge in their neighborhood were extremely dynamic. They filled in records on training sessions they animated which permitted DAI field agents to include the people their reached in the program beneficiaries.

Other Notes:

PERFORMANCE INDICATOR VALUES

Year	Target	Actual	Notes
2008	500	7317	Project efforts to improve quality of coffee including infrastructural renovation, improved technology and changes in processing methods impact all farmers supplying the CWS. Capacity reinforcement this year included a minimum of 13 different themes and reached farmers on 184 sub-hills of 57 hills surrounding the 4 pilot CWS
2009	15,000	18,007	In FY2009, the program continued to work in the coffee and expanded the number of coffee washing stations. New activities in horticulture and dairy sectors were initiated.
2010	25,000	61,607	The set target was highly exceeded because (1) BAP was able to expand the Number of coffee washing stations assisted from 17 to 31 and (2) the number of coffee producers who sold their coffee to those coffee washing stations was high last coffee campaign.
2011	70,000		
2012	70,000		

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I**ndicator 4**: **Number of producers organizations, water user associations, trade and business associations, and community-based organizations (CBOs) receiving USG assistance**.

Definition: *Organizations assisted are those that are engaged with a project activity and either already has shown benefit from the activity (as measured by any of the types) or have a high likelihood of gaining one of those benefits due to their significant level of engagement with the project. Organizations whose primary purpose is to serve women are not included, because they are counted in a separate indicator. In some cases, producer associations or other organizations operate firms. In these cases both entities could be counted (under organizations assisted and under firms assisted) if both the organization and the firm receive appropriate (presumably different) types of assistance.*

According to this definition, the associations assisted by the program are those that have participated actively in the activities organized by the program (trainings designed to improve the institutional, organizational or managerial capacity of associations, those who have received assistance in the planning and execution of revenue generating activities, etc...). These organizations exist in multiple areas of program value chain intervention. Once again it was in the coffee sector where we registered assistance to the highest number of associations, followed by the horticultural sector, the dairy sector, and our community water component.

In the coffee sector, the counting methodology takes into account how activities are organized on the field. In fact, field agents of the program continuously organize training courses on topics related to increasing production and strengthening organizational and institutional capacity of producer organizations. Participants in these courses represent associations and they all regularly attend all training sessions organized at the coffee washing stations as they have other obligations. Thus for the associations associated with (or serving) pilot washing stations BAP only counted associations where participation by members at training sessions was consistent enough so there is an expectation of significant application of information, processes, and technologies by the wider association. By following this methodology, the number of associations framed in the coffee sector is shown in the table below:

A) Associations supported on CWS

SOGESTAL	**PROVINCE**	**CWSs**	**# Associations**
KIRUNDO-MUYINGA	Kirundo	Gasura	25
		Buhimba	28
	Muyinga	Murago	28
		Rugerero	21
		Ngogomo	23
		Kagombe	26
		Nyamasaka	23
Ngozi	Ngozi	Rugabo	35
		Ruhama	20
		Gatukuza	24
		Murambi	19
		Rwintare	11
		Gitwa	21
Kirimiro	Muramvya	Teka	11
	Rutana	Butemba	34
	Gitega	Mahonda	12
		Kibuye	13
Kayanza	Kayanza	Kinyovu	28
		Kiryama	29
		Bwayi	42
		Musema	2
		Butegana	17
		Buziraguhindwa	12
		Karehe	24
		Coprota	20
		Ruhororo	13
Mumirwa	Cibitoke	Buhayira	15
		Murwi	14
		Ntamba	20
	Bubanza	Mugina	14
Total			**624**

b) Associations of the dairy sector

Province	Name of the association	Type of support
Muramvya	APRODEL	Training of leaders in farming techniques
	Garukiramatongo	. Training of leaders of the association in farming techniques Participation in an experience exchange visit in Rwanda. Linking with the dairy IAB
	Tube umwe	Training in farming techniques, participating in an experience exchange visit.
	Habwawihe	Training of leaders in farming techniques
Ngozi	Tujehamwe	Training in organization and management of associations
	Tubemudandi	Training in organization and management of associations.

c) In horticulture, the associations were supported through trainings on capacity building and institutional organization, techniques to increase the quantity and quality of fruits and vegetables. These sessions were facilitated by field staff of the program. The distribution of associations supported by province is as follows:

Province	**# Associations**
Bubanza	2
Bujumbura Rural	3
Cibitoke	1
Gitega	2
Kayanza	1
Kirundo	17
Muramvya	2
Muyinga	2
Ngozi	16
Total	**46**

d) Associations appuyées en apiculture

Province	**# Associations**	**Type of support**
Bubanza	1	Training on beekeeping techniques
Gitega	10	Training on the lives of bees in the hive
Mwaro	11	Training on beekeeping techniques.
Total	**22**	

e) Community Water Management Committees-

Province	**Lieu de formation**	**Associations**
Muramvya	Buhorwa	Comité de santé Buhorwa
Ngozi	SDL Gitwa	Comité de santé Gatsinda
		Comité de santé Kayanza
		Comité de santé Gitwa
		Comité de l'eau Gitwa
		Comité de santé Kabataha
		COSOL
	Rwintare	Union des caféiculteurs
		Turwize umwimbu
		Comité de santé Nyange
		Twiteho ikawa
		Comité de l'eau Rwintare
	Rutanga	Comité de santé Rutanga
		Comité de l'eau Rutanga
Kayanza	Kinyovu	Comité de santé Mihigo
		Comité de l'eau Kinyovu
		CTDC
		CCU
	SDL Ruhororo	Coopérative de Ruhororo
Muyinga	Muyinga	Régie Communale de l'eau Muyinga
	Kigoganya	Régie Communale de l'eau Gasorwe
Total		**21 Associations**

Summary of Associations receiving BAP Assistance during PY 3

Secteur	# associations
Café	624
Lait	6
Horticulture	46
Apiculture	22
Water Mgmt	21
Total	**719**

The target for this indicator was 400 associations receiving BAP assistance. This was largely exceeded, as BAP achieved 180% of its objective for the project year. This is due, on the one hand, because the coffee

sector has expanded the number of CWSs receiving direct assistance from the program and, on the other hand, we have diversified the number of horticultural sector associations being assisted since we refocused our intervention strategy to work in a consistent manner with associations of producers instead of exporters of fruit and vegetables, as during PY II.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.5. Agriculture
Name of Program Element: 4.5.2. Agricultural Sector Productivity
Name of Indicator: A4 – 8 Number of producers organizations, water users associations, trade and business associations, and community-based organizations (CBOs) receiving USG assistance.
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): Organizations assisted are those that are engaged with a project activity and either already have shown benefit from the activity (as measured by any of the types) or have a high likelihood of gaining one of those benefits due to their significant level of engagement with the project. Organizations whose primary purpose is to serve women are not included, because they are counted in a separate indicator. In some cases, producer associations or other organizations operate firms. In these cases both entities could be counted (under organizations assisted and under firms assisted) if both the organization and the firm receive appropriate (presumably different) types of assistance.
Unit of Measure: Number
Disaggregated by: None
Justification & Management Utility: Tracks private sector and civil society capacity building to increase agricultural sector productivity.
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: DAI field agents keep event matrix for each activity conducted (trainings, sensitization sessions) indicating the place, date, topic and participant producer associations, water users associations and community-based organizations as well as lists of associations, associations' status and meeting reports. Data is imported from the original copies into the computer by DAI head office staff and included into semi-annual reports to USAID. From the data base of the program it counted the number of associations.
Data Source: DAI and CRS
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order and CRS CA
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI/BAP and CRS M7E person
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: November 19,
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: October 2011

Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation

PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*

Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April & October annually.

Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.

Review of Data: The USAID team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.

Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports

OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*

Notes on Baselines/Targets: The target was largely exceeded. This is because the target was set lower based on the first year project activities that had limited funding and coverage. Given FY09 results, FY10, FY11 and FY12 are revised upward accordingly.

Other Notes:

PERFORMANCE INDICATOR VALUES

Year	Target	Actual	Notes
2008	40	90	There are more associations at the hill level than originally anticipated though they are poorly structured and have limited membership and have yet to define the specific services (advantages) they offer differentially to their members vs other community members. Project objectives to improve coffee quality and gain market penetration in the coffee specialty market means we must be inclusive at the CWS level. Our principal host at the CWS is the union and its executive board. Association members of the union benefit from capacity reinforcement and technological improvements. Association members assisted the Program in its census of coffee farmers and their plantations on the hills and in developing the cascading training model currently being practiced to increase outreach.
2009	180	363	The reported number consist of coffee farmers associations (an association is counted when its leadership has participated in at least one BAP training session), 2 national-level coffee farmers associations, 5 coffee washing stations management companies (SOGESTALS) and 1 milk producers' associations
2010	400	719	The target was exceeded because during PY III, BAP increased the number of coffee washing stations assisted and the program strategy in the horticulture value chain has been to work with associations of small producers. The reported number consist in coffee farmers associations (an association is counted when its leadership has participated in at least one BAP training session) , 6 milk producers' association, 46 associations of horticulture value chain and 22 associations of apiculture sector.
2011	450		
2012	450		

THIS SHEET LAST UPDATED BY: G. Kabare June 2010

Indicator 5: Number of people in target areas with access to improved drinking water supply as a result of USG assistance

Definition: *Improved drinking water technologies are those more likely to provide safe drinking water than those characterized as unimproved. Extensive research in rural areas has found that people satisfy their basic needs for water if the source can be reached in a round trip of 30 minutes or less. When it takes more than 30 minutes to get to the water source and back, people typically haul less water than they need to meet their basic requirements.*
Improved sources may still contain harmful substances, and water can be contaminated during transport and storage.
Improved drinking water sources = Water supply technologies including household water connection, public standpipe, borehole, protected dug well, protected spring, rainwater collection and bottled water (if a secondary source is also improved).
Unimproved drinking water sources (not counted here) = Unprotected well, unprotected spring, rivers or ponds, vendor-provided water, tanker truck water

Under this indicator, the program has built or renovated water supply systems that serve some households in the project zone as well as and community infrastructures such as churches, schools and markets. At the end of the fiscal year, some piped water infrastructures were already functional and either had received a provisional stamp of approval, or were waiting for technical verification and others are at 70 to 80 % completion at September 30. Three community water systems that are already functional namely those supplying the communities of Kinyovu, Murima and Kayenzi. Beneficiaries from these communities are counted in the table below.

Province	**Name of the area supplied**	**Type of beneficiaries**	**# of beneficiaries**
Kayanza	Kinyovu	Households, 2 primary schools, 1 CWS	5453
Muyinga	Kayenzi	Households, schools, 1church	9300
Kayanza	Murima	Households and schools	1860
Total			**16,613**

BAP exceeded its anticipated target of 15,000 people being served with improved drinking water 11%. Indeed, although the water supply systems constructed during this fiscal year are not yet fully functional, functional ones are already serving a number greater than the target because in addition to households in the community, these waterworks serve community infrastructures such as schools and churches.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.5 Agriculture
Name of Program Element: 4.5.2 agriculture sector capacity
Name of Indicator: A3-22 Number of people in target areas with access to improved drinking water supply as a result of USG assistance
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition: Improved drinking water technologies are those more likely to provide safe drinking water than those characterized as unimproved. Extensive research in rural areas has found that people satisfy their basic needs for water if the source can be reached in a round trip of 30 minutes or less. When it takes more than 30 minutes to get to the water source and back, people typically haul less water than they need to meet their basic requirements. Improved sources may still contain harmful substances, and water can be contaminated during transport and storage. Improved drinking water sources = Water supply technologies including household water connection, public standpipe, borehole, protected dug well, protected spring, rainwater collection and bottled water (if a secondary source is also improved). Unimproved drinking water sources (not counted here) = Unprotected well, unprotected spring, rivers or ponds, vendor-provided water, tanker truck water
Unit of Measure: Number
Disaggregated by: None
Justification & Management Utility: Tracks access to services in target area. Additionally, the indicator is to track the implementation of a water congressional earmark.
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: Households situated within one kilometer of water supply points constructed by the program are counted under this indicator.
Data Source: DAI
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: October 2010
Known Data Limitations and Significance (if any): N/A
Actions Taken or Planned to Address Data Limitations: N/A
Date of Future Data Quality Assessments: N/A – Activity had one year funding
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April & October annually.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The USAID team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports

OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***			
Notes on Baselines/Targets: There are no actual figures for this indicator; work done in FY2009 was limited to feasibility studies and preparation of bids for the recruitment of contractors to do the water supplying physical infrastructures.			
Other Notes: This indicator has been selected to track the implementation of a one-year FY08 water congressional earmark. As there were no results in FY09 following program delays, FY09 target will be met in FY10. No targets are set for 2011 and 2012 as the water earmark funding is not continuing.			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2009	15,000	0	
2010	15,000	16,613	The target was exceeded because drinking water supplies constructed by BAP serve households and community infrastructure such as schools and churches which have a lot of people who attend them.
THIS SHEET LAST UPDATED BY: G. Kabare June 2010			

Indicator 6: Number of people who have access to sanitation facilities as a result of USG assistance

Definition(s*):* *Improved sanitation facilities=Technologies more likely to ensure privacy and hygienic use, i.e., connection to a public sewer, connection to a septic system, pour-flush latrine, simple pit latrine, and ventilated improved pit (VIP) latrine. Unimproved sanitation facilities (not counted here) =public or shared latrines, open pit latrines, and bucket latrines.*

In the field of sanitation, the program supported nine Coffee Washing Stations (CWS) by building toilets, constructing effluent control systems including separation of solids (pulp), water settling tanks and purification reservoirs, the establishment of percolation fields, reoxygenation ladders and plant filters. These sanitation facilities are all serving to the coffee farmers who bring their cherry to the stations, the station personnel and day laborers at the CWS. Thus the number of persons served in accordance with data supplied by managers of the CWS is given in the table below:

PROVINCE	CWS	# of persons served
NGOZI	GITWA	971
	RWINTARE	494
	RUTANGA	521
KAYANZA	KINYOVU	2.523
	BUHORWA	2.364
	RUHORORO	747
	BUTEGANA	3.120
	GAHAHE	1.520
	NKAKA	1.316
TOTAL		**13.576**

BAP has exceeded its objective of 6000 people served by 126%.This occurred for two reasons, instead of 8 CWS receiving improved effluent control systems with associated latrines and hand washing stations, hygiene and sanitation training we partnered with nine CWS, and the 2010 coffee season was more productive than in past years, thus more clients used the station than was anticipated.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.8 Environment
Name of Program Element: 4.8.2 Clean productive environment
Name of Indicator: A3-23 Number of people who have access to sanitation facilities as a result of USG assistance
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): Improved sanitation facilities=Technologies more likely to ensure privacy and hygienic use, i.e, connection to a public sewer, connection to a septic system, pour-flush latrine, simple pit latrine, and ventilated improved pit (VIP) latrine. Unimproved sanitation facilities (not counted here)=public or shared latrines, open pit latrines, and bucket latrines.
Unit of Measure: Number
Disaggregated by: None
Justification & Management Utility: Tracks access to services in target area. Additionally, the indicator is to track the implementation of a water congressional earmark.
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: Counting the number of people attending hygiene and sanitation education sessions from attendance sheets.
Data Source: DAI
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice NIBITANGA, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: October 2010
Known Data Limitations and Significance (if any): N/A
Actions Taken or Planned to Address Data Limitations: N/A
Date of Future Data Quality Assessments: N/A. This was a one year funding
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April & October annually.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The USAID team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports
OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***
Notes on Baselines/Targets: There are no actual figures for this indicator; work done in FY2009 was limited to feasibility studies and preparation of bids for the recruitment of contractors to do the water supplying physical infrastructures and provide the hygiene and sanitation education.

