Programme pour la Promotion de l'Agro-Industrie
Et des Entreprises Rurales (PAIR)

Burundi Agribusiness Program PY 4 Annual Indicator Report

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Introduction

This document is a synthesis of responses to questions posed by USAID at the end of each fiscal year. It is intended to supplement, not replace, the indicator's report, submitted separately, but also attached as an annex to the present document. In many ways, if the quarterly reports permit the Program to review activities details and achievements in some detail for each reporting period inside a fiscal year; then the present document asks us as implementing partners to step back and look strategically at the entire project year and compare and contrast realizations this project year with those in previous years, to take stock and to look forward to the next exercise in identifying crucial elements of success, lessons learned as well as constraints encountered and potential obstacles presenting themselves on our horizon. As an implementing partner DAI wishes to thank USAID for the confidence they have shown through continued support, guidance and financing of our activities.

Major Achievements

General Impacts of BAP Assistance in PY 4

- 62,276 households are direct beneficiaries of BAP assistance. According to recent survey conducted by BAP, average family size among our clients is 6.2 persons, meaning we are indirectly impacting 386,111 people in the project zone
- 34% of our clients believe their revenues have increased due to BAP interventions. This is a 28% increase over PY3
- 96.9% of clients surveyed have adopted at least one improved technique being promoted by BAP
- 44,8% of clients have adopted at least one new technology proposed by BAP. In coffee fully 64.6% of clients have adopted a new technology while only 11.8% of clients collaborating with our horticultural component have done so thus far. In dairy the adoption rate is 58%
- 86.3% of our clients affirm that BAP activities respect or improve environmental conditions in their communities. This is an increase of 8.8% over PY3
- The percent of clients with latrines at their "work sites" has increased 67.5% from 8% of households to 13.4% of households
- 54% have incorporated some form of agroforestry on their farm while 80% use some sort of technology to protect against soil erosion with 55% using contour planting and 43% planting hedgerows on contours
- 17.3% of our client households are producing and applying compost as fertilizer, while 26.7% are land applying some form of manure. Only 9.2% are using chemical fertilizers

- 86.5% of clients say that BAP activities have led to increased economic opportunities in their communities. This is a increase of 1.4% over PY3
- 63% of our clients listen regularly to the Akeza karigura radio program
- 96.6% of associations assisted by the program have some form of legal recognition. 20.1% are recognized nationally while 36.2 % have provincial level agreements.
- 85.4% of client associations have statutes available in Kirundi, while 83.2% also possess written internal rules of order in local language

Coffee Achievements

- 134 of 200 (67%) anticipated demonstration fields exist. (16 in Kirundo, 48 in Kayanza, 25 in Muyinga and 45 in Ngozi provinces
- 8 of 10 agronomists (80%) collaborating with InterCafe have been trained in best agronomic practices for coffee
- 5 of 6 workshops (83.3%) planned on coffee productivity have been facilitated
- 3 of 4 planned (75%) extension bulletins in Kirundi for best production practices for coffee have been produced and distributed. These technical sheets concern fertilization, coffee diseases, and composting
- BAP has leveraged inputs from both InterCafe and the FAO amounting to almost $10,000 USD for use in our demonstration fields and to increase productivity with partner associations in Muramvya and Kayanza provinces.
- This year BAP assisted 85 farmers in 12 communes of four provinces of its project zone in developing demonstration fields to exhibit the impact of different fertilization schemes on coffee productivity and coffee quality. The results from this first year are remarkable. Any sort of fertilization increases yields a minimum of 27% when compared with traditional farming practices and a mixture of 10 kg of organic compost and 150 g of NPK per tree resulted in productivity gains up to 43% greater than the controls. Further, in a restricted case study of 15 farmers, improved fertility practices reduced the percent of coffee rejected by the washing stations from 23% to a mean of 12%, meaning farmers who fertilize their coffee not only produce more coffee, but the coffee produced is of higher quality.
- Research collaboration of coffee productivity started with University of Ngozi and ISABU
- Preliminary results from demonstration fields on practices designed to improve coffee productivity have been published
- 101 farmer representatives from new partner washing stations, 35% of whom were women were trained in coffee quality this year in the provinces of Ngozi, Kayanza and Muyinga. Our target of 35 was largely surpassed
- 6 workshops on productivity and cooperative management were organized for new washing station partners in 6 different provinces (Muyinga, Ngozi, Kayanza, Gitega, Bubanza and Cibitoké. This surpasses the target by 20%
- MOU for the CQC with InterCafe has been developed and is pending signature

- 7 Burundian trainer of trainers qualified to train others in basic cupping. This surpasses the objective by 40%
- 14 Burundians, including 8 youth are qualified as national jury cuppers for the Burundi Prestige Cup. The 8 youth are split between students at the University of Ngozi and unemployed laureates from ITB Kirundo. Other members of the national jury include 2 cuppers from WebCor, 2 cuppers from ARFIC, 1 cupper from SIVCA, and 1 cupper from the SOGESTAL Ngozi.
- 1 Burundian cupper participated in a regional cupping exercise in Moshi, Tanzania
- Regulatory and coordinating bodies of Burundi's coffee sector are working together and allocating budgetary resources to invest in the strengthening of the value chain. Intercafe, ARFIC and CNAC have allocated a combined 120 M FBU ($98,000 USD) to the Burundi Prestige Cup, the country's first ever national competition promoting Burundi coffee in the specialty market.
- A website www.cafeduburundi.com has been developed and populated
- A terroir map for Burundi is in the process of being developed
- 3 mini-washing stations with eco-pulpers, managed by three cooperatives are being built and equipped and will be operational for the 2012 coffee campaign
- 2 workshops were held on costs of production and costs of processing. An interactive model to evaluate the impact of fixed and variable costs was completed (100% achievement)
- 26 Radio programs on coffee were conceived, developed and diffused (100% achievement)
- 1 of 2 panel discussions was organized (50% achievement)
- 6 workshops on the evolution of coffee reforms were organized for populations in collaboration with the coffee reform committee and SCEP in 6 different provinces (Ngozi, Muyinga, Kayanza, Cibitoke, Gitega and Makamba) Bap surpassed its objective by 20%