Other Notes: This indicator has been selected to track the implementation of a one-year FY08 water congressional earmark. As there were no results in FY09 following program delays, FY09 target will be met in FY10. No targets are set for 2011 and 2012 as the water earmark funding is not continuing.

PERFORMANCE INDICATOR VALUES

Year	Target	Actual	Notes
2009	6,000	0	
2010	6,000	13,576	The target for this indicator was exceeded because the sanitation facilities were built on coffee washing stations and all the people who sold their coffee in these coffee washing stations have been considered as beneficiaries. During PY III, the number of people who sold the coffee has increased because the production was good.

THIS SHEET LAST UPDATED BY: G. Kabare June 2010

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Indicator 7: Number of women who have participated in USG supported leadership trainings

Definition: *Leadership trainings are those organized for women representing others in associations/organization/institutions or a community.*

For this indicator, the BAP program has organized sessions to strengthen organizational and institutional capacities of women's organizations throughout its project zone. The aim of these trainings is to empower women leaders in their organizations and their life environment. During this fiscal year, the program has continued to organize trainings for leaders of coffee growers chosen for their dynamism at community level and for their commitment to development. The number of female leaders in the coffee sector trained in organization and management of associations is as follows:

Province	CWS	# of women leaders
Bubanza	Ntamba	17
Cibitoke	Murwi	17
	Mugina	14
Rutana	Butemba	18
Gitega	Kibuye	13
	Mahonda	12
Kayanza	Coprota	27
	CPC	30
	Butegana	6
	Ruhororo	37
	Karehe	54
	Kinyovu	17
	Bwayi	32
	Kiryama	23
Kirundo	Gasura	19
	Buhimba	17
Muramvya	Teka	7
Muyinga	Nyamasaka	11
	Kagombe	5
	Rugerero	20
	Ngogomo	18
	Murago	19
Ngozi	Ruhama	7
	Gatukuza	12
	Rugabo	27
	Rutanga	3
	Gitwa	1
	Total	**483**

In addition to these women leaders trained in the coffee sector, other leaders have been trained under the component of gender and capacity building of producer organizations throughout the zone of action. The number of women leaders trained by province and theme is highlighted in the table below:

THEME	PROVINCE										TOTAL
	BU RUR	*BUB*	*CIBI*	*GITE*	*KAYA*	*KIRU*	*MUR*	*MWA*	*MUYI*	*NGO*	
Creation and organization of an association		4	6	37	235	34	83	6	21	122	548
Petty Cash Mgmt			64	7	123			0	0	0	194
Inventory Control			41	1		0		0	0	0	42
Amortization and Capital Depreciation	6	31		0							37
Resource Mobilization				4		45					49
Total	6	35	111	49	358	79	83	6	21	122	**870**

Literacy Trainers

Over the course of this project year BAP, in partnership with the National Literacy Service trained a total of 409 people as literacy trainers. Three hundred and ninety one of these (95,6%) were women. These women came from 119 associations. (See table bellow)

PROVINCE	**Dates of TOT**	**Days/Session**	**# of participants**	**# of associations**
CIBITOKE	**19/04-23/04/10**	**5 Jours**	**34**	**15**
BUJUMBURA RURAL	**26/04-30/04/10**	**5 Jours**	**33**	**5**
BUBANZA	**26/04-30/04/10**	**5 Jours**	**36**	**8**
MWARO	**14/06-18/06/10**	**5 Jours**	**35**	**12**
MURAMVYA	**12/07-16/07/10**	**5 Jours**	**35**	**8**
GITEGA	**09/08-13/08/10**	**5 Jours**	**30**	**6**
KAYANZA, Group 1	**23/08-27/08/10**	**5 Jours**	**34**	**12**
KAYANZA, Group 2	**30/08-03/09/10**	**5 Jours**	**35**	**11**
MUYINGA	**13/09-17/09/10**	**5 Jours**	**35**	**10**
NGOZI, Group 1	**14/09-18/09/10**	**5 Jours**	**34**	**9**
KIRUNDO	**27/09-01/10/10**	**5 Jours**	**34**	**12**
NGOZI, Group 2	**28/09-02/10/10**	**5 Jours**	**34**	**11**
	TOTAL	**60 jours représentant 12 sessions**	**409**	**119**

By the end of this project year 138 of these trainers had returned to their respective associations and opened literacy centers. For the 4 provinces where information is known and literacy activities are advanced, the number of regular participants for each center is given below. These participants are members of the governing councils of their associations and the women among them may this be counted as women leaders receiving support from BAP. (See Table on next page). However, there are also a number of women from the community and general assembly of the associations who are also participating in these sessions and we have not disaggregated these from those who currently serve in leadership roles. Our assumption is that this training will provide skills in literacy and numeracy that are empowering to women and that will, eventually lead to greater transparency in the management of community and family affairs, their businesses and their households. These 763 women actively participating in literacy training by the end of the project year are from 44 different associations. Because we did not disaggregate the leaders from the other women association members pursuing this activity we have chosen to present the data but not count them toward this indicator. A dissagreggated accounting will be provided in our Q1 PY 4 report.

Province	Nom de l'Association	Nombre d'Alphabetiseurs	Inscrits	Participants/Genre		
BUBANZA		**33**		**H**	**F**	**TOTAL**
	Dukorerehamwe Twungurane Ubumenyi		16	0	12	12
	Inyange		16	0	16	16
	Garukirimfuvyi		**15**	0	8	8
	Garukirabakenyezi		10	0	7	7
	Turibamwe		24	0	10	10
	Dufatanemunda 1		12	1	18	19
	AEAOVVD		20	0	18	18
	Twiyungunganye Bakenyezi		20	0	9	9
			133	1	98	**99**
BUJUMBURA RURAL		**36**		H	F	
	Abakutsakivi		35	0	26	26
	Abakenyezi twisununure		14	0	12	12
	Girumwete + Nkenyerakivi		49	2	49	51
	Ubumwe		26	0	18	18
			124	**2**	**105**	**107**
CIBITOKE		**34**		H	F	
	TUREMESHANYE		9	0	6	6
	JIJUKA		10	1	9	10
	TUBABARANE		17	2	15	17
	ABASANGIRAKIYAGO		19	0	12	12
	DUKOREREHAMWE		32	0	26	26
	TUBUMBATIRAMAHORO		25	2	17	19
	ADAP TURWIZUMWIMBU		3	1	2	3
	DUHARANIRAMAHORO		16	1	15	16
	SHAZA		20	6	18	24
	RUKUNDO		20	1	19	20
	DUSHIREHAMWE		25	0	25	25
	TWITEZIMBERE		25	3	22	25
	HARANIRIBIKORWA		9	2	7	9
	AKARANGAMICO		29	0	30	30
	TURERIMPFUVYI N'IMPFAKAZI		23	2	14	16
	APPAE		39	3	36	39
	DUFASHANYE		8	0	5	5
	ALUCOVIS		26	2	24	26
	TWIJUKIRITERAMBERE		24	4	16	20
	TWIYUNGURUZE		16		13	13
			395	**30**	**331**	**361**

MWARO		**35**		H	F	
	Twizerane		25	0	26	26
	Tuzamurane		34	2	35	37
	Turonderiterambere		11	0	12	12
	Twiyungunganye		25	0	18	18
	Dukorekijambere		15	0	13	13
	Turwizumwimbu		8	0	13	13
	Dushigikirane		25	4	15	19
	Girumwimbu		13	2	18	20
	Dushirehamwe		13	0	13	13
	Abazimyamuriro		16	10	23	33
	AGRED		30	0	32	32
	Kazedukore		18	1	11	12
			233	19	**229**	**248**
	TOTAL GENERAL	**138**	**885**	**52**	**763**	**815**

Sur les 885 inscrits dans les 4 provinces, 815 suivent les formations dont 763 femmes, soit 93,6%.

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In addition BAP continued its support for commercial English training in order to improve their capacities and competitiveness in undertaking business activities in the East African Community for 11 AFAB women entrepreneurs and 8 women leaders of CAPAD.

In total the number of women leaders trained during this year is: **870 + 483 +391+19 = 1763**

For this indicator, the target of 300 women leaders to be trained during PY III was highly exceeded for three principal reasons. The first is that the number of women targeted in the coffee sector for their dynamism and commitment to local development has increased because the number of pilot CWSs covered during PY III. The second reason is that the program found that partner associations were not strong enough to go with development activities has opted to strengthen their organizational and institutional capacities. Further, we have expanded our literacy activities to all ten provinces and the trained leaders have begun to open literacy centers. We have been surprised by the interest and the demand for capacity reinforcement in literacy from our rural partners.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.7 Economic opportunity
Name of Program Element: 4.7.3 Strengthen micro-enterprise productivity
Name of Indicator: Number of women who have participated in USG supported leaderships trainings
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): Leaderships trainings are those organized for women representing others in associations/organization/institutions or a community.
Unit of Measure: Number
Disaggregated by: None
Justification & Management Utility: Tracks women building to increase agricultural sector productivity. It also tracks the implementation of a congressional earmark.
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: Women who participated in the trainings organized on the Coffee Washing Station and other leadership trainings are recorded on attendance lists.
Data Source: DAI
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice NIBITANGA, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: October 14, 2009
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: N/A
Date of Future Data Quality Assessments: N/A. This is a one year congressional earmark funding
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April & October annually.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The USAID team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports
OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***

Notes on Baselines/Targets: The target was not met because the program shifted slightly from the anticipated approach and instead of working with individuals; it worked through associations, who delegated representatives. Therefore, although direct project participants were fewer than estimated, indirect beneficiaries increased.

Other Notes: In light of FY 2009 results and also since it was one year (FY08) congressional earmark, 2010 target has been reduced accordingly and there are no targets sets for FY 11 and FY12. However gender inclusiveness and leadership will continue to be tracked through all indicators where gender disaggregation is applicable.

PERFORMANCE INDICATOR VALUES

Year	Target	Actual	Notes
2009	300	151	USAID designed and provided association management, cooperative governance, enterprise creation, planning and execution of projects and business plan development to 151 women from two of the most influential women's associations' networks.
2010	300	1,763	The target was highly exceeded for two reasons: (i) the gender component of the program has worked for a full year, (ii) BAP initially found it important to organize trainings on organizational and institutional themes for women's organizations. Much of these leaders have been trained on these themes. This strategy have been undertaken because these organizations were more accustomed to humanitarian aid and had to be more organized so that they become valid interlocutors on the ground before working on other steps.

THIS SHEET LAST UPDATED BY: G. Kabare June 2010

8. Number of micro, small and medium-sized enterprises who have received business development services from USG assisted sources and improved their operations

Definition*: Includes both paying clients and estimated numbers of beneficiaries of information and other free services.*

For this indicator, it is considered that any company that has been involved in at least one BAP sponsored activity that is strategic or operational (training, capacity reinforcement in sanitation, elaboration of projects for funding, technical advice, etc..) so that the company increases its performance in the areas of production, market access and/or competitive footprint in specific areas. To be considered for inclusion under this indicator, these companies must have put into practice the technical support of the program and improved their operations or production processes.

Coffee sector			
Province	**size and name of the enterprise**	**Type of the support**	# of enterprises
Kirundo	**Midsize Enterprises**: SOGESTAL KIRUNDO-MUYINGA **Small size Enterprises** : SDL Gasura, Buhimba	Training of representatives of these companies in increasing the quality of coffee	3
Muyinga	**Small size Enterprises:** SDL Ngogomo, Murago, Rugerero, Nyamasaka, Kagombe	Training of representatives of these companies in increasing the quality of coffee	5
Ngozi	**Midsize Enterprises** :SOGESTAL NGOZI **Small size Enterprises**: SDL Ruhama, Gatukuza, Rugabo, Murambi, Rutanga, Gitwa, Rwintare	Training of representatives of these companies in increasing the quality of coffee, support in sanitation of some CWSs.	8
Kayanza	**Midsize Enterprises** : **:** SOGESTAL KAYANZA, WEBECOR, **Small size Enterprises**: SDL Kinyovu, Kiryama, Bwayi, Ruhororo, FH, Butegana, COPROTA, CPC	Training of representatives of these companies in increasing the quality of coffee, support in sanitation of some CWSs.	10
Cibitoke	**Small size Enterprises:** SDL Murwi, Buhayira, Mugina	Training of representatives of these companies in increasing the quality of coffee.	3
Bubanza	**Small size Enterprises** : SDL Ntamba	Training of representatives of these companies in increasing the quality of coffee	1
Bujumbura	**Midsize Enterprise :** SOGESTAL MUMIRWA	Training of representatives of these companies in increasing the quality of coffee	1
Sub total			**31**
Horticulture sector			
Bujumbura	**Midsize Entreprise** : **FRUITO**	Grant to improve the cultivation of passion fruit and training on farming techniques	1

Dairy sector			
Bujumbura	**Midsize Enterprises :** Nyabisabo dairy, IAB dairy, farm of Bukeye	Guaranteed of the credit taken to the bank IBB and technical support (advice on good standards in the production of milk) IAB : linking with dairy producers of Rutegama Support in the extension of new species of forage plants in Bukeye	3
Total			**35**

By the end of this Project Year BAP had achieved 87.5%of its targeted 40 companies in this area

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.7 Economic opportunity
Name of Program Element: 4.7.3 Strengthen Micro-enterprise Productivity
Name of Indicator: Number of micro, small and medium-sized enterprises who have received business development services from USG assisted sources and improved their operations
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): This indicator measures the number of firms that receive USG assistance to improve their management practices (financial management, strategic planning, marketing, etc).
Unit of Measure: Number
Disaggregated by: Micro-small and medium-sized enterprises, women-led/owned
Justification & Management Utility: Tracks results towards support for the creation and growth of agro-enterprises. It also tracks the implementation of a congressional micro-enterprise development earmark.
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: From the attendance list and the report of BAP agents, it is counted the number of organizations which have received assistance to improve their business practices and develop market oriented products.
Data Source: DAI
Method of data acquisition by USAID: DAI submits reports to USAID
Frequency and timing of data acquisition by USAID: Semi-annually
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: October 2009
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: 2011
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.
OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***
Notes on Baselines/Targets: The target was exceed because the program organized training activities in the coffee sector at the national level in which many enterprises participated to unexpected levels.

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Other Notes:			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2009	30	45	(22 micro, 16 small and 7 medium sized of which 2 women-owned)
2010	40	35	(26 small and 9 medium sized enterprises)
2011	50		
THIS SHEET LAST UPDATED ON: G. Kabare October 2009			

Indicator 9: Number of organizations/institutions/firms which have received assistance to improve their business practices and develop market oriented products

Definition: *This indicator measures the number of firms that receive USG assistance to improve their management practices (financial management, strategic planning, marketing etc).*

For this indicator, the organizations supported to improve their management practices are the organizations that were assisted by the program field agents in the conception of income generating activities submitted to the the program for small grants financing. Even if all the dossiers were not completed during the project year or did not receive approval for financing, the assistance these organizations received improved both their business practices and market orientation. The managers of these organizations were trained on the elaboration of management tools including budgeting, preparation of financial statements and financial projections, cash flow, inventory control, procurement, and the technical elements of a project (objectives, results, activities indicators, audit, etc..

The table below shows the names and number of organizations supported by province

Coffee sector		
Province	Name of organization and types of support	#
Ngozi	1) SOGESTAL NGOZI (Installing projects for sanitation of the CWSs Rwintare, Gitwa and Rutanga) cooperatives : 2)Barimyi b'ikawa terimbere, 3) dusangire, 4) nkundishikawa (Projects for the purchase of equipment for collecting coffee)	4
Kayanza	1) SOGESTAL KAYANZA(installing projects for sanitation of the CWSs Buhorwa and Kinyovu) and for acquiring a loan from Root Capital les coopératives : 2) yagikawa, 3) kazoza n'ikawa, 4) nzoyiyaga (montage des projets pour achat des équipements de collecte du café Projects for the purchase of equipment for collecting coffee), 5) la coopérative The cooperative Ubwiza bw'ikawa pour l'assainissement de la station de Ruhororo For the sanitation of the CWS Ruhororo WEBCOR (montage des projets pour l'assainissement des SDL Butegana, Gahahe et Nkaka Installing projects for sanitation of the CWSs Butegana, Gahahe and Nkaka) Coopératives Cooperatives :1)Nyarurama, 2)Musema	8
Kirundo	1) SOGESTAL KIRUNDO-MUYINGA : Elaboration of a project for acquiring a loan from Root Capital , The cooperatives: 2) Kerebukirikawa, 3)Dusangirijambo, 4)Dutezimberikawa, 5)Twamemaso, 6)Habwawihe (Elaboration of projects for the purchase of equipment for collecting coffee)	6
Rutana	The cooperative Twisuganye (Elaboration of projects for the purchase of equipment for collecting coffee))	1
Gitega	The cooperative Nkorera Ngushimishe, (Elaboration of projects for the purchase of equipment for collecting coffee)	1
Sub total 1		**20**

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Horticulture sector		
Bubanza	The associatons Dufatanemunda et ACEPE (Elaboration of projects of request for funding for the production of vegetables)	2
Cibitoke	The associations ALUCOVIS and Dufashanye (Elaboration of projects of request for funding for the production of vegetables), CAPAD (Unit of tomato processing)	3
Bujumbura Rural	The associations 1)Igani, 2)Twitezimbere for the production of vegetables	2
Mwaro	The associations 1) AGRED, 2) Abazimyamuriro, 3)twizerane, 4)girumugisha, 5)turonderibikorwa mugukora, 6)dukorekijambere, 7)tuzamurane, 8)twungubumwe, 9)inamukozi, 10)abanyamwete, 11)turwizumwimbu, 12)dushirahamwe,13)girumwimbu, 14)twibeko, 15)Vyuka ukore, 16)twiyungunganye (for increasing fruits and vegetables)	16
Sub total 2		**23**
Dairy sector		
Muramvya	1) Farm of Bukeye 2) Association Garukiramatongo, setting up projects for the establishment of milk collection centers	**2**
Bururi	1) Farm of CADAP : for the acquisition of credit that will support in its construction and acquisition of equipment	**1**
Bujumbura	1) Dairy of Nyabisabo: credit guarantee for the acquisition of technical equipment.	**1**
Sub total 3		**4**
Beekeeping sector		
Gitega	1) Centrale provinciale des apiculteurs de Gitega 2) Centrale communale des apiculteurs de Buraza, setting up projects for the improvement of beekeeping)	**2**
Total		**49**

BAP achieved 123% of its objective during this project year. The diversification of sectors as well as our geographic expansion assisted us in surpassing this objective. Most of the clients under this indicator are small to medium sized rural enterprises lacking in startup capital or who are resource constrained for larger capital investments in equipment where the Return on Investment in initial years is small.

Performance Indicator Reference Sheet			
Name of Functional Objective: 4 – Economic Growth			
Name of Program Area: Private sector competitiveness			
Name of Program Element: EG 6.2-Private sector productivity			
Name of Indicator: Number of organizations/institutions/firms which have received assistance to improve their business practices and develop market oriented products			
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009			
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***			
Precise Definition(s): This indicator measures the number of firms that receive USG assistance to improve their management practices (financial management, strategic planning, marketing, etc).			
Unit of Measure: Number			
Disaggregated by: None			
Justification & Management Utility:			
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***			
Data collection method: From the attendance list and the report of BAP agents, it is counted the number of organizations which have received assistance to improve their business practices and develop market oriented products.			
Data Source: DAI			
Method of data acquisition by USAID: DAI submits reports to USAID			
Frequency and timing of data acquisition by USAID: Semi-annually			
Estimated Cost of Data Acquisition: Included in Task Order			
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi			
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI			
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.			
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***			
Date of Initial Data Quality Assessment: November 2008			
Known Data Limitations and Significance (if any):			
Actions Taken or Planned to Address Data Limitations:			
Date of Future Data Quality Assessments:			
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation			
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***			
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.			
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.			
Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.			
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.			
OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***			
Notes on Baselines/Targets: Many agricultural associations participated in the trainings at the colline level. Those associations show a big interest in the trainings			
Other Notes:			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**

2006			
2007			
2008			
2009	20	43	
2010	40	49	
2011	50		
2012	60		
THIS SHEET LAST UPDATED ON: Anibitanga March 2008			

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Indicator 10: Total Dollar amount of loan disbursements to qualifying borrowers

Definition: *This indicator measures the amount of lending that is mobilized with USG support to finance agriculture sector activities.*

During PY III, the amount used to finance the agricultural sector is $ 408,206, the beneficiaries and the respective amounts were as follows:

Name of the beneficiairies	Province	Nature of the project	Amount
Laiterie Nyabisabo Dairy of Nyabisabo	Bujumbura	Transformation of the dairy	$138.100
ADECAP (Action pour le Développement Communautaire Agro-Pastorale)	Cibitoke	Livestock and milk collection	$40.617
Turame Community Bank	Bujumbura	Microfinance	$162.470
Hatungimana Japhet	Bujumbura Rural	Cattle Ranching	$67.019
Total			**$408.206**

BAP achieved 45,4% of its target for this indicator during PY 3. The target of the indicator of $ 900,000 was not reached because it is not easy to predict the amount of credit that customers will contract with banks. Also the guarantees required by the banks have proven onerous for interested clients and the time between submission, acceptance and disbursement of funds by banks is between 6 weeks and three months.

Performance Indicator Reference Sheet			
Name of Functional Objective: 4 – Economic Growth			
Name of Program Area: 4.3 Financial Sector			
Name of Program Element: 4.3.2 Financial Sector Capacity			
Name of Indicator: Total $ amount of loans disbursements to qualifying borrowers			
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009			
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***			
Precise Definition(s): Loans are US treasury guaranteed loans through the Development Authority (DCA) loan guarantee program. Qualifying borrowers are USAID- assisted agro-enterprises and any other agriculture-linked enterprises.			
Unit of Measure: $Amount			
Disaggregated by: None			
Justification & Management Utility: Measure the amount of private capital mobilized in support of agriculture developments in Burundi			
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***			
Data collection method: DAI collects loan data from the guaranteed bank; Interbank Burundi S.A			
Data Source: DAI			
Method of data acquisition by USAID: DAI submits reports to USAID			
Frequency and timing of data acquisition by USAID: Semi-annually			
Estimated Cost of Data Acquisition: Included in Task Order			
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi			
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI/BAP			
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.			
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***			
Date of Initial Data Quality Assessment: October 2009			
Known Data Limitations and Significance (if any): None			
Actions Taken or Planned to Address Data Limitations: None			
Date of Future Data Quality Assessments: October 2012			
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation			
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***			
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.			
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.			
Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.			
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.			
OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***			
Notes on Baselines/Targets: Target exceeded. The target for this indicator cannot be set accurately since it all depends on the number of viable clients that the bank receives.			
Other Notes:			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**

2009	$300,000	$551,453.6	
2010	$900,000	$408,206$	The target is not met because loans are difficult to predict
2011	$1,200,000		
2012	$1,300,000		
THIS SHEET LAST UPDATED ON: G. Kabare June 2010			

Indicator 11: Value of Africa Growth and Opportunity Act (AGOA) exports from AGOA-eligible countries to the U.S as a result of USG assistance (% of Burundi coffee that is sold on US specialty coffee market)

According to the report of ARFIC (Autorité de Régulation de la Filière Café au Burundi), the equivalent in green coffee received in total is 12,055,165 kg, then, given these data, the percentage of coffee sold on the market of U.S. is **4.3%.**

The target for Fiscal Year III of 15% was not reached. Indeed, to calculate the percentage of specialty coffee sold on the U.S. market, we use the quantity of coffee sold on US market and the all quantity of green coffee produced during the year at national level. If the total quantity of coffee produced at national level is high, the percentage of coffee sold will be low and if the total quantity produced is small, the percentage will be high. As an illustration, during PY II, the percentage of specialty coffee sold was high because the total production was very low.

SOGESTAL	PROVINCE	CWS	# of BAGS	QUANTITY IN KG
KIRUNDO-MUYINGA	MUYINGA	RUGERERO	149	8.940
		NGOGOMO	171	10.260
		KAGOMBE	4660	279.600
KIRIMIRO	MURAMVYA	TEKA	1200	72.000
KAYANZA	KAYANZA	BWAYI	1200	72.000
		KINYOVU	1200	72.000
		BUZIRAGUHINDWA	101	6.060
TOTAL			**8681**	**520.860**

Performance Indicator Reference Sheet

Name of Functional Objective: 4 – Economic Growth

Name of Program Area: 4.2 Trade and Investment

Name of Program Element: 4.2.2 Trade and Investment Capacity

Name of Indicator: Value of Africa Growth and Opportunity Act (AGOA) exports from AGOA-eligible countries to the U>S as a result of USG assistance.

Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009

DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***

Precise Definition(s): This indicator measures the % of Burundi coffee that is sold on U.S specialty coffee market.

Unit of Measure: %

Disaggregated by: None

Justification & Management Utility: This indicator tracks the results of Burundi specialty coffee production and marketing efforts

PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***

Data collection method: Records date from coffee washing stations management companies (SOGESTALS and from the Burundi Coffee Board (OCIBU) reports.

Data Source: DAI

Method of data acquisition by USAID: DAI submits reports to USAID

Frequency and timing of data acquisition by USAID: Semi-annually

Estimated Cost of Data Acquisition: Included in Task Order

Individual responsible at USAID: Alice Nibitanga, USAID/Burundi

Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI

Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.

DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***

Date of Initial Data Quality Assessment: November 2008

Known Data Limitations and Significance (if any): None

Actions Taken or Planned to Address Data Limitations: None

Date of Future Data Quality Assessments: October 2011

Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation

PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***

Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.

Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.

Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.

Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.

OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***

Notes on Baselines/Targets: Target largely exceeded. The total Burundi coffee production was very low during this reporting year. The amount of coffee sold on specialty coffee markets was not significantly higher than previous year but compared to the total low production, it represented a large portion. In light of this performance, FY 10-12 targets have been revised upward.

Other Notes:

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PERFORMANCE INDICATOR VALUES

Year	Target	Actual	Notes

2008	1%	1.5%	
2009	1%	10%	
2010	15%	4.3%	The target was not reached because the calculation of this percentage is based on two parameters: the quantity of coffee sold on the U.S. market and the all quantity of green coffee produced on the national level. When the total quantity of coffee produced is high, the percentage of coffee sold will be small and if the total quantity produced is low, the percentage of coffee sold on US market will increase. For example, Last year, the total production was 3,174. 2 tones while the production of this year is 12,055 tones. This is due to the instability of the quantity of coffee produced in Burundi.
2011	20%		
2012	25%		
THIS SHEET LAST UPDATED ON: G. Kabare June 2010			

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Indicator 12: Number of coffee washing stations that improved their production and management standards as a result of USG

Definition: *Production and management standards are considered a package of techniques like coffee drying, coffee cherry picking, single fermentation, daily lots tracing, etc.*

Since the BAP program was initiated in 2007 a series of training sessions on improved coffee processing techniques/technologies at pilot CWS have been offered and infrastructures have been renovated or built. Greatest adoption of technologies has occurred with the selection and the flotation of cherry, the single fermentation processing method, pyramidal drying, the production of daily lots and the separation of coffee lots of cooperatives and of other producers as well as the construction of effluent remediation systems. At the end of this year's coffee campaign (2010-2011), an assessment made by experts of the program, shows that the most widespread adoption of techniques in improving coffee quality are namely**: i) selection and the flotation of cherries and ii) production of daily lots**. The Pilot CWSs supported by the program who have adopted at least two the productivity/quality enhancing promoted by the program number 20 as shown in the table below by SOGESTAL and province.

SOGESTAL	**PROVINCE**	**Name of CWS**	**#**
KAYANZA	KAYANZA	KIRYAMA	
		BUTEGANA	
		CODEMU	3
KIRIMIRO	GITEGA	KIBUYE	
		MAHONDA	2
	MURAMVYA	TEKA	1
	RUTANA	BUTEMBA	1
KIRUNDO-MUYINGA	KIRUNDO	GASURA	
		BUHIMBA	2
	MUYINGA	RUGERERO	
		MURAGO	
		NGOGOMO	
		NYAMASAKA	
		KAGOMBE	5
MUMIRWA	BUBANZA	NTAMBA	**1**
	CIBITOKE	BUHAYIRA	
		MURWI	2
NGOZI	NGOZI	MURAMBI	
		RUGABO	
		RUHAMA	**3**
TOTAL			20

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.2. Trade and Investment
Name of Program Element: 4.2.2 Trade and Investment capacity
Name of Indicator: Number of coffee washing stations that improved their production and management standards as a result of USG
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): Production and management standards are considered a package of techniques like pyramidal coffee drying system, single fermentation, separating daily lots of coffee etc.
Unit of Measure: Number
Disaggregated by: None
Justification & Management Utility: Tracks results towards support for the creation and growth of agro-enterprises. It also tracks the implementation of a congressional micro-enterprise development earmark.
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: From the attendance list and the report of BAP agents, it is counted the number of organizations which have received assistance to improve their business practices and develop market oriented products.
Data Source: DAI
Method of data acquisition by USAID: DAI submits reports to USAID
Frequency and timing of data acquisition by USAID: Semi-annually
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: November 2008
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: N/A
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.
OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***
Notes on Baselines/Targets: The target was exceeded because the program extended to more coffee washing stations than anticipated. Manly the Agribusiness program hired many more field agents who were able to reach out to many more coffee washing stations.