Dairy Impacts

- 18 of 20 (90%) anticipated Lead Farmers have been trained in forage production
- 3 of 6 (50%) livestock associations have developed Livestock Development plans for their associations
- 4 of 30 (13.3%) Communal Agro-Technicians have been trained. An additional 23 have been identified in collaboration with the DNE and DPAE for training. Materials are available and training is scheduled for November 2011
- 9 new fodder trial plots have been established rather than the 6 that were anticipated
- 30 stables have been constructed by dairy association members, this is 50% more than our target
- 25 kg of fodder legumes (83%) and 15,680 cuttings of Pennisetum (78.4% of target) are currently distributed to associations that are multiplying them.
- 700 of an anticipated 5000 dairy production sheets have been distributed to partner associations (14% of target)

- 15 technicians trained in artificial insemination; 50 of 300 cows (16.7% of target) have been inseminated, pregnancy tests will be conducted in November 2011
- 33 farmers and 4 technicians in Bukéyé have been trained in hygienic milk handling. This surpasses the objective by 10%
- 1 MCC (Bukéyé) is operational with milk from the farm. Outreach collection from dairy farmers is scheduled to begin on 1 November
- 5 MCC personnel have been trained in center management in Bukeye, the management team for Rutegama has been hired and awaits the completion of their building and installation/calibration of their equipment to begin training
- 3 Milk supply contracts have been signed between Bujumbura Dairies and BAP clients. Dairies are Nyabisabo for the Dukamirhamwe milk collective of Ngozi, IAB with Garukira Amatongo of Rutegama, and Ntazimba with the farmers of Bukéyé
- 1 Training session offered to dairy sector actors in EAC quality norms and standards for fresh milk products.

Horticulture Achievements

- 1350 new farmers trained in improved agronomic practices for horticulture. This surpasses our target by 3.5%
- 24 demonstration plots established in 7 different provinces (2.4 ha)
- 30.79 mT of vegetables produced from demonstration sites
- 1.97 mT of vegetables produced from seedlings raised in improved nurseries promoted by BAP
- 7.08 million FBU in revenue from sales of produce from demonstration fields (harvest continues)
- 11 of 20 Associations (55%) reinvesting revenues from demonstration activities in future horticultural production
- 27 of 50 (54%) seedling units established, each with the capacity to produce 5,000 seedlings per season
- 24 business plans of 50 anticipated (48%) established for nursery production
- 20 treadle pumps and one lever pump irrigation system operational. This largely surpasses the target of
- 59 individuals in 20 associations have been trained in the use of the wooden box (cageot) for post harvest protection of their products during transport. This is 40% of the anticipated target of 50 associations.
- 212 farmers of 1000 anticipated (21%) trained in best agronomic practices
- 12 DPAE and 6 agricultural monitors participated in BAP sponsored field days, this is 20% more than our target
- 3 MOU signed with 3 DPAE to formalize relationship with BAP in their provinces (100% of target)
- 6 field days in 5 provinces with one radio emission covering the event. A total of 331 farmers, 53% of whom were women attended these field days. We had anticipated 7 field days in seven

provinces so we have only accomplished 71% of our result in terms of provinces, but 86% of our result in terms of field days. Field days are pending for Muramvya and Makamba Provinces.

- One demonstration field guide was published in French and Kirundi. 176 copies have been distributed in all 17 provinces. Three technical bulletins are prepared in Kirundi but have not yet been sent to the printer. Diffusion of these bulletins is anticipated before 31 December 2011. 20% of target fully complete; 80% completed if we consider bulletins being proofed.

Producer Associations, Micro-Enterprise and Women's Leadership

Realizations

- Literacy activities occurred with women's associations in 10 of 12 provinces. 271 literacy trainers, including 11 men have been trained by BAP. 122 literacy centers opened and operational. 2017 of 2510 women (80.4%) registered for literacy participated actively. 1887 women (93.6% of active participants) have completed the literacy curriculum and can be considered neo-literate.
- 3847 association members (43% women) received capacity reinforcement in organization of farmer associations
- 3095 association members (58% women) participated in training on simplified accounting
- 52 association members from three associations in Muyinga received training on improved beekeeping
- 20 women's associations in Muramvya and Kayanza provinces representing 402 women and 10 men received improved horticultural seed and small equipment from the FAO in a collaborative effort with BAP. ADC and BAP's horticultural team are providing technical assistance in best agronomic practices. 14 of the 20 associations had previously participated in literacy activities
- With BAP assistance members of IWCA's Burundi Chapter assisted at conferences and expositions for EAFCA and SCAA
- 30 rural women, members of AFAB were sponsored to attend the 6th regional conference of the East African Women's Entrepreneurial Exchange Network. Four women were sponsored for participation at the trade show associated with these meetings.