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Other Notes: This indicator was chosen in during the first year when the Burundi agribusiness program had coffee as the sole focus. Now that the program has expanded to dairy and horticulture, this indicator will be merged in the more general indicator of " Number of micro, small and medium sized enterprises who have received business development services from USG assisted sources and improved their operations"

PERFORMANCE INDICATOR VALUES

Year	Target	Actual	Notes
2008	4	4	
2009	8	16	
2010	N/A		See explanation under Other notes above
2011	N/A		See explanation under Other notes above
2012	N/A		See explanation under Other notes above

THIS SHEET LAST UPDATED ON: G. Kabare October 2009

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Indicator 13: Number of women's associations assisted in developing leadership in production processes

Definition: *Organizations assisted are those that are engaged with a project activity and either already have shown benefit from the activity (as measured by any of the types) or have a high likelihood of gaining one of those benefits due to their significant level of engagement with the project.*

"Organizations assisted" does not include those merely contacted or touched by an activity through brief attendance at a meeting or gathering by one or more employees.

Only those organizations whose primary purpose is to serve women should be counted. In some cases men will be members of these organizations; this would not prevent counting the organization, as long as the primary intended beneficiaries of the organization are women.

Operating units should require of each implementing partner a written explanation for why those included in the partner's estimates of beneficiaries belong there.

Women's organizations assisted counted under this indicator are 4 in number, the names, the province of location and nature of support is included in the table below:

Name of the association	Province	Type of support
Dufatanemunda	Bubanza	BAP gave a grant to improve vegetable production and the association members were trained on the institutional and organizational and more topics related to agricultural practices.
Dufashanye	Bubanza	BAP gave a grant to improve vegetable production and the association members were trained on the institutional and organizational and more topics related to agricultural practices.
AFAB	Bujumbura	10 members of this association have been funded to attend an international conference in Nairobi, Hortec 2010, in addition to the members of this association who are trained in English with the support of the program
Bizoza	Gitega	The association received from the program a grant to acquire equipment of sewing and a training on sewing techniques

BAP achieved 200% of its objective for this indicator during PY 3

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.7 Economic Opportunity
Name of Program Element: 4.7.3. Strengthen micro-enterprises productivity
Name of Indicator: Number of women's associations assisted in developing leadership in production processes
Is this an Annual Report indicator? No ___ Yes _X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): Organizations assisted are those that are engaged with a project activity and either already has shown benefit from the activity (as measured by any of the types) or have a high likelihood of gaining one of those benefits due to their significant level of engagement with the project. "Organizations assisted" does not include those merely contacted or touched by an activity through brief attendance at a meeting or gathering by one or more employees. Only those organizations whose primary purpose is to serve women should be counted. In some cases men will be members of these organizations; this would not prevent counting the organization, as long as the primary intended beneficiaries of the organization are women. Operating units should require of each implementing partner a written explanation for why those included in the partner's estimates of beneficiaries belong there. Organizations whose primary purpose is to serve women are not included, because they are counted in a separate indicator. In some cases, producer associations or other organizations operate firms. In these cases both entities could be counted (under organizations assisted and under firms assisted) if both the organization and the firm receive appropriate (presumably different) types of assistance.
Unit of Measure: number of women's associations
Disaggregated by: none
Justification & Management Utility: Tracks gender inclusiveness and also the tracks the implementation of a congressional Women in Leadership earmark
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: DAI field agents keep a training matrix indicating; for each training, the location, date, the training topic and signed Participants' lists, the associations. Data is imported from the original copies into the computer by DAI head office staff and included into semi-annual reports to USAID. It is counted the number of associations which their members has received trainings and which the program will specifically continue to support.
Data Source: DAI
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI /BAP
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: October 2009
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: N/A
Date of Future Data Quality Assessments: N/A. see explanation further below

Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation			
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*			
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.			
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.			
Review of Data: The team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.			
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports			
OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*			
Notes on Baselines/Targets: The target was met to some extent since the 2 women's associations supported are in fact networks of many women's associations.			
Other Notes: No targets are set for 2011 as this program was a one year (FY08) congressional earmark funding. However gender inclusiveness and leadership will continue to be tracked through all indicators where gender disaggregation is applicable.			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2009	5	2	
2010	2	4	*The target* was exceeded because women's groups have expressed particular interest to work with BAP.
2011	N/A		See explanation under "Other notes" above
2012	N/A		See explanation under "Other notes" above
THIS SHEET LAST UPDATED BY: G. Kabare June 2010			

Indicator 14: Number of policy reforms/regulations administrative procedures passed/approved to enhance sector governance and/or facilitate private sector participation and competitive markets as a result of USG assistance

Definition: *This indicator tracked coffee sector reforms*

On this indicator, the BAP program has already helped on two reforms in the coffee sector which are already in application. These are:

1) Regulations on the production of fully washed coffee (already adopted)

2) Cooperatives Act: Terms of acquisition of a reserving part by the cooperatives in the CWS (Ongoing)

BAP is currently working on two other policy reforms. The first involves the distribution of export earnings from the sale of green coffee and the fourth concerns determination of the process through which farmers will procure shares in tendered GOB washing stations.

Indicator 15: Number of USAID-assisted agro-enterprises receiving and successfully using loans from the DCA facility

Definition: *This indicator tracks how many of the USAID-supported agro-enterprise access credit as a result of the USAID support DCA long guarantee program (with Interbank) to promote lending to the agriculture sector*

By the end of PYIII, only three new companies had received financing under the DCA, bringing to 7 the number of loans processed using this facility since its inception in 2009. The names, provinces of origin and areas of intervention of the PY 3 beneficiaries of this facility are listed in the table below:

Name of the Enterprise	**Province**	**Intervention sector**
Laiterie Nyabisabo	Bujumbura	Milk Processing
ADECAP (Action pour le développement communautaire Agro-pastorale)	Cibitoke	Livestock and milk collection
Turame Community Bank	Bujumbura	Microfinace

Performance Indicator Reference Sheet
Name of Functional Objective: 4. Economic Growth
Name of Program Area: 4.2. Trade and Investment
Name of Program Element: 4.2.2 Trade and Investment Capacity
Name of Indicator: Number of policy reforms/regulations administrative procedures passed/approved to enhance sector governance and/or facilitate private sector participation and competitive markets as a result of USG assistance
Is this an Annual Report indicator? No ___ Yes _X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): Policy reforms mainly refer to coffee sector privatization-related reforms.
Unit of Measure: number of policies
Disaggregated by: none
Justification & Management Utility: Policy reforms, especially in the coffee sector are key to the success of Burundi agribusiness program activities.
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: The program implemented activities like analysis of the coffee sector privatization process in Burundi, media campaign on the coffee sector privatization, meetings with partners which can influence the decisions makers. On this indicator, the program realized that some policy reforms/regulations were influenced by those activities.
Data Source: DAI
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI /BAP
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: October 14, 2009
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: N/A
Date of Future Data Quality Assessments: October 2011
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports
OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***

Notes on Baselines/Targets: No targets are set for 2010 onwards for this indicator. Coffee sector policy reforms have been achieved and the privatization is underway. Given that a number of other donor programs continue to address policy reforms, USAID program will not be focusing that much on policy reforms, rather, on supporting the implementation of the new policies.			
Other Notes:			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2008	2	0	
2009	2	2	
THIS SHEET LAST UPDATED BY: G. Kabare June 2010			

Programme pour la Promotion de l'Agro-Industrie

Et des Entreprises Rurales (PAIR)

Rapport de performance sur les indicateurs internes

Par l'Unité de suivi et évaluation

Bujumbura, Septembre 2010

Table des matières

Contents

Liste des tableaux

0. Introduction

Le programme pour la Promotion de l'Agro-industrie et des entreprises Rurales (PAIR) a développé un plan de suivi et évaluation qui constitue un guide important dans le processus de suivi et évaluation des actions du programme. Dans ce plan, des indicateurs internes de performance ont été développés afin de pouvoir suivre leur comportement et par là la performance du programme dans le temps. Ces indicateurs sont relatifs aux objectifs spécifiques et au but du programme. Pour éviter un système de suivi et évaluation complexe et onéreux, il a été développé au plus deux indicateurs de performance par niveau d'objectifs. Pour le but : « Augmenter et diversifier les opportunités économiques en milieu rural à travers des actions de promotion de l'agro-industrie, qui ajoutent de la valeur et qui favorisent la croissance économique accélérée d'une manière durable en respectant et améliorant les conditions environnementales », les indicateurs retenus sont :

Indicateur 1 : % des partenaires du programme qui pensent que le projet a contribué à l'augmentation des opportunités économiques en milieu rural

Indicateur 2 : % des partenaires du programme qui affirment que les conditions environnementales ont été respectées lors de l'exécution des activités du programme et qui donnent des exemples

Pour atteindre ce but, le programme devra préalablement arriver sur les objectifs spécifiques suivants :

Objectif 1 : Appuyer le secteur privé et les entreprises paysannes à augmenter leurs revenus en milieu rural par la différentiation et la diversification de leur production

Indicateur : Revenu annuel moyen déclaré par les entreprises privées et paysannes

Objectif 2 : Diversifier les opportunités économiques des clients du programmes (organisations des producteurs, sociétés privées et fournisseurs de services)

Indicateur : Nombre d'activités génératrices de revenu nouvelles réalisées par le programme pour le compte de ces clients

Cet indicateur n'a pas fait objet de mesure au cours de l'enquête qui vient d'être réalisée. Il va falloir simplement identifier et indiquer le nombre d'activités génératrices de revenu à partir des rapports périodiques

Objectif 3 : Renforcer les maillons de chaines de valeur dans les filières porteuses, susceptibles à accroître les revenus des partenaires, soit des cultivateurs, soit des entreprises de transformation, de l'exportation, et/ou de distribution, soit des fournisseurs des intrants et autres services ;

Indicateur : **% des personnes impliquées dans les chaines de valeur qui affirment que leur revenu a augmenté et qui le démontrent par des exemples**

Objectif 4 : Accroître l'adoption de nouvelles techniques et technologies porteuses qui rendent les filières plus efficientes en réduisant leurs coûts et en même temps augmentant le volume et la qualité des produits ;

Indicateur : % des bénéficiaires du programme qui ont adopté au moins une technique et au moins une technologie qui rendent les filières plus efficientes en réduisant leurs coûts et en même temps augmentant le volume et la qualité des produits

Objectif 5 : Promouvoir l'utilisation des techniques et technologies contribuant à la gestion durable des ressources naturelles et la protection de l'environnement, y compris la biodiversité

Indicateur : % des bénéficiaires du programme qui utilisent au moins une technique et au moins une technologie contribuant á la gestion durable des ressources naturelles et la protection de l'environnement, y compris la biodiversité

Dans le cadre du suivi de ces indicateurs et tel que prévu dans le plan de suivi et évaluation du programme, le niveau de ces indicateurs doit être mesuré une fois par an. Ainsi la première collecte des données a été réalisé au cours du mois de juillet 2009 et un rapport y relatif a été produit. C'est dans cette logique qu'une deuxième collecte des données a été conduite au cours de ce mois d'aout 2010 afin de savoir le niveau actuel de ces indicateurs. Dans ce rapport, il sera présenté les résultats de cette année et une comparaison des données de l'année 2009 et 2010 sera faite vers la fin du rapport afin de voir le comportement de ces indicateurs dans le temps.

1. Méthodologie de collecte des données

1.1. Echantillonnage

Il existe plusieurs formules proposées dans la littérature pour calculer la taille de l'échantillon représentatif afin que les résultats soient extrapolés sur toute la population mère. Toutefois dans certains cas notamment dans des études de suivi, le développement d'une stratégie d'échantillonnage exige un raisonnement qui met en balance plusieurs facteurs. Par exemple, un échantillon plus large peut donner des résultats plus fiables, mais l'opération devient alors plus coûteuse et plus complexe à gérer, donc cours des risques d'une baisse de qualité. On cherche dans tous les cas à déterminer un échantillon dont le rendement sera le plus efficace en terme de fiabilité des estimations d'un côté et de coût de l'autre.

Dans notre cas, compte tenu des ressources disponibles et des besoins d'informations, les données ont été collectées dans 300 ménages dont 220 ménages affiliés à 11 stations de lavage du café pilotes du programme dans le secteur café, 40 ménages appuyés par le programme dans le secteur laitier et 40 ménages appuyés par le programme dans le secteur horticole. Dans le secteur café, il a été choisi les ménages affiliés à deux stations de lavage du café par SOGESTAL exceptée la SOGESTAL de Kayanza où il a été considéré 3 stations de lavage. Il s'agit des stations de lavage du café de Butegana, Kinyovu et Ruhororo dans la SOGESTAL de Kayanza, de Murambi et Rugabo dans la SOGESTAL de Ngozi, de Ngogomo et Gasura dans la SOGESTAL de Kirundo-Muyinga, de Teka et Mahonda dans la SOGESTAL

de Kirimiro et de Ntamba et Murwi dans la SOGESTAL de Mumirwa. Dans le secteur laitier, les ménages partenaires du programme PAIR qui ont pris part à l'étude sont ceux des communes de Bukeye et Rutegama dans la province de Muramvya. Dans le secteur horticole, les ménages participants aux activités du programme sont ceux de la commune de Gihanga dans la province de Bubanza et ceux de la commune de Rugombo dans la province de Cibitoke.

1.2. Procédure de collecte

La méthodologie de collecte des données adoptée est l'entretien individuel. Cet entretien se déroulait dans le ménage et avec le chef de ménage ou son remplaçant. Cela permettait à l'enquêteur de faire aussi des observations de ce qu'il y a dans le ménage et tout autour du ménage. Avant de faire la collecte des données proprement dite, l'unité de suivi et évaluation du programme a procédé à la formation des enquêteurs pour qu'ils comprennent dans quel contexte ce travail était organisé d'une part et qu'ils intériorisent et interprètent de la même façon les questions contenues dans l'outil à utiliser.

1.3. L'équipe d'enquêteurs

La collecte des données a été réalisée par une équipe de dix étudiants finalistes des études d'économie de l'Université Ngozi. Cette université a été ciblée pour ses relations de collaborations avec le programme PAIR sur plusieurs aspects en l'occurrence la recherche-développement. L'équipe était composée de 6 garçons et de 4 filles. Dans le but d'assurer de bonnes conditions de l'enquête et par là aussi la qualité des données, l'équipe des enquêteurs était supervisée par l'assistante à l'unité de suivi et évaluation du programme PAIR. La coordination générale de l'étude était assurée par le responsable de l'unite de suivi et évaluation du programme PAIR.

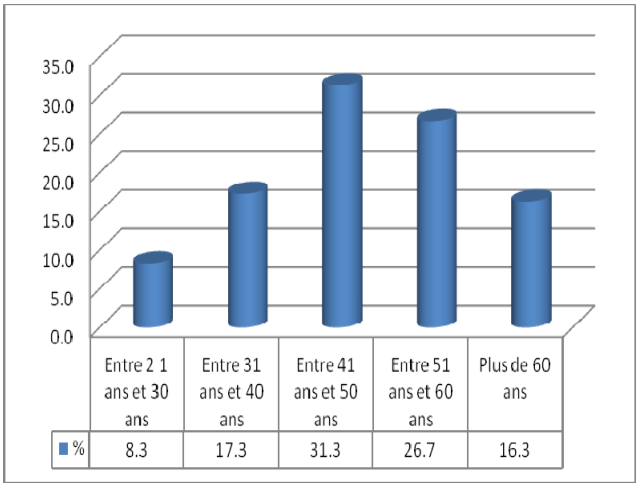
1.4. Le questionnaire d'enquête

Le questionnaire d'enquête était constitué des questions ouvertes et des questions fermées. Ce mixage de questions permet d'avoir des données quantitatives et des données qualitatives. Il comprend des questions sur l'identification du ménage, sur les systèmes d'exploitation agricole, des questions spécifiques sur le café, sur le secteur laitier, sur le secteur horticole, sur l'environnement et sur la perception qu'ont les chefs des ménages vis-à-vis du programme PAIR.

2. Résultats

2.1. Caractéristiques du ménage et du chef du ménage

La taille moyenne des ménages membres des associations est de 5,6. Les chefs des ménages qui ont pris part aux entretiens sont en grande majorité des hommes (83,0%). Une grande partie des participants (31,3%) ont un âge variant entre 41 et 50 ans et la moyenne d'âge pour les chefs de ménage est de 50,9 ans. Cela montre que les chefs des ménages partenaires du programme ont un âge assez avancé.



Par rapport à la question d'occupation primaire et secondaire des chefs du ménage, les données du tableau ci-dessous montrent que comme on s'y attendait, l'occupation primaire des chefs du ménage est largement l'agriculture (91,3%). Au niveau de l'occupation secondaire, 61,3% des chefs de ménage affirment ne pas avoir une occupation secondaire mais l'élevage et le commerce semblent être les plus importants comme occupation secondaires des clients du programme. Ici, il est important de noter que même les 40 ménages ciblés du secteur laitier ne considèrent pas tous l'élevage comme une occupation primaire.

Tableau 1 : Occupation primaire et secondaire des chefs du ménage.

Occupation primaire	Effectifs	%
Aucune	3	1
Agriculture	274	91,3
Elevage	3	1,0
Commerce	8	2,7
Prestation de service	5	1,7

Vente de main d'œuvre	1	0,3
Artisanat	1	0,3
Élève	4	1,3
Pas de réponse	1	0,3
Total	300	100,0
Occupation secondaire	**Effectifs**	**%**
Aucune	184	61,3
Agriculture	19	6,3
Elevage	35	11,7
Commerce	26	8,7
Prestation de service	20	6,7
Vente de main d'œuvre	12	4,0
Artisanat	3	0,7
Pas de réponse	1	0,3
Total	300	100,0

Les données sur le niveau d'instruction des participants à l'enquête montre que le niveau d'instruction est faible. En effet, 41,3% des participants n'ont jamais été à l'école, 26,3% ont un niveau d'école primaire non complet, 22,7% on fait l'école primaire complète, 6,7% des participants ont été à l'école secondaire, 2,0% ont un niveau secondaire complet. Ces informations peuvent justifier le choix du programme de contribuer à l'alphabétisation des partenaires pour qu'ils soient plus outillés à participer pleinement dans les programmes de développement et particulièrement au niveau de la conception des projets rentables pour eux et pour la communauté toute entière. La formation non classique suivie par les partenaires du programme est essentiellement l'enseignement religieux où 36,0 %des participants ont passé dans ce genre de formation.

Tableau 2 : Niveau d'instruction des chefs du ménage

Niveau d'instruction	**Effectifs**	**%**
Jamais été à l'école	124	41,3
Primaire non complet	79	26,3
Primaire complet	68	22,7
Secondaire non complet	20	6,7
Secondaire complet	6	2,0
Au delà du secondaire	1	0,3
Ne sait pas	2	0,7
Total	300	100,0
Autre éducation	**Effectifs**	**%**
Aucune	162	54,0
Ecole de métier	24	8,0

Cours d'alphabétisation	5	1,7
Enseignement religieux	108	36,0
Ne sait pas	1	0,3
Total	300	100,0

2.2. L'eau et l'assainissement

Dans le domaine de l'eau, les résultats montrent que 55,7% des participants à l'étude ont la source aménagée comme principale source d'approvisionnement en eau. Ceux qui ont la borne fontaine comme source de revenu ne représentent que 25%. Il existe une partie non négligeable des participants (19,3%) à l'étude qui ont comme source d'approvisionnement les rivières et les ruisseaux qui sont des sources de plusieurs maladies notamment les maladies diarrhéiques rendant ainsi la santé de la population très fragiles et moins productive.

Tableau 3 : Principale source d'eau potable

Principale source d'approvisionnement en eau potable	Effectifs	Fréquence
Source naturelle, rivière, lac, fleuve, ruisseau	58	19,3
Borne fontaine	75	25
Source aménagée	167	55,7
Total	300	100

Par rapport au temps investi pour chercher l'eau à utiliser, 54,3% des participants à l'étude mettent un temps inférieur ou égal à 30 minutes pour accéder au point d'eau. Par contre, 28,4% des participants investissent 30 à 1 heure pour pouvoir accéder au point d'eau. Ce temps reste assez grand eu égard aux autres activités ménagères surtout pour les femmes et les filles qui s'occupent presque exclusivement de cette tache.

Tableau 4 : Temps investis pour aller et revenir du point d'eau

Temps pour aller puiser l'eau et revenir	Effectifs	%
1 à 30 min	163	54.3
31 à 1 heure	85	28.4
plus d'1 heure	17	5.6
Eau sur place	20	6.7
Ne sait pas	15	5
Total	300	100

Pour ce qui est de la distance parcourue pour arriver au point d'eau, 29,7% des partenaires du programme PAIR participants à l'étude parcourent une distance comprise entre 100 m et 500 m. 26,7% des participants font une distance comprise entre 500 et 1 km pour arriver au point d'eau. Une partie importante des participants (24,3%) font plus d'1 km pour arriver au point d'eau ce qui est assez grand pour les clients du programme. Il importe de faire remarquer que 89 participants soient 6,7% trouve l'eau sur place. Ces données montrent qu'une partie importante des partenaires du programme n'ont pas accès à l'eau en suivant les normes internationales minimales. L'OMS préconise que la distance séparant un foyer et le point d'eau ne devrait pas dépasser 500 m[1].

Tableau 5 : Distance parcourue à la recherche de l'eau

Distance	Effectifs	%
Sur place	20	6,7
A moins de 100 m	31	10,3
De 100 a 500 m	89	29,7
De 500 a 1 km	80	26,7
Plus d'un km	73	24,3
Ne sait pas	7	2,3
Total	300	100,0

Sur l'ensemble des 220 ménages du secteur café, 94 ménages soient 42,7% des participants affirment qu'ils ont accès facile aux toilettes. Ce niveau de satisfaction diffère d'une station de lavage à une autre parmi les stations de lavage pilotes du programme. Sur les stations de lavage de Ruhororo, Teka, Butegana et Ngogomo, plus de 75% des participants affirment avoir accès facile aux toilettes quand ils vendent leur café à la station de lavage. Il importe de signaler que les stations de lavage de Ruhoro et Butegana viennent de recevoir les appuis du programme PAIR en matière d'eau d'assainissement où des toilettes ont été construites sur les sites de ces stations de lavage.

Tableau 6 : Accès aux toilettes au niveau des stations de lavage

SDL	Non		Oui	
	effectifs	%	effectifs	%
Butegana	5	25,0	15	75,0
Gasura	15	78,9	4	21,1
Kinyovu	8	40,0	12	60,0
Mahonda	19	95,0	1	5,0
Murambi	11	55,0	9	45,0
Murwi	14	70,0	6	30,0
Ngogomo	6	30,0	14	70,0

[1] Sphere project: Normes minimales dans les secteurs de l'approvisionnement en eau, de l'assainissement et de la promotion de l'hygiène, chapitre 2, pge 13

Ntamba	20	100,0	0	0,0
Rugabo	20	100,0	0	0,0
Ruhororo	4	19,0	17	81,0
Teka	4	20,0	16	80,0
Total	126	57,2	94	42,7

Les données ci-dessous montrent que seulement 9,1% des interviewées affirment qu'ils ont un accès facile à l'eau potable. Cela montre que l'eau potable au niveau des stations de lavage du café est une grande nécessité étant donné que les producteurs passent beaucoup de temps au niveau de la station de lavage du café surtout lors de la campagne.

Tableau 7 : Accès à l'eau potable au niveau des stations de lavage

SDL	**Non**		**Oui**	
	Effectifs	%	Effectifs	%
Butegana	20	100,0	0	0,0
Gasura	19	100,0	0	0,0
Kinyovu	15	75,0	5	25
Mahonda	20	100,0	0	0,0
Murambi	20	100,0	0	0,0
Murwi	19	95,0	1	5
Ngogomo	14	70,0	6	30
Ntamba	20	100,0	0	0,0
Rugabo	17	85,0	3	15
Ruhororo	16	76.2	5	23.8
Teka	20	100,0	0	0,0
Total	200	90,9	20	9,1

L'appréciation des participants à l'étude par rapport à la question de propreté montre que les grandes fréquences se situent au niveau des deux extrêmes de la chaine de questions. En effet, 44,1% des participants attestent que la propreté sur les stations de lavage est mauvaise. Par contre, 41,4% des participants disent que la propreté sur la station de lavage est bonne. En observant à l'intérieur des stations de lavage, il important de remarquer qu'à la station de lavage de Ruhororo, 47,6% des participants affirment que la propreté est bonne sur cette station.

Tableau 8 : Appréciation du niveau de propreté au niveau des stations de lavage

SDL	**Bonne**		**Très bonne**		**Mauvaise**		**Très mauvaise**	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Butegana	14	70,0	0	0,0	6	30,0	0	0,0
Gasura	2	10,5	0	0,0	11	57,9	6	31,6
Kinyovu	9	45,0	5	25,0	6	30,0	0	0,0
Mahonda	6	30,0	1	5,0	13	65,0	0	0,0

Murambi	11	55,0	0	0,0	9	45,0	0	0,0
Murwi	9	45,0	0	0,0	11	55,0	0	0,0
Ngogomo	15	75,0	0	0,0	5	25,0	0	0,0
Ntamba	2	10,0	0	0,0	14	70,0	4	20
Rugabo	1	5,0	0	0,0	13	65,0	6	30,0
Ruhororo	6	28,6	10	47,6	5	23,8	0	0,0
Teka	16	80,0	0	0,0	4	20,0	0	0,0
Total	91	41,4	16	7,3	97	44,1	16	7,3

2.3. L'élevage

2.3.2. Types d'animaux d'élevage

Les données sur les types d'animaux d'élevage montrent que les ménages partenaires du programme n'ont en générale pas beaucoup d'animaux d'élevage. Toutefois, 40% de ceux qui ont participé à l'enquête ont au moins une vache, 15% ont au moins un mouton, 43% ont au moins une chèvre, 19,2% ont au moins un porc, 24,3% ont au moins un lapin et 34,3% ont au moins une volaille. Le nombre moyen d'animaux par ménage est élevé pour les volailles ce qui signifie que le nombre des poules, canard, dinde est plus élevé que les autres types d'animaux d'élevage. La moyenne par de bovins par ménage est de 0,89 vaches et elle est plus faible chez le porc parce qu'elle ne représente que 0,36 porcs par ménage.

Tableau 9 : Possession des animaux d'élevage

Types d'animaux d'élevage	Possession d'animaux	Ménages ayant au mois un animal par type	Nombre moyen d'animaux par ménage
Bovins	0 bovin =185 (61,7%) 1 bovin=62(20, 7%) 2 bovins= 27 (8, 7%) 3 bovins=13 (4, 3%) 4 bovins=7 (2, 3%) 5 bovins=1 (0,3%) Plus de 5 bovins=6 (2,0%)	115/300=40,0%	0,89
Ovins	0 vin=246 (81, 7%) 1 ovin= 11 (3, 7%) 2 ovins= 16 (5, 3%) 3 ovins=17 (5, 7%) 4 ovins=2 (0, 7%) 5 ovins=2 (0,7%) Plus de 5 ovins=6 (2,3%)	45/300=15%	0,56
Caprins	0 caprin = 171 (57,0%) 1 caprin=21 (7,0%) 2 caprins=39 (13,0%) 3 caprins= 20 (6,7%) 4 caprins = 20 (6,7%) 5 caprins= 11(3,7%) Plus de 5 caprins=18(6,0%)	123/300=43%	1,43
Porcins	0 porcin=236 (78,7%) 1 porcin= 49(16,3%) 2 porcins=8 (2,64%) 3 porcins= 3(1,0%)	64/300=19,2%	0,36

	Plus de 3 porcins=4 (1,3%)		
Lapins	0 lapin= 227 (75,6%) 1lapin= 5 (1,6%) 2 lapins=9 (3%) 3 lapins= 8 (2,6%) 4 lapins= 8 (2,6%) 5 lapins= 6 (2%) Plus de 5 lapins= 37 (12,3%)	73/300=24,3%	1,75
Volaille	0 volaille = 197 (65,7%) 1 volaille= 18 (6%) 2 volailles=16 (5,3%) 3 volailles = 15 (3%) 4 volailles = 7 (2,3%) 5 volailles = 12 (4%) Plus de 5 volailles = 35 (11,7%)	103/300=34,3	1,81

2.3.2. Les raisons de la vente des animaux et affectation de l'argent issu de la vente

Pour ce qui est des raisons la vente des animaux, pour tous les types d'animaux d'élevage, la raison majeure évoquée par les participants à l'enquête est en rapport avec les besoins familiaux. La seconde raison évoquée par ceux qui ont vendu les animaux d'élevage est la maladie des membres du ménage. Les données sur l'affectation montrent une corrélation avec l'affectation de l'argent issu de la vente des animaux d'élevage. En effet, 30,5% des personnes qui se sont exprimées sur l'affectation de l'argent issu de la vente des animaux disent que cet argent est utilisé dans l'achat de la nourriture. Cette information montre encore une fois que les ménages partenaires du programme font recours à l'extérieur pour satisfaire leurs besoins en vivres. L'autre affectation importante de l'argent issu de la vente des animaux d'élevage est l'éducation des enfants (25,6%).