Grants and Financial Intermediation Results

- 6 small grant dossiers approved of eight submitted- three in horticulture, two in dairy (for milk collection centers), 1 for effluent control and hygiene at a coffee washing station- value $205,017
- 3 grants accorded to the communities of Kinyovu, Musema and Kayenzi for their potable water systems – Value $112,126
- 1 grant to the Burundi Business Incubator for assistance being offered to SME- Value $281,717

- 38 grant request dossiers currently receiving technical assistance- 6 in coffee, 12 for horticulture, 3 for dairy, 6 for effluent control systems, and 11 gender and micro-enterprise related dossiers
- 7 dossiers financed under the DCA- six in coffee and one for rice production (Value $489,071)

Community Water and Effluent Controls Accomplishments

- Completed and formally handed over 3 of the 4 community drinking water systems
- Completed the three remaining effluent control systems at CWS
- Monitored the performance of the waste water effluent control systems installed at 9 BAP pilot coffee washing stations
- 8,3210 people around 9 BAP pilot coffee washing stations have access to improved hygiene and sanitation.
- Analyzed sites proposed for mini-washing stations and designed size appropriate effluent control systems
- Separation of pulp solids from effluent liquids visibly reduced the noxious odor at the 9 pilot washing stations
- BAP pilot washing stations with properly managed effluent control systems showed decreased levels of nitrites and nitrates, decreased suspended matter, at significantly higher pH after treatment than in control stations without effluent control. While BOD was significantly improved at pilot washing stations, more work still needs to be accomplished to better aerate grey water before it rejoins surface flow.

BBIN Realizations

- Renovation of building complex, cabling for IT and purchase of computer equipment
- Installation of a computerized accounting system, Quickbooks
- Opening of accounts at InterBank
- Development of a “procedures” manual
- 100% occupation of commercial space, excepting the warehouse facility
- In addition to the marketing launch to introduce the BBIN and the official launch of BBIN activities in which participated the 2nd Vice President of Burundi, the US Ambassador and the Dutch Chargé d’Affaires 16 other sessions marketing the BBIN services to clients have been held: four NGO, two Universities, and four professional organizations are among those whose members have benefitted from targeted marketing activities
- The Board President, BBIN Director and BBIN CCN Coordinator participated in a training session in Incubator Management at Raiz Corp in South Africa during February 2011
- In August 2011 the BBIN Director and his Deputy participated in a regional training in Kigali hosted by BidNet en guise of sharing experiences between partner networks in East African Community Countries who are organizing business plan competitions

- The BBIN is currently mentoring 19 pre-incubatees, 17 of whom are Shika Business Plan competitors. Among these 19, eight are women.
- A total of 13 training sessions in 5 different modules were offered to BBIN clients during this Project Year. A total of 172 people participated of whom 74 (43%) were women. Average participation was 13.23/session. The session most offered was Business Planning followed by the Business Concepts Course

	seances	Men	Women	Total	X pp/s
Best Ideas	1	3	1	4	4.00
First Steps	2	15	5	20	10.00
BCC	3	30	17	47	15.67
Business Plan	6	43	42	85	14.17
7 Secrets every entrepreneur should know	1	7	9	16	16.00
Total	13	98	74	172	13.23

- 21 business mentors have been identified and trained in mentoring. Four of these are women.

BAP Constraints and Challenges, PY 4

Coffee

- **Potato Taste Prevalence in Burundi Coffee-**Of 60 lots presented to the International Jury during the Prestige Cup competition 24 lots (40%) were eliminated for potato taste. Had this not been the case 46 of the 60 (76.7%) coffees presented would have scored higher than 86 in their cupping and been judged to be "superlative". In previous campaigns the prevalence of potato taste has been noted in certain pockets running northeast to south west from the Rwandan Border particularly in the provinces of Kirundo, Muyinga and, to a lesser extent, Ngozi. This year the geographic distribution had spread both Eastward and South with pockets found in Kayanza, Gitega and Mwaro provinces.
- **Increase in the percentage of Washed vs Fully Washed Coffee being produced in Burundi-** Historically, since the early 1990's the percentage of washed vs fully washed coffee was 35% vs 65%. Over the past few campaigns we've noticed a marked uptick in the percentage of washed coffee being produced in Burundi to where it represents almost 50% of Burundi's coffee production. This shift in the percentage of washed coffee leads to an overall degradation of Burundi coffee quality as well as the reputation of Burundi Coffee on the world market.
- **Privatization of the GOB held Coffee Infrastructures (Washing Stations and Dry Mills)** During PY4 the privatization agenda of the GOB slowed and appeared to almost stall out. While continuing to reiterate, verbally, its engagement to continue with the process, there were few, if any, tangible actions undertaken to move this agenda forward. The management of the "*part reservataire*", those shares in washing stations sold by the GOB to WebCor in the first round of tendering that have been "reserved" for purchase by coffee cooperatives and washing station personnel is still unclear. The farmers still have not been told how much they need to pay, who is eligible to pay, where and when they must pay and under what conditions payment should be effected. A similar issue exists concerning the distribution key for coffee revenues. The status quo remains in effect even though all sector actors, including the farmers, complain that it is an unjust and unfair assessment of the costs of their services. This question merits particular attention by InterCafe and ARFIC who should define and establish objective criteria for the fixing of advance payments based on the true production costs of different coffee sector actors, especially in a period when more private sector actors are entering the sector and entering at all different levels of the value chain. In October the GOB announced its intention to tender the rest of the coffee sector's productive assets by "year's end". Our belief is that this deadline will be difficult to respect given the revisions of procedures, delay for the publication of tendering announcements and the time it will take for potential investors to respond and the GOB to adjucate the offers. The pronouncement of the current deadline was made more to alleviate pressure being brought to bear by multilateral donors.