Tableau 10 : Affectation de l'argent issu de la vente des animaux

Affectation de l'argent issu de la vente des animaux	Effectifs	%
Education	21	25,6
Remboursement des prêts	5	6,1
Epargne	4	4,9
Cérémonies	6	7,3
Investissement	14	17,1
Nourriture	25	30,5
Santé	7	8,5
Total	82	100,0

.

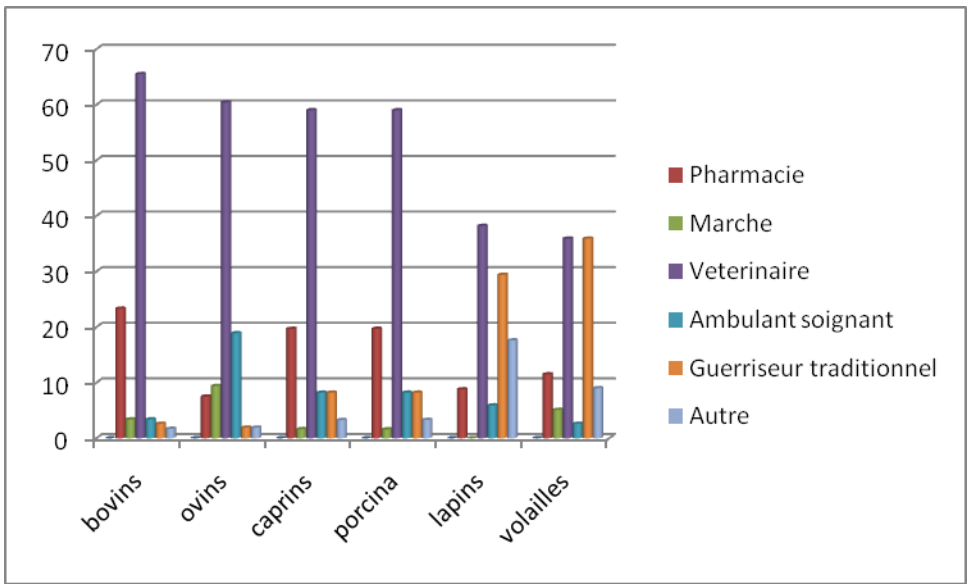
Qui soigne les animaux d'élevage	Bovins		Ovins		Caprins		Porcins		Lapins/cobayes		Volaille	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Chef ménage	10	8.6	5	9,3	13	10,0	8	11,9	7	10,3	19	17,8
Vétérinaire	95	81,9	36	66,7	87	66,9	42	62,7	14	20,6	36	33,6
Ambulant soignant	7	6,0	10	18,5	16	12,3	5	7,5	3	4,4	3	2,8
Guérisseur traditionnel	1	0,9	1	1,9	3	2,3	4	6,0	4	5,9	14	13,1
Personne	1	0,9	2	3,7	6	4,6	8	11,9	40	58,8	35	32,7
Autre	2	1,7	0	0,0	5	3,8	0	0,0	0	0,0	0	0.0
Total	116	100,0	54	100,0	130	100,0	67	100,0	68	100,0	107	100,0

2.3.3. Les soins des animaux d'élevage et approvisionnement en médicament

Les données sur les soins des animaux d'élevage montrent que les soins sont en grande partie réalisés par les vétérinaires pour les vaches, les moutons, les chèvres et les porcs. Par contre, les lapins ne subissent généralement pas de soins.

Tableau 11 : Soins des animaux d'élevage

Les données sur l'approvisionnement en médicament pour les animaux d'élevage révèlent que les vétérinaires restent la principale source d'approvisionnement en médicament. Les pharmacies qui devraient fournir les médicaments n'existent pas dans certains milieux ou se trouvent très loin des éleveurs. Les autres sources d'approvisionnement en médicament sont effectivement les pharmacies Vétérinaires, les marches ordinaires, les guérisseurs traditionnels et les ambulants soignants dans une moindre mesure.



Les données sur les modes d'élevage montrent que les lapins et les porcs sont essentiellement élevés en stabulation permanente. Une partie importante des bovins aussi (49,1%) sont élevés en stabulation permanente selon les participants à l'étude. Les ovins et les caprins sont essentiellement élevés en semi-stabulation permanente. Il importe de noter aussi qu'il y a une partie importante des animaux qui parcourent le pâturage naturel à la recherche du fourrage.

Tableau 12 : Type d'élevage par type d'animal

Objectif le plus important de l'élevage	Bovins	Ovins	Caprins	Porcins	Lapins	Volaille

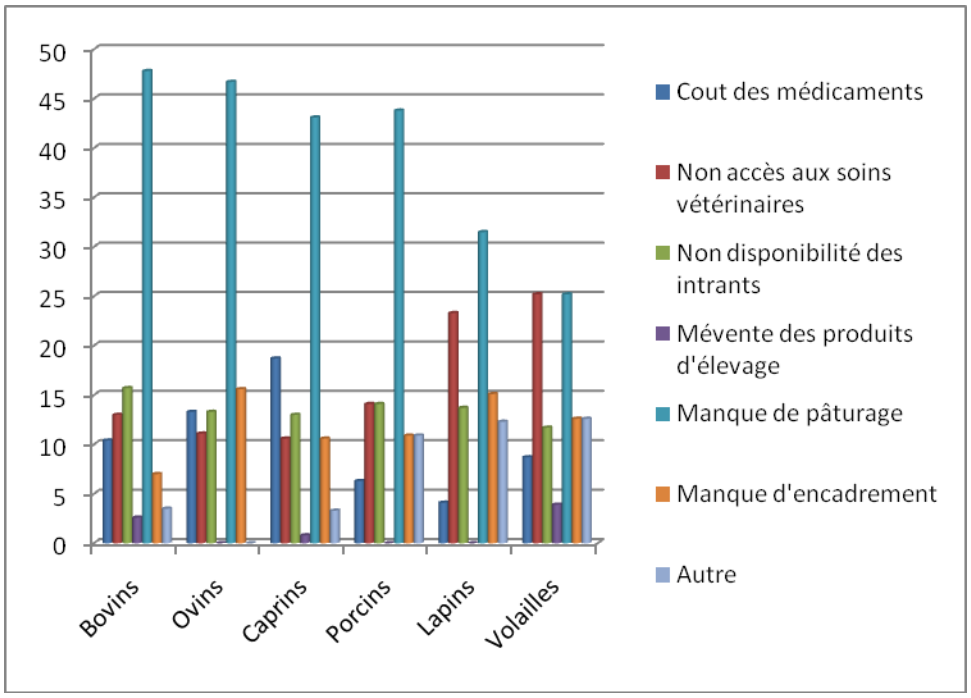
Type d'élevage	Bovins		Ovins		Caprins		Porcins		Lapins		Volaille	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Stabulation permanente	57	49.1	6	11.1	12	9.2	47	70.1	59	84.3	6	5.7
Stabulation semi-permanente	41	35.3	25	46.3	53	40.8	9	13.4	1	1.4	17	16.0
Pâturage traditionnel	17	14.7	22	40.7	64	49.2	10	14.9	8	11.4	81	76.4
Pâturage amélioré	0	0.0	1	1.9	1	0.8	0	0.0		0.0	0	0.0
Autre	1	0.9	0	0.0	0	0.0	1	1.5	2	2.9	2	1.9
Total	116	100.0	54	100.0	130	100.0	67	100.0	70	100.0	106	100.0

L'objectif le plus important de l'élevage selon les participants est la production de la fumure organique pour toutes les catégories d'animaux exceptée pour la volaille où selon les données du tableau ci-dessous, le principal objectif de l'élevage est la production de la viande. La production du lait est seulement l'objectif le plus important pour les éleveurs de vache.

Tableau 12 : Les objectifs les plus importants de l'élevage

	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Fumure	88	72.7	43	78.2	95	72	50	75	42	53.8	19	17.9
Production du lait	23	19.0	0	0.0	1	0.8	0	0.0	0	0.0	0	0.0
Production de la viande	8	6.6	8	14.5	22	17	9	13	26	33.3	72	67.9
Source de revenu	1	0.8	4	7.27	14	11	7	10	5	6.4	14	13.2
Epargne	1	0.8	0	0.0	0	0.0	1	1.5	5	6.4	1	0.9
Total	121	100.0	55	100	132	100	67	100	78	100.0	106	100.0

Le problème le plus important pour l'élevage et pour tous les types d'animaux est le manque de pâturage. Ce problème est accentué pour les bovins, les ovins, les caprins et les porcins. Les éleveurs des lapins et des poules évoquent un problème d'accès aux soins vétérinaires.



3. Exploitation agricole

L'étude a visé les principales cultures pratiquées par les ménages partenaires du programme PAIR avec un accent particulier sur les cultures promues par le programme en l'occurrence les fruits et les légumes. Les données du tableau 13 montrent que la banane est cultivée par 80,3% des ménages qui ont pris part à l'étude ce qui prouve que c'est une culture importante voire même ses diverses utilisations (consommée cuite, utilisée pour la fabrication de la bière et servent même de paille pour certaines autres cultures ou au niveau de couverture des maisons dans certaines régions du pays. Au niveau des fruits et des légumes, les données du tableau 13 montrent que l'avocat est le fuit le plus répandu et les choux restent la légume cultivée par beaucoup de ménages.

Tableau 13 : Types de cultures pratiquées par les agriculteurs

Types de cultures	Effectifs	%
Bananes	241	80.3
Tubercules	232	77.3
Café	220	73.3
Avocats	186	62.0
Céréales	180	60.0
Choux	90	30.0
Tomate	73	24.3
Lenga lenga	62	20.7
Mangues	54	18.0
Ananas	50	16.7
Aubergine	44	14.7
Oignon	42	14.0
Citron	42	14.0
Oranges	35	11.7
Poivron	25	8.3

Le mode d'accès au terrain le plus important reste largement l'héritage. Toutefois, il ressort également du tableau ci-dessous qu'il ya une partie importante des cultures qui sont cultivées sur des terrains qui ont été achetés et la location est aussi un mode d'accès au terrain on moins repondu dans la zone d'action du projet particulièrement pour les cultures comme l'oignon, le lenga lenga et la tomate.

Tableau 14 : Mode d'accès au terrain par culture

Culture	Mode d'accès au terrain												Total
	Héritage	%	Achat	%	Héritage +achat	%	Location	%	Héritage+ location	%	Achat+location	%	Effectifs
Tubercule	136	58.6	34	14.7	30	12.9	22	9.5	6	2.6	4	1.7	232
Banane	175	72.6	36	14.9	22	9.1	7	2.9	1	0.4	0	0.0	241
Café	141	64.1	34	15.5	24	10.9	13	5.9	5	2.3	3	1.4	220
Céréales	97	53.9	38	21.1	22	12.2	15	8.3	4	2.2	4	2.2	180
Oignon	8	19.0	8	19.0	5	11.9	14	33.3	1	2.4	0	0.0	42
Tomate	34	46.6	8	11.0	4	5.5	16	21.9	3	4.1	8	11.0	73
Lenga Lenga	34	54.8	8	12.9	5	8.1	15	24.2	0	0.0	0	0.0	62
Choux	45	50.0	13	14.4	18	20.0	10	11	3	3.3	1	1.1	90
Aubergine	23	52.3	11	25.0	4	9.1	2	4.5	4	9.1	0	0.0	44

Au niveau de la prise de décision de planter telle ou telle culture, les informations du tableau 15 montrent que dans la plupart des cas, il y a entente dans la prise de décision de pratique la culture. Il est important de remarquer néanmoins que le chef du ménage prend souvent la décision de planter l'une ou l'autre culture alors que la femme du ménage prend rarement la décision de planter la culture.

Tableau 15 : Prise de décision dans la plantation de la culture

Culture	Qui prend la décision de planter la culture?									
	Chef de ménage	%	Femme du ménage	%	Les deux	%	Tous les membres du ménage	%	Total	%
Banane	103	42.7	4	1.7	124	51.5	10	4.1	241	100.0
Tubercule	110	47.4	9	3.9	106	45.7	7	3.0	232	100.0
Céréales	79	43.9	10	4.3	86	37.1	5	2.2	232	100.0
Café	106	48.2	6	2.7	101	45.9	7	3.2	220	100.0
Tomate	29	39.7	1	1.37	43		0	0.0	73	100.0
Choux	50	55.6	0	0.0	39	43.3	1	1.1	90	100.0

L'agroforesterie est une pratique importante dans la protection de l'environnement et des terres cultivables. Elle procure cet avantage tout en enrichissant le sol. Les données du tableau ci-dessous montrent que cette pratique n'est pas du tout courante dans les champs des partenaires du programme. Les arbres forestiers sont les plus rependus dans les champs des partenaires du programme PAIR.

Tableau 16 : La pratique de l'agroforesterie

Agroforesterie	Effectifs	%
Aucune	505	81,2
Arbre fruitier	19	3,1
Arbre forestier	72	11,6
Arbustes fruitiers	6	1,0
Plantes forestières	18	2,9
arbre fruitier+arbre forestier	2	0,3

Par rapport à la protection du sol, le traçage des courbes de niveau reste le moyen le plus repandu au sein des ménages qui ont pris part à l'étude.

Tableau 17 : La protection du sol

Protection du sol	Effectifs	%
Haies vives	**120**	**19,3**
Courbes de niveau	**180**	**28,9**
haies vives+courbes de niveau	**7**	**1,1**
Autres	**9**	**1,4**

Au niveau des techniques de préparation du sol, les techniques les plus repandus sont le sarclage (51,8%). Les autres techniques de préparation du sol sont le labour et le billonnage.

Tableau 18 : Techniques de préparation du sol

Techniques de préparation du sol	Effectifs	%
Aucune	12	1,9
Sarclage	322	51,8
Billonnage	37	5,9
sarclage+billonnage	6	1,0
Houage/Labour	122	19,6
Sarclage+houage	118	19,0
Billonnage+houage	2	0,3
Brulis	3	0,5

Le paillage est la technique la plus utilisée dans la fertilisation des champs (35,6%). Les autres techniques sont l'utilisation de la fumure organique, le compostage, l'enfouissement et l'utilisation de la fumure minérale.

Tableau 19 : Techniques de fertilisation du sol

Techniques de fertilisation du sol	Effectifs	%
Aucune	20	2.8
Compostage	122	16.9
Paillage	256	35.6
Enfouissement	42	5.8
Fumure organique	207	28.8
Fumure minérale	72	10.0
Rotation des cultures	1	0.1

Les produits phytosanitaires sont plus utilisés pour le café alors que pour les fruits et les légumes, il est plus utilisé les produits phytosanitaires organiques.

Tableau 20 : Produits phytosanitaires

Culture	Utilisation des produits phytosanitaires									
	Aucun	%	Produits organique/naturel	%	Produits chimiques	%	Produits chimiques et organiques	%	Total	%
Café	2	0,9	20	9,1	161	73,2	37	16,8	220	100,0
Tomate	4	5,5	23	31,5	33	45,2	13	17,8	73	100,0
Ananas	15	30,0	14	28,0	12	24,0	9	18,0	50	100,0

Comme on s'y attendait les données sur l'irrigation montrent que l'irrigation se fait beaucoup plus sur les cultures maraichères que sur les autres cultures. Pour le café, il n y pas d'irrigation qui est pratiquée par les ménages partenaires du programme. Il reste à voir si les systèmes d'irrigation utilisés sur les cultures maraichères sont performants pour avoir des rendements importants et par là procurer un revenu substantiel aux ménages.

Tableau 21 : Irrigation

Culture	Oui		Non			
	Effectifs	%	Effectifs	%	Effectif	%
café	0	0,0	220	100,0	220	100,0
Tomate	40	54,8	33	45,2	73	100,0
Oignon	35	83,3	7	16,7	42	100,0
Aubergine	39	88,6	5	11,4	44	100,0
Choux	79	87,8	11	12,2	90	100,0
Lenga lenga	58	93,5	4	6,5	62	100,0

Les données sur les systèmes d'irrigation pratiqués montrent que les ménages affirment qu'ils utilisent beaucoup plus les seaux et les arrosoirs que l'irrigation goutte à goutte et cultiver dans un périmètre irrigué. Ces systèmes d'irrigation vulgarisés peuvent juste débrouiller les familles mais ne peuvent pas permettre une augmentation substantielle de la production et par là du revenu et ouvrir comme il faut les ménages sur une économie du marché.

Tableau 22 : Types d'irrigation

Type d'irrigation	Effectifs	%
Seau	138	46
Arrosoir	121	40.3
Goutte à goutte	2	0.7
Périmètre irrigue	23	7.7
Pompe à pédale	5	1.7
Pompe à essence	32	10.7
Autre	3	1.0

4. Le Revenu des partenaires du programme

D'une manière générale, les clients du programme qui ont participé à l'enquête possèdent une grande ancienneté dans les différentes chaines de valeur. En effet plus de 69% ont plus de 10 ans d'ancienneté dans la chaine de valeur et plus de 20% des participants ont une ancienneté comprise entre 2 et 10 ans. Cela démontre l'engagement que possèdent les producteurs et l'importance qu'ils attachent aux secteurs respectifs.

Tableau 23 : Ancienneté des ménages dans les filières (café, lait et horticulture)

Ancienneté dans la chaine de chaine de valeur	Effectifs	%
Moins d'une année	29	9,7
Entre 2 ans et 5 ans	30	10,0
Entre 5 ans et 10 ans	32	10,7
Plus de 10 ans	208	69,3
Ne sait pas	1	0,3
Total	300	100,0

L'ancienneté des clients du programme par chaine de valeur montre des résultats auxquels on s'attendait. Plus de 87% des ménages du secteur café ont plus de 10 ans d'ancienneté dans ce domaine. Cela est d'autant plus vrai qu'il est connu que les caféiers au Burundi sont vieux et ce facteur est même source de l'instabilité de la production annuelle. Dans le secteur laitier, la moitié des répondants affirment avoir moins d'une année d'ancienneté. Cette situation peut être liée à la crise qui a secoué le pays pendant plus de 10 ans et qui n'a pas épargné le secteur élevage. Dans la chaine de valeur horticulture, une grande partie des participants affirment avoir une ancienneté dans le secteur horticole de 5 à 10 ans.

Tableau 24 : Ancienneté par secteur

Ancienneté dans la chaine de valeur	Café		Lait		Horticulture		Total	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Moins d'une année	5	2,3	20	50,0	4	10,0	29	9,7
Entre 2 ans et 5 ans	10	4,5	9	22,5	11	27,5	30	10
Entre 5 ans et 10 ans	13	5,9	6	15,0	13	32,5	32	10,7
Plus de 10 ans	192	87,3	5	12,5	12	30,0	208	69,3
Total	220	73,3	40	13,3	40	13,3	300	100,0

Pour les ménages qui ont pris part à l'étude, 96,4% des participants à l'étude indique avoir vendu leur café au niveau des stations de lavage du café. Six personnes seulement disent qu'ils ont vendu leur café aux collecteurs. Ce nombre serait probablement lié au fait que l'enquête s'est déroulée dans des ménages qui ne sont pas situés loin de la station de lavage ce qui fait qu'ils ont plus de faciliter de vendre le café. En plus tous ces ménages sont des partenaires du programme et on peut supposer qu'ils ont eu des informations en rapport avec la sauvegarde de la qualité du café.

Tableau 25 : Lieu de la vente du café

Lieu de vente du café	Effectifs	%
SDL	212	96.4
Collecteur de café	6	2.7
Les deux	1	0.5
Autre	1	0.5
Total	220	100.0

Par rapport aux raisons de la vente du café au niveau de la SDL, plusieurs raisons ont été avancées : avoir un montant consistant en même temps, éviter les vols dans les ménages, éviter le travail dur de dépulpage manuel, les prix intéressants au niveau des SDLs, les transactions sont faciles aux SDLs et les stations de lavage sont souvent proches des ménages. De toutes les raisons qui ont été avancées, le fait d'avoir un montant consistant en une fois est la raison majeure de la vente du café aux SDLs car selon les caféiculteurs, un montant consistant leur permet de subvenir aux besoins du ménage comme l'achat des animaux d'élevage, le paiement des frais scolaires pour les enfants, la construction des maisons, etc.

Tableau 26 : Raisons de la vente du café à la SDL

Raisons de la vente	Effectifs	%
Pas de réponse	9	3
Pour avoir un montant consistant en même temps	142	12.7
Eviter les vols dans les ménages	40	6.7
Eviter le travail dur de dépulpage manuel	28	3.7
Prix intéressants a la SDL	38	8.7
Transaction facile a la SDL	15	4.3
La station de lavage proche de chez moi	46	11.3

Le café reste la culture qui procure un revenu important pour les producteurs comme le montre le tableau ci-dessous. Selon les participants à l'étude et partenaire du programme, beaucoup de ménages affirment que le café leur procure un revenu compris entre 50.000 Fbu et 100.000 Fbu par an. C'est qui n'est pas moins significatif quand on connait que peuvent être les autres sources de revenu en milieu rural au Burundi. La seconde source de revenu est la culture des fruits et légumes mais les revenus déclarés à ce niveau pour la plupart des cultures sont faibles (inferieur à 50.000 Fbu). L'autre source de revenu non moins importante est la vente des cultures vivrières.

Tableau 27 : Principales sources de revenu

Source de revenu	Moins de 50.000 Fbu		Entre 50.000 et 100.000 Fbu		Entre 100.000 et 500.000 Fbu		Entre 500.000 et 1.000.000 Fbu		Plus de 1 million		Total	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Café	71	29.7	80	33.5	74	31	12	5	2	0.8	239	100.0
Thé	4	33,3	4	33,3	4	33,3	0	0,0	0	0,0	12	100.0
Coton	4	100,0									4	100.0
Légumes et fruits	119	65,7	30	16,6	26	14,4	2	1,1	4	2,2	181	100.0
Vente des cultures vivrières y compris le lait	100	62,5	30	18,7	22	13,8	6	3,7	2	1,3	160	100.0
Commerce	2	6,9	7	24,1	18	62,1	2	6,9	0	0,0	29	100.0

Vente de main d'œuvre	9	37,5	3	12,5	4	16,7	4	16,6	4	16, 7	20	100.0
Autres	23	48,9	8	33,3	11	45,8	3	12,5	2	8,3	47	100.0
Total	332	48.0	162	23.4	159	23.0	29	4.2	14	2.0	692	100.0

- **<u>% des personnes impliquées dans les chaines de valeur qui affirment que leur revenu a augmenté et qui le démontrent par des exemples</u>**

Quant à la question de savoir si le revenu des ménages a augmenté par rapport à il y a une année, les données du tableau ci-dessous montrent que dans l'ensemble, 26,7% des participants affirment que leur revenu a augmenté depuis que le programme PAIR a démarré ses activités. Bien qu'il ait été constaté dans d'autres études que la déclaration du revenu est très subjective, les informations montrent tout de même qu'il y a une bonne partie des ménages qui déclarent que leur revenu ne s'est pas encore amélioré depuis que les activités du programme.

Tableau 28 : Augmentation du revenu des ménages

Augmentation du revenu	Effectifs	%
Oui	80	26,7
Non	220	73,3
Total	300	100,0

Avec les informations ci-haut, il est intéressant de savoir si ce niveau d'augmentation du revenu est diversifié en fonction des secteurs d'intervention du programme. En effet, les données du tableau ci-dessous montrent que 47,5 % des partenaires du programme dans le secteur horticole affirment que leur revenu a augmenté depuis que le programme a commencé son appui. Dans le secteur café, ils sont 23,1% pour affirmer que leur revenu a accru avec l'intervention du programme, 25% dans le secteur laitier et 62,5% dans le secteur horticole. Ce niveau élevé de satisfaction du revenu chez les ménages du secteur horticole serait lié au fait que les ménages qui ont fait objet d'enquête sont membres des associations qui viennent de recevoir des subventions du programme même si on sait que les 2 premières associations n'ont pas eu un profit important pour des raisons biens connues que le programme et que les deux autres associations n'ont pas encore produit et vendu pour dire que le revenu a réellement augmenté.

Tableau 29 : Augmentation du revenu par secteur (café, lait et horticulture)

Augmentation	**Café**	**Lait**	**Horticulture**	**Total**

du revenu	Effectifs	%	Effectifs	%	Effectifs	%		
Oui	51	23,1	10	25	19	47,5	80	26,7
Non	169	76,8	30	75	21	52,5	220	73,3
Total	220	100	40	100	40	100	300	100

Quant à la question de savoir le niveau d'augmentation des revenus des chefs du ménage qui ont déclaré que leur revenu a augmenté, les données du tableau 29 montrent que 52,9% des membres affirment que leur revenu a augmenté une fois c'est-à-dire que leur revenu a passé du simple au double et 34,3% déclarent que leurs revenus ont augmenté moins d'une fois.

Tableau 30 : Proportions d'augmentation du revenu

Proportions	Effectifs	%
Moins d'une fois	48	34,3
1 fois	74	52,9
2 fois	15	10,7
plus de 3 fois	3	2,1
	140	100,0

Les proportions d'augmentation du revenu par secteur ne dégagent pas de différences remarquables entre les secteurs d'intervention. Dans tous les secteurs, le plus grand nombre de ménages affirment qu'ils ont augmenté leur revenu une fois.

Tableau 31: Proportion d'augmentation du revenu par secteur

	Café		Lait		Horticulture		Total	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Moins d'une fois	39	39	1	7.143	8	32	48	34
1 fois	51	50	11	78.57	12	48	74	53
2 fois	10	9.9	1	7.143	4	16	15	11
plus de 3 fois	1	1	1	7.143	1	4	3	2.1
Total	101	100	14	100	25	100	140	100

Selon les participants, les revenus des ménages sont essentiellement affectés dans l'achat de la nourriture ce qui signifie que les ménages ne parviennent pas à couvrir les besoins en vivres avec leur propre production. Ils font recours aux sources extérieures. A ce niveau, il serait important de savoir combien de mois par an, ils parviennent à couvrir leurs besoins en vivres avec leur propre production. Les autres types de dépenses les plus importantes sont l'achat des vêtements et le paiement des soins de santé. Il est

intéressant de constater que 47% des ménages seulement affirment qu'ils dépensent pour la scolarisation alors qu'on sait que beaucoup de ménages ont des enfants à l'école ce qui peut être interprété comme les effets de la mesure de gratuite de l'enseignement à l'école primaire.

Tableau 32 : Affectation du revenu des ménages

Affectation du revenu	Effectifs	%
Achat des vivres	273	91
Achat des vêtements	270	90
Paiement des frais scolaires	141	47
Paiement des soins de sante	196	65.3
Célébration des fêtes	61	20.3
Achat terrain	85	28.3
Achat animaux d'élevage	75	25
Autres	19	6.3

5. Techniques et les technologies

Dans le secteur café, la technique qui est plus rependue est la technique d'entretien du café (sarclage, fertilisation, paillage, traitement phytosanitaire). Cette technique est implicitement citée par les producteurs de ce secteur (86,4%). L'autre technique la plus importante directement évoquée par les membres des associations du secteur café est la récolte de cerise mure ou la cerise de qualité. Dans le secteur horticole, ce sont les bonnes pratiques agricoles (tuteurage, densité de semis, paillage, etc.) qui sont plus mises en pratiques par les producteurs (77,5%) et l'irrigation qui est citée par 65% des participants même si on a vu plus haut les systèmes d'irrigation les plus rependues sont essentiellement l'utilisation des seaux. Dans le secteur laitier, la technique citée par les membres est la stabulation permanente du bétail (52,5%).

- **% des bénéficiaires du programme qui ont adopté au moins une technique et au moins une technologie qui rendent les filières plus efficientes en réduisant leurs coûts et en même temps augmentant le volume et la qualité des produits**

Tableau 33 : Techniques et les technologies par secteur

Secteur d'intervention	Techniques et technologies	Fréquence	%
Café	Récolte de la cerise mure	108	49,1%

	Sélection de la cerise mure sur table	36	16,3%
	Sélection de la cerise par flottaison	41	18,6%
	Séchage pyramidale	13	5,9%
	Techniques d'entretien du café (sarclage, fertilisation, paillage, traitement phytosanitaire)	191	86,4%
	Redimensionnement des bacs de flottaison	8	3,6%
Horticulture	Irrigation	26	65
	Greffage	2	5
	Emballage des produits	12	30
	Triage des produits	14	37,5
	Production biologique	1	2,5
	Bonnes pratiques agricoles (tuteurage, densité de semis, utilisation des cageots, etc.)	31	77,5
	Extraction des jus et des concentrés	8	20,0
Lait	Stabulation permanente	21	52,5
	Hygiène du lait	18	45
	Amélioration génétique	15	37,5
	Cultures fourragères	19	47,5
	Transport hygiénique du lait	11	27,5

- **% des partenaires du programme qui pensent que le projet a contribué à l'augmentation des opportunités économiques en milieu rural**

Lors de l'étude, il a été demandé aux participants d'exprimer leur point de vue par rapport l'augmentation des opportunités économiques en milieu rural. Les résultats de l'étude montrent que 87,0% des participants ont confiance que le programme pourra contribuer aux opportunités économiques. Les raisons essentielles citées par les participants sont liées au fait que le programme fait l'encadrement des membres des associations, accorde des micros crédits/subventions, etc. Pour ceux qui pensent que le programme ne peut pas augmenter les opportunités économiques en milieu rural, les raisons avancées sont : certains considèrent que le programme est encore nouveau, les prix du café sont encore bas, la mauvaise gouvernance dans les associations et les secteurs d'intervention du secteur du programme qui sont limités.