- **Coffee Productivity** BAP demonstration plots this year showed that fertilization of coffee can raise yields by a third and quality by 50%. These results have been confirmed by the lead farmers who manage the demonstration plots who are ready to continue with the improved practices and abandon their traditional production techniques. Unfortunately, we are not seeing a lot of positive pickup and organic replication of precursor actions necessary to expand this activity among coffee farmers who are members of associations and cooperatives. They are neither increasing the number of compost pits, nor developing strategies that will permit them to procure sufficient quantities of NPK fertilizer for their members in time for the first application (planned for November). There remains a large job of sensitization to be accomplished with opinion leaders inside the coffee farmer federations. The leaders of these federations should be leading the way by example for their membership, adopting the technology and applying it to their plantations. Unfortunately, this is not the case. InterCafe needs to develop a global action plan and a concerted effort for the extension of these proven technologies to coffee farmers in the project zone, but also in the rest of the country.
- **Extension of Activities for the Certification of Burundi Coffee-** The certification of two new coffee stations was not realized, as planned in PY4. Even though BAP led the way by facilitating contacts between Burundi coffee sector actors and certifying agencies the owner/operators of coffee washing stations are reticent to take on this "new" initiative. Only WebCor seems motivated in moving forward with the certification of their stations and farmers. InterCafe and its members, particularly the owner/operators of washing stations and dry mills need to furnish more effort and greater creativity in order to introduce in their action plans and budgets the resources necessary to bring this initiative to fruition. Certification has proven to add value to coffee being produced. The demand for certified coffee from Burundi is evident; and the benefits accruing to farmers are evident. Barriers appear to be a) uncertainty concerning future ownership of washing stations; b) the initial cost to certify; c) the recurrent costs to maintain certification and d) no sense of urgency among the current sector actors to undertake a program of certification due to pressure being exerted from outside buyers.

Dairy

- **Mechanisms for customs clearance are not yet mastered by BAP's partners-** Recent reforms at the Burundian Revenue Authority (OBR) in terms of procedures, tariffs, needed documentation and approvals remain a mystery for most economic operators in Burundi. Further, the executing agents of the Authority have not mastered the new procedures and we have noted a marked tendency within the OBR to differentially interpret and apply rules, regulations and procedures. Each week there appears to be a new procedure in place or another level of control necessitating further paperwork. This has delayed clearance of importations and been costly to Burundi's economic operators in terms of time invested.

- **Lack of available hard currency reserves and difficulty executing international banking operations –** Access to hard currency has become more restrictive over the past months, there is less hard currency available in circulation and the central bank regulations governing hard currency in Burundi have also been tightened. If it is now possible for Burundian citizens and businesses to have hard currency accounts, these accounts can only receive deposits from outside the country. In-country withdrawals of hard currency rather than conversion of the hard currency to FBU from the accounts for Burundians require onerous paperwork from multiple agencies. International wire transfers for payment of goods and services, even to other countries in the East African Community, is costly and time consuming. All of these issues became constraints as we tried to set up the milk collection center in Bukeye because, even though BAP was procuring the major portion of non-expendable goods for this center, the grantee had accepted to pay for smaller items, not available in Burundi as well as the transport, insurance and customs clearing costs. His problems obtaining hard currency and effecting the necessary banking transactions delayed execution of this activity by at least 6 to 8 weeks.
- **Power cuts and a lack of reliable electricity** act as a brake on the development of milk processing in Burundi, as well as to the marketing of fresh milk products. One dairy has reduced the volume of milk they are accepting daily from the supply zones because they cannot store the fresh milk cost effectively in Bujumbura. Further, their wholesalers do not possess the means to keep fresh milk chilled. Another dairy is throwing out between 50 and 100 liters of milk daily that cannot be conserved with the current power outages.
- **Upstream and downstream support of agricultural activities, milk cooling and processing is non-existent in country** All equipment and technical support must be imported from other countries in the East African Community, notably Kenya and Uganda. There are no input supply houses for dairy in Burundi. This increases cost and creates a long logistical supply chain when equipment breaks down or needs to be repaired or replaced.

Horticulture

- **Extension services are currently characterized by a lack of experience in new horticultural techniques and no means to acquire the least costly local materials** such as those used in vertical trellising. In addition, DPAEs don't have production manuals, even for the main horticultural crops.
- **The DPAE are not interested in the demonstration plots being piloted by BAP**. They don't have enough technical skills and declined to attend the field days. This can be explained by the fact that jumping from humanitarian assistance to the value chain philosophy where the farmer seizes market opportunities and profits takes several key adaptations for both farmers and extension personnel.
- **Some geographical areas of Burundi are facing lack of adapted inputs like tutors for trellising, improved seeds, fertilizers, pesticides, and there are no**

local suppliers for irrigation equipment. This situation threatens the continuity of the modern practices promoted by BAP since vendors are not interested in offering products farmers may not afford, and farmers do not know enough about these new products to test them and realize if these inputs will be good investments.

- **Many farmers are not motivated to increase production volumes without any value added opportunities in their proximate environment.** They have difficulties understanding how their horticultural product will find a market because they are confined to a small geographical area where small volumes and low prices are their only experience.

Producer Associations, Micro-Enterprise and Women's Leadership

- **Hand Out Mentality persists among the members of women's associations-**In the majority of provinces where BAP finds itself intervening alongside other NGO, association members have become accustomed to receiving food, perdiem and other sorts of free aide as payment for attending "project sponsored" activities, even if these activities happen in situ on their hillsides or in their fields. In zones with fewer implementing partners we find this spirit less developed and cooperation with our agents to be facilitated.
- **Delays in completing the literacy curriculum**- We find that our literacy trainers have become community leaders who are often solicited by authorities and other development partners to attend ceremonies, activities, seminars, etc.. While flattering, this renders these trainers unavailable for the facilitation of the literacy curriculum and delays execution. Further, a number of centers suspended learning during the height of the agricultural season as absenteeism increased as literacy participants prioritized their field work. In other cases the participants identified by their communities to attend the literacy sessions were not the right "fit" being elderly, or having problems with their eyesight or hearing.
- **Individualism vs Associationalism in Rural Communities-** There is still a low level of associative participation (and behavior) in the rural communities. While progress has been made with our clients has been slow and is hampered by culture, traditions and history. There remains a major question of the appropriateness of the legislation governing Burundi's associative movement with the realities, priorities and existing structures that are operational in the field. The idea that the association/cooperative/union/federation exist to render service identified by and of interest to their members remains a foreign concept in most cases. Also the idea that these structures should serve as a stable foundation for private sector development and growth is not yet well established. Many of these groups were formed for social reasons, or formed because of outside influence during the crisis years to serve as vectors for food aid and other services. Too, certain associations of persons are more political than developmental oriented and this impacts other community member's perceptions of the "associative" movement.

Grants and Financial Intermediation

- **Limited Technical Capacity of BAP Clients to develop credit worthy dossiers-** The associations BAP assists under its principle value chains are still very young and inexperienced. Many began as vectors for humanitarian assistance or as "social" organizations. The process of conversion to member service oriented "economically bent" organizations with the consistent capacity to govern transparently, record keep and document their activities in a manner acceptable to financial institutions takes time.
- **MFI lack sufficient financial resources to expand the range of their products and the activities of their personnel to reach out to potential rural clients.** Rural lending is perceived to be highly risky. Production activities may fail due to environmental conditions beyond the borrower's control. First time borrowers need to be accompanied through the disbursement, use and reimbursement cycle and may need flexible terms and conditions for reimbursement, given that it is a learning experience and mistakes will be made, assumptions/hypotheses put forward will not pan out. The lending institution needs to be perceived as a partner and above all, confidence needs to be established. This is not the typical way of doing business and it has additional sunk costs for the lending institution. The MFI may rely on recovery of previously lent funds for financing of the next round of activities and may not have a sufficient financial portfolio to offer "flexibility" in terms of reimbursement.
- **Limited Access to credit for rural associations either from Commercial lending institutions or from Micro-Finance Institutions-** Administrative procedures are arduous, the types and levels of guarantees required are complex and unadapted to the realities of our rural clients. Lending Institution personnel are not in proximity to this target group and do not take the time to explain their financial products, options or opportunities. We've noted that many MFI orient their clients towards "*comptes courantes*" instead of "*comptes d'epargne*". The *comptes courantes* are not interest bearing and, in fact have numerous charges associated with them. The savings accounts bear interest but may not be as "profitable" for the MFI. The advantage of the current account is that money may be withdrawn at any time. Clients are limited in terms of the timing of withdrawals from savings accounts.
- **Grant request dossiers arriving from potential clients are often incomplete.** This requires BAP to identify the information that is missing and request supplemental information, clarification and analysis. All of this slows down the grant review process, especially if information is closely held by only two or three key people with limited availability or who have not been empowered to share the information they possess without special permission.

Community Water and Effluent Control Systems

- **The Kigoganya water system has been problematic.** The original pump identified did not have the vertical lift capacity necessary to provide the community with the proper volume of water. Then too developing alternatives took time and the engineering firm contracted by the program was unable to prepare a proper comparative cost benefit analysis of the two

alternative systems. Once it was decided to change for a diesel generator pump the system design required modification and, as time passed, the unit cost of materials increased.

- **BAP's contracted engineering oversight firm, PAIHAR, has not lived up to expectations.** They are understaffed, under qualified, and their chief engineer has left the country to study in Europe. The technical reports are superficial and the capacity to supervise and provide oversight on field operations appears questionable. The amount of staff time that has been invested overseeing the overseer suggests that BAP might have been better served by eliminating this middle level of control.
- **The sedimentation and filtration system at the CWS of Rohororo is currently dysfunctional**. Following a heavier than anticipated coffee processing season in 2011 coupled with heavy rains, the system was unable to handle the amount of water flowing through the system. Overflow and backup occurred and erosion took place on the downslope side of the sedimentation and filtration tanks, negatively impacting the integrity of the system. While the CWS management team had purchased a pump to recycle water from the system after treatment, it was not installed. Prior to the 2012 campaign it will be necessary to reinforce and redesign the system to handle greater inflow.
- **The environmental analyses of the effluent control systems is costly,** yet the laboratory only presents raw data on the physic-chemical reactions not an interpretation of results.
- **Better Management of Effluent Control Systems at Coffee Washing Stations is necessary.** The use of the effluent control systems developed by BAP requires a level of management and monitoring by the washing station management personnel. First, these cadre need to understand the importance of these systems, their structure, functioning and the benefits to human health and the environment. Second, the lime used to equilibrate the pH needs to be closely monitored and supplemented through the depulping season. Third, the McKinnon depulpers are heavy water users, CWS should consider should consider recycling treated wastewater to reduce water demand and conserve this resource.

BBIN

- **The BBIN Financial results are very good as compared to the previsions,** however most of these funds derive from leases of commercial space and training sessions. The principle objective at the heart of the incubator: pre-incubation and incubation of small and medium sized enterprises and the creation of employment is lagging behind
- **BBIN services are not fully understood by its target audience.** Clients who are used to receiving donor subsidized training for free question why they should pay for the BBIN training services
- **BBIN core staff have difficulty adjusting to the workload, rhythm, procedures and systems.** Incubation is a new concept in Burundi as is running the incubator like a private

sector business. Staff have no frame of reference to refer to and the volume and diversity of work continues to increase.

- **The USAID Master Lease and sub-lease with DAI have never been finalized. This creates a legal liability for the BBIN.**
- **BBIN's tax status has yet to be clarified by OBR.** There is an imminent need to clarify whether BBIN should be taxed as a donor funded "project" as a local NGO, or as a business. This uncertainty leads to a certain liability for the BBIN and could put at risk its target of operational sustainability by 30 Sept 2012
- **The development of an entrepreneurial spirit depends heavily on Burundi's investment climate** in general and the political and economic environments in particular. Perceptions of instability are leading both local and international investors to hesitate before starting businesses in Burundi.

Lessons Learned during PY4

Value Chains

Coffee

a) **Farmers are naturally residents of the "Show Me State"** Even though there have been a number of studies performed in recent years and basic research undertaken by ISABU on the question of coffee productivity, increased awareness that coffee productivity is low was reinforced by the results produced by BAP's demonstration fields. The sector is awakening to the realization that productivity of Burundi coffee, even in zones noted as "highly productive" is extremely low. Farmers are beginning to realize that the lack of agronomic maintenance and fertilization of their plantations over an extended period of time has been extremely prejudicial to their livelihoods.

b) **Necessity is the Mother of Invention for Rural Entrepreneurship** The creativity exhibited by the Mpemba cooperative members in Bwayi to exchange shares in their mini-washing station for goods and services is a model that other cash poor cooperatives can adopt to further their goals and mobilize resources to accomplish priority activities.

c) **Challenge us and we will rise to the occasion** Burundi's coffee sector actors showed themselves capable of organizing a complex, multilevel, promotional event when they successfully managed the Burundi Prestige Cup. Not only did sector actors come together and unify their efforts to ensure a successful event, they began planning the event some six months in advance, held multiple organizational encounters, divided up the responsibilities and tasks, committed to mobilizing the resources and then did so-to the tune of almost $100,000 USD. A capstone promotional event, principally organized and financed by the Burundians themselves to the accolades of an international jury, now that's empowering.

d) **The Hidden Talents of Youth** The National Jury selected for the Burundi Prestige Cup was composed mainly of youth and included four current students at the University of Ngozi and four young, unemployed graduates of the Technical Agricultural School (ITAB) in Kirundo. Another young graduate of ITAB was hired by the SOGESTAL Ngozi as their head of "quality". All nine of these youthful cuppers were tested, trained and given practical internships side by side with experienced professionals of the coffee sector over the course of the last year. They proved to have innate capabilities to differentiate the finer qualities of Burundian coffee and showed a motivation to learn new skills quickly and without fear or shame. It is promising to see these qualities appearing in Burundi's youth and we are hopeful the coffee industry will reserve them places and a satisfying career path as quality control agents at the forefront of Burundi's promotion and marketing actions.

Dairy

a) Development of milk collection centers takes a lot of concerted time and effort. In order to be sustainable much groundwork must be laid mobilizing and training clients,

producers and center personnel. The acquisition of cooling equipment and collection materials takes a lot of time because it all must be imported

b) **The Lead Farmer/Community Veterinarians (LF/CV) once trained and with good monitoring are able to substantially reduce animal mortality in the zones where they reside.**

c) **When farmer's see an interest in an activity they will adopt the practice quickly, but they still require regular and consistent extension support**

d) **Extension personnel of the MINAGRIE are in great need of operationally oriented training in best practices if they are to remain viable resources for farmers in the project zone**

e) **Exchange visits organized for Lead Farmers are important.** The visit with representatives of the milk collective of Ngozi to Rwanda last year has resulted in adoption of kitchen gardens, better understanding of intensive livestock raising techniques and organization of collection activities with their members

Horticulture

a) Learning by experience is a must

Through the field demonstration methodology established by BAP the horticulture team has confirmed that farmers are highly attracted to the learning process when they can observe the techniques in use. Farmers with extremely limited resources will adopt a new technique only until they noticed it makes their labor less of a physical burden and it provides higher production. Government counterparts at the DPAEs and the rural promoters have been equally motivated to join this effort though a higher level of participation. We are succeeding in this with those who have invested the time to join us in open field days.

b) Showcasing market access techniques

The extension process initiated needs to grow in breadth and complexity as we move forward. This is necessary to show farmers the full length of the horticulture value chain. For instance, even as much as we promote production techniques, many farmers have a hard time understanding how all this product will find a market because they are confined to a small geographical area where small volumes and low prices are the only experience. There are no value added opportunities in the collines and telling them there are bigger markets in bigger villages is only a concept to them. Taking farmers to the Bujumbura market at least once would be a true eye-opener for them to realize the consumption potential of large urban centers.

The best motivation for our current participants to replicate the experiences in demo plots and to expand their areas of production will be the opportunity for farmers to connect the dots from field to market. Once they have a way to visit with traders and understand their world they will also realize why farm gate prices are lower than what consumers in urban centers pay. This way, well-informed farmer groups that understand market dynamics will be better candidates to keep doing demonstration fields than groups that are selected solely on their availability of land.

Jumping from humanitarian aid to the value chain philosophy where the farmer seizes market opportunities and profits takes several key steps. We have decided to work first with increasing their production capacity, but seeing the markets with their own eyes and interacting with the market players needs to be happening in tandem with production-focused training.

c) Under-developed agricultural inputs supply chain

The rift between the traditional farming systems in Burundi and the availability of modern inputs such as fertilizers, pesticides, improved seeds and other tools is felt in areas around Bujumbura, but it is totally unlinked in the rural area. There are no formal agriculture depots to inform farmers of what is new. DPAEs and rural promoters are disengaged with modern lines of products and practices. This situation threatens the continuity of the modern practices promoted by BAP since vendors are not interested in offering products farmers may not be able to afford, and farmers do not know enough about these new products to test them and realize these inputs will be good investments. Small things could be done if field days would be organized with input suppliers and farmers trained by our program. Some ideas for current agriculture depots would be to sell fertilizer and seed bags repackaged in smaller weights as they dispense other proven products presently. Another idea yet to be explored is to work with local universities so that they provide some of the inputs produced or repackaged locally such as improved seeds grown in the East African Community or from their own fields such as the case of University of Ngozi's *Kazoza* seed production project.

We are not seeing any champions from the state institutions or local universities filling in this gap, but we realize this is a lesson learned that needs to be shared with potential entrepreneurs willing to explore the market. A young professional or a student from a university could find in this gaps an interesting business opportunity. We believe that input supplies for horticulture are at a very embryotic stage, but there is much potential for small businesses to grow as a result of the demand. Items such as seed, fertilizers, pumps and irrigation tools top the chart of items, but there are many other inputs such as twine and harvesting tools that would bring considerable impact to the way Burundi produces fruits and vegetables today.

The lessons learned so far in terms of technology adoption motivate us to point out the existence of such gap. Once a practice like the use of vertical trellising becomes popular, those small input-supplying businesses will grow into bigger companies offering products and services. DPAEs and rural promoters

are at the center of this potential opportunity, but they may lack the incentive and the skills to take advantage of it.

d) Market prices are a moving target

Demo plots are fulfilling the objective of becoming learning centers for farmers. At the same time, farmers would like the increased production to be sold at better prices. However, even with the best planning available based on previous price data, high market prices have shown to be a moving target. Farmers of short-cycle products such as horticulture crops face this issue worldwide. It is a high risk product where some years climatic of pest and disease phenomena create opportunities for some and misfortune for others. The best approach to this problem is to engage farmers with markets so that they can be informed of how production patterns are established for the current season. Additionally, it is important for farmers to spread risk by planting different plots with weeks in between so that the harvest does not peak at once but rather it is evenly distributed across several weeks. This is a learning process where farmers will start identifying particular times in the year where it makes sense to plant more and others where it is better to separate plots weeks apart in order to minimize their risk of failure to hit rock bottom prices.

Cross Cutting Components

Producer Associations, Micro-Enterprise and Women's Leadership

a) **BAP's Literacy Program is appreciated by the Women's Associations.** Women clients who have participated in the literacy programs exhibit greater confidence and leadership skills than those who have not. As examples, after receiving literacy training one woman felt empowered to run for leadership post in her association. Another admitted that having a threshold number of members who were literate assisted in relieving the climate of suspicion that had existed among members. Being able to read the minutes of meetings and refer to bank statements and registers enabled the members to have confidence in their leadership.

b) **Women's Associations are capable of resource mobilization**. The caveat is that they are confronted with multiple choices on how to use their funds. We have found that if their projects are likely to receive co-financing then mobilization is facilitated. It is imperative to encourage associations to develop a savings mentality and to use the local MFI's to the extent possible, both to securize their financial resources but also to leverage their savings through credit. Many associations are hesitant to put their money in banks and MFI because instead of accumulating in value, their resources diminish because they are directed to the wrong types of accounts (checking rather than savings) and the monthly fees are deducted from their balance rather than having interest earned on the balance. The second frustration expressed is that

while the financial institutions are expert at taking money in they are extremely risk averse when it comes to lending. The Financial Institutions set multiple preconditions and require guarantees in terms of collateral that is not readily available in the rural areas and especially unavailable to women.

c) **Women's Associations can serve as the foundation for sustained development** if they are properly mentored. In certain associations in the province of Mwaro, women have mobilized resources through communal fields and invested the revenues in small animal husbandry. After purchasing their first animals they use a solidarity chain methodology where the young born to these animals are distributed to other members until each member has received an animal. Once each member has their animal-either a goat or a pig, then future offspring from their animal belong solely to the association member. Once all members have animals any further purchase of animals by the association belongs to the association, as do the offspring. It is the association who feeds, houses and provides veterinary services for the association's animals, each member is entirely responsible for the upkeep of the animals they received either from the association or from the solidarity chain. In return for receiving an animal the members agree to contribute a certain amount of manure to the communal field as well as continuing to contribute their labor.

d) **Women leaders invest heavily of themselves for their associations,** but often find themselves oversubscribed as they must balance their new obligations in the community with those of their families and their fields.

e) **Women are interested in labor and time saving technologies.** Women leaders are interested in any technology that will free up time so that they can concentrate on the development of their associations. Fuel efficient stoves, water harvesting and kitchen gardens in proximity to their compounds are particularly enticing as are programs to increase the availability of potable water supplies in their community.

f) **Women entrepreneurs need greater exposure to the world outside Burundi.** Women need to develop their sense of entrepreneurship by learning lessons from others about what has worked and what has failed. They need more opportunities to exchange and to visit different commercial environments to learn and put their own commercial context into perspective

g) **Women entrepreneurs take initiative but lack strategic plans and resources to fully exploit their initiatives.**

Grants and Financial Intermediation

a) **In Kind Grants are more beneficial for small rural associations** BAP experience shows that for first time grantees wanting to undertake an income generating activity greater potential for success exists if the grant is given in kind as material or equipment and closely accompanied by stepwise technical assistance with equipment timed to arrive in a harmonized fashion with a technical training at the appropriate moment in the agronomic calendar. Stepwise training should also focus on record keeping and tracking of finances in real time, this way the group will have practical experience managing an activity and will gain confidence in their ability to do so.

b) **Grants work best when they are accompanied by targeted technical assistance at every stage of the process**

c) **Successful grants are aligned with the financial and managerial capacity of where the enterprise is now, not where the enterprise could be in the future.** Smaller discrete grants that build on previous success will result in more positive impacts than larger, more complex package grants.

Community Water

a) **Communities are motivated to mobilize for critical needs- and will do so quickly.** Kigoganya's water supply is located 2hrs round trip walk from the community. When offered the possibility to have a functioning water system in their village if they organized and accepted to manage the system independently of donor funds once constructed, the community quickly mobilized the labor necessary to dig the canals. Further, the households have willingly paid their contributions to the water management committee to assure the upkeep of the system. Each household pays a minimum of 2000 FBU, while merchants and government worker's families contribute 5000 FBU. The community mobilized an initial amount of 2 million FBU for the purchase and transport of local materials, contributed an estimated 2.050.000 FBU in labor to dig 4100 meters of canal and currently have 50.000 FBU on account at the local COOPEC to cover eventual water system repairs.

How have individual program activities, performance achievements or shortfalls helped, or hindered, progress in the program as a whole? Identify prospects of achieving long term success

Coffee

The comparative results produced by our demonstration plots on techniques to increase coffee productivity have been an eye opener not only for many farmers, but also for extension personnel and

elected officials at the hillside, commune and provincial levels. Farmers now see that for a minimal investment they can increase not only the volume of coffee produced by their plantations but also the quality of that coffee. They recognize that this is a double win and will improve their revenues and overall welfare of their families. This said, there remains a large amount of work left to do in the field to ensure longer term adoption and replication of these practices. Composting requires a number of essential elements be in place, not the least of which is available day labor, willingness to provide the monitoring and continual management the compost pit requires and either available manure and organic matter or the financial capacity to procure these items. Similarly, farmers wishing to adopt chemical fertilization, or incorporate chemical NPK fertilizers as part of their fertilization strategy must have timely access to quantities capable of producing agronomic impacts and the financial means to procure these inputs. There is much work for the federations in sensitizing the farmer members of their association members and for the federation agronomists, together with the DPAE in providing a greater intensity of in proximity targeted extension services. As concerns InterCafe, they must manage the input supply process to ensure that sufficient quantities of NPK fertilizer are available in a timely fashion and under terms and conditions which render them “accessible” to farmers. Further, InterCafe needs to develop and implement an action plan to extend information on these techniques and technologies to all coffee farmers.

The initiative taken by the Mpemba cooperative members of Bwayi to exchange shares in their future mini-washing station (trading equity in the business for services performed or goods procured) for land, labor and supplies shows a higher level of business acumen than has been previously witnessed in the rural areas. This can serve as a model of how to leverage financing with in kind transactions in a cash poor community.

The organization of the Burundi Prestige Cup to promote the best of Burundi’s coffees to the worldwide specialty market demonstrated to the actors of Burundi’s coffee sector their capacity to mobilize and organize a complex, multi faceted, international event if they combine their complementary resources. The methodology used in creating the national organizing committee, developing and approving a budget, determining a strategy to manage the resources mobilized and terminating with an evaluation/lessons learned sessions to prep for 2012’s Cup of Excellence creates a tool kit upon which the sector can refer in preparing future events.

This year saw a diversification in the number of private operators in the coffee sector, an increase in the percentage of coffee sold via direct sales negotiations from 4.3% in 2010 to 7.5% of fully washed coffee production this year, as well as the discovery of cupping talents among Burundi’s educated youth that should provide them with employment opportunities in the coming years.

The extension of certification activities beyond the first UTZ certified coffee washing station at Kagombé in Muyinga province has stagnated. BAP has led the effort to bring parties from all sides together at the table in order to pursue an integrated effort for certification, but the country’s washing station owners

and operators have yet to show much interest in investing the funds necessary to move forward. Only WebCor appears poised to commit for certification of their stations in the near future. They paid for one of their cadre to attend a UTZ conference in Kenya and have contacted BAP concerning potential technical/cost share arrangements. InterCafe and its members need to use greater initiative and creativity in incorporating this in their overall strategic planning as international buyers are actively seeking certified coffee from Burundi and actual supply is much lower than demand.

The hesitation of the washing station managers, particularly the SOGESTAL, to invest in a number of areas is, in many ways, closely correlated to the program of coffee sector privatization. Since 2009 and the first round of tenders, this program has not made any real forward progress. Late in PY4 however, the GOB announced its intention to privatize the rest of the sector's operational infrastructure by 31 Dec 2011. The question of whether the actual SOGESTAL and SODECO will be eligible bidders remains unresolved, though recent communications from the Commissaire of SCEP