Tableau 34 : Contribution du programme aux opportunités économiques

Contribution du programme aux opportunités économiques	Effectifs	%
Oui	256	85,3
Non	44	14,7

6. Participation des chefs des ménages aux réunions des leaders

En vue de s'assurer que l'approche du programme qui consiste dans la formation des leaders des associations qui, à leur tour devraient former les membres des associations respectives est efficace, il a été demandé aux chefs des ménages si oui ou non ils ont déjà pris part au moins à une formation des leaders. Les données montrent que 75,3% des chefs des ménages affirment avoir pris part aux formations des leaders. Il reste maintenant important de voir la qualité de ces formations et s'il y a des effets y relatifs.

Tableau 35: Participation à des réunions des leaders

Déjà participé à une réunion des leaders	Effectifs	%
Oui	226	75,3
Non	74	24,7
Total	300	100

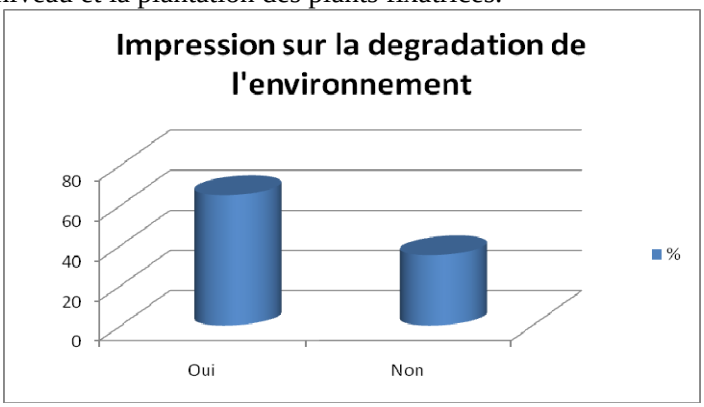
Quant à la question de savoir l'objet des réunions organisées par les leaders des associations, il ressort du tableau ci-dessous qu'il s'agissait de l'entretien du café, de l'organisation des associations, de la qualité et des techniques de transformation du café. Dans le secteur horticole, il s'agit des bonnes pratiques agricoles et dans le secteur élevage, il s'agit de l'amélioration des conditions d'élevage (stabulation permanente, amélioration génétique, cultures fourrager ères).

Tableau 36 : Objet des réunions des leaders

Objet de la réunion du leader	Effectifs	%
Entretien du café	121	58,9
Organisation des associations	46	20,4
Techniques de transformation du café	11	4,9
La qualité du café	34	15,0
Améliorations des conditions d'élevage	14	35,0
Amélioration de la culture des légumes	17	42,5

7. Protection de l'environnement

Les données du tableau ci-dessous montrent que 65% des participants ont l'impression que l'environnement se dégrade de plus en plus. Pour ceux qui disent que l'environnement se dégrade de plus en plus, les raisons essentiellement avancées sont notamment la destruction des forêts et du sol, la production agricole est en baisse, le niveau de l'eau ans les rivières a suffisamment baissé et les feux de brousse qui se font remarquer pendant la saison sèche. Pour ceux disent que l'environnement ne se dégrade pas, ils disent que la population continue à planter les arbres, que l'administration s'implique dans la protection de l'environnement et que la population s'emploie dans la mise en place des courbes de niveau et la plantation des plants fixatrices.



- **% des bénéficiaires du programme qui utilisent au moins une technique et au moins une technologie contribuant á la gestion durable des ressources naturelles et la protection de l'environnement, y compris la biodiversité**

Dans le secteur café, les principales techniques de sauvegarde de l'environnement utilisées sont la mise en place des courbes de niveau, le traitement des eaux usées, la plantation des plantes fixatrices et la transformation des pulpes en fumure organique. Dans le secteur horticole, les techniques de sauvegarde de l'environnement les plus repandus sont l'installation des courbes de niveau et la plantation des plantes fixatrices.

Tableau 37 : Techniques de sauvegarde de l'environnement

Secteur d'intervention	Techniques de sauvegarde de l'environnement	Fréquence	%
Secteur café	Pas de réponse	11	3.7
	Traitement des eaux usées	99	33.0
	Construction des latrines sur sites de travail	24	8.0
	Transformation de la pulpe en fumure	32	10.7
	Mise en place des courbes de niveau	205	68.3
	Plantation des plantes fixatrices	77	25.7
	Autres	6	2.0
Secteur horticole			
	Installation des courbes de niveaux	16	40
	Plantation des plantes fixatrices	13	32.5
	Installation des brises vents	4	10

	Traitement des eaux usées	6	15
	Installation des brises vents	4	10
	Construction des latrines sur les sites de travail	3	7.5
Secteur laitier	Traitement des eaux usées	5	7,8
	Construction des latrines sur les sites de travail	9	14,1
	Mise en place des courbes de niveau	26	40,6
	Installation des plantes fixatrices	18	28,1
	Installation des brises vents	6	9,4

- **% des partenaires du programme qui affirment que les conditions environnementales ont été respectées lors de l'exécution des activités du programme et qui donnent des exemples**

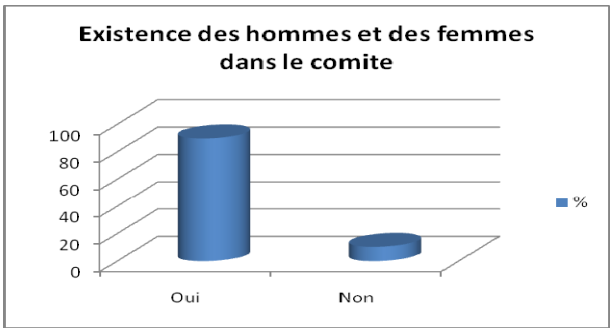
Selon les participants à l'enquête, 75,3% des participants trouvent que le programme PAIR respecte les conditions environnementales. Les raisons citées par les participants à l'enquête sont : le programme sensibilise les membres des associations sur l'importance de la protection de l'environnement, l'appui au traitement des eaux usées au niveau des stations de lavage du café, conseil d'utiliser les pesticides ou les conserver dans des endroits surs.
Pour ceux qui pensent que l'environnement n'est pas bien sauvegardé par le programme quand il met en œuvre ses activités, les raisons avancées sont : Certains leaders du programme ne sont pas actifs, manque de latrines et l'eau issue des usines se déversent dans les cours d'eau, le manque de formation suffisante dans la protection de l'environnement.

Tableau 38 : Respect des conditions environnementales

Respect des conditions environnementales	Effectifs	%
OUI	238	79,3
NON	52	17,3
Ne sait pas	10	3.3
Total	300	100,0

8. Genre

Par rapport à la question de la présence des femmes dans les associations respectives, 89,7% des participants à l'étude affirme que les femmes font partie des membres des associations auxquelles ils appartiennent. Il importe toutefois de savoir le rôle détenu par la femme au niveau de ces structures de développement notamment le nombre de femmes dans les organes de prise de décision qui sont souvent les comités exécutifs.



Les données collectées sur les positions dans les organes dirigeants des associations montrent que les femmes sont les plus nombreuses dans les postes de conseillères et de trésorier. Seulement 18,3% des associations ont des présidents femmes, 31,0% des vice-présidents et 53,0% des trésoriers comme femme ce qui montrent que beaucoup d'associations ont quand même des trésorières femmes et 56,6% des conseillères femmes. Même si ces positions ces deux dernières positions ne sont pas négligeables dans une organisation, il reste à voir s'ils participent effectivement dans le processus de prise des décisions importantes qui engagent l'organisation,

Tableau 34 : Position occupée par les femmes dans les instances dirigeantes des associations

Positions occupées par les femmes dans les associations	Effectifs	%
Président	55	18,3
Vice-président	93	31,0
Trésorier	159	53,0
Conseillère	168	56,0
Autre	67	23,3

9. L'émission « Akeza Karigura »

Dans le but de faire connaissance aux partenaires en particulier et le public en général les activités mises en oeuvre, PAIR a opté pour un partenariat avec la radio Isanganiro pour avoir une émission radiophonique diffusée 2 fois par semaine. Au cours de cette étude, il a été mesuré le niveau d'écoute de cette émission pour s'assurer que l'émission est écoutée et qui l'écoute.

Sur les 300 chefs de ménage, 237 soit 79% des participants écoutent régulièrement la radio. Etant donné que les postes de radios sont aujourd'hui suffisamment vulgarisés à travers tout le pays, il rare qu'il ait une personne qui n'a jamais écouté la radio ou qui l'écoute à une fréquence très grande (une fois le mois)

Tableau 39 : Taux d'écoute de la radio

Ecoute de la radio	Effectifs	%
OUI	237	79
NON	63	21

Total	300	100

Il importe maintenant de savoir combien de personnes ont déjà entendu au moins l'émission. Les résultats de l'enquête montrent 37,3% des participants on déjà entendus cette émission à la radio. C'est un taux d'écoute intéressant pour une émission qui vient d'être diffusé il y a moins d'une année.

Tableau 40 : Niveau d'écoute de l'émission Akeza Karigura

Déjà entendu l'émission Akeza karigura	Effectifs	%
OUI	112	37,3
NON	188	62,7
Total	300	100

Il est intéressant de savoir si ce niveau d'écoute de l'émission est variable en fonction des secteurs d'intervention du programme. En effet, le tableau ci-dessous montre que les partenaires du secteur café sont les plus nombreux à écouter l'émission (88,3%) alors que dans le secteur laitier et dans le secteur horticole, le taux est inferieur à 10%. Cette situation serait peut être liée au fait que jusque là les thèmes développés dans cette émission sont du secteur horticole. Ces informations montrent que l'émission ne deviendra une émission qui concerne tout le programme que quand on va y insérer les autres thèmes des autres composantes.

Tableau 41 : Niveau d'écoute de l'émission Akeza Karigura par secteur

	Café		Lait		Horticulture		Total	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
OUI	99	88.3	5	4.4	8	7.1	112	100
NON	121	64.4	35	18.6	32	17.0	188	100
Total	220	73.3	40	13.3	40	13.3	300	100

Quant à la question de savoir sur quelle radio exacte, les participants ont écouté l'émission, sur 112 personnes qui affirment avoir écouté l'émission, 89 personnes soient 79,5% disent qu'ils ont écouté l'émission sur la radio Isanganiro, radio qui diffuse effectivement l'émission deux fois par semaine et ce qui est correcte. Par contre 9 personnes affirment l'avoir écoutée sur la RTNB, sur laquelle l'émission n'est pas diffusée ce qui peut arriver parce que les auditeurs peuvent confondre les radios tandis que 14 personnes ne savent exactement sur quelle radio précise, ils ont suivi l'émission.

Tableau 42 : Sur quelle radio l'émission Akeza Karigura est diffusée selon les participants

Sur quelle radio	Effectifs	%

Isanganiro	89	79,5
RTNB	9	8,0
Ne sait pas	14	12,5
Total	112	100,0

10. Conclusion

La collecte des données réalisée au cours du mois d'aout 2010 avait l'intention de montrer les caractéristiques socio-économiques des ménages partenaires du programme et particulier de mesurer le niveau des indicateurs internes de performance.

Les données sur les indicateurs internes de performance montrent que sur certains indicateurs désagrégés, certains critères sont en hausse et d'autres en baisse. A ce niveau, on peut affirmer que pour ces indicateurs, la tendance est à l'évolution positive. L'indicateur sur le revenu a sensiblement augmenté ce qui ne se traduit pas d'une manière visible sur les conditions de vie des ménages. Cette situation serait due à la nature de la question qui est extrêmement subjective. L'indicateur sur la perception des participants à l'étude sur la perception du respect des conditions environnementales en baisse parce que les activités d'assainissement sur certaines stations de lavage attirent la convoitise des autres qui aimeraient également bénéficier de ce genre d'activité.

Récapitulatif du niveau des indicateurs de performance du programme en juillet 2009

Nom de l'indicateur	Juillet 2009	Juillet 2010
Revenu annuel moyen déclaré par les entreprises privées et paysannes	Moins de 50.000 Fbu=20,0% Entre 50.000 Fbu et 100.000 Fbu=25,4% Entre 100.000 et 500.000 Fbu=41,5% Entre 500.000 et 1.000.000 Fbu=7,7% Plus de 1.000.000 Fbu=5,4%	Moins de 50.000 Fbu=48,0% Entre 50.000 Fbu et 100.000 Fbu=23,4% Entre 100.000 et 500.000 Fbu=23,0% Entre 500.000 et 1.000.000 Fbu=4,2% Plus de 1.000.000 Fbu=2,0%
% des personnes impliquées dans les chaines de valeur qui affirment que leur revenu a	18,5%	26,7%

augmenté et qui le démontrent par des exemples		
% des bénéficiaires du programme qui ont adopté au moins une technique et au moins une technologie qui rendent les filières plus efficientes en réduisant leurs coûts et en même temps augmentant le volume et la qualité des produits	Récolte de la cerise mure=43,1% Sélection de la cerise sur table=9,2% Sélection de la cerise par flottaison= 20,0% Séchage pyramidale=0,8% Techniques d'entretien du café= 90,0% Redimensionnement des bacs de fermentation=2,3%	**Secteur café** Récolte de la cerise mure=49,1% Sélection de la cerise sur table=16,3% Sélection de la cerise par flottaison=18,6% Séchage pyramidale=5,9% Techniques d'entretien du café=86,4% Redimensionnement des bacs de flottaison=3,6% **Secteur horticole** Irrigation=65% Emballage des produits=30% Triage des produits=37,5% Production biologique=2,5% Bonne pratiques agricoles=77,5% **Secteur laitier** Stabulation permanente= 52,5% Hygiène du lait=45% Cultures fourragères=47,5% Transport hygiénique du lait=27,5%
% des partenaires du programme qui affirment que les conditions environnementales ont été respectées lors de l'exécution des activités du programme et qui donnent des exemples	83,1%	79,3%
% des bénéficiaires du programme qui utilisent au moins une technique et au moins une technologie contribuant á la	Traçage des courbes de niveau=26,2% Plantations des herbes fixatrices (tripsacum,	**Secteur café** Traçage des courbes de niveau=68,3%

gestion durable des ressources naturelles et la protection de l'environnement, y compris la biodiversité	setaria, etc)=56,9% Autres techniques (plantation des arbres sur les pentes et autour des champs)=33,1%	Latrines sur les sites de travail=8,0% Transformation de la pulpe en fumure minérale=10,7% Traçage des courbes de niveau=68,3% Plantations des herbes fixatrices=25,7% **<u>Secteur horticole</u>** Traçage des courbes de niveau=40,0% Plantes fixatrices=32,5% Installation des brises vents=10% **<u>Secteur lait</u>** Traçage des courbes de niveau=40,6% Plantes fixatrices=28,1% Installation des brises vents=9,4%
% des partenaires du programme qui pensent que le projet a contribué à l'augmentation des opportunités économiques en milieu rural	86,2%	85,3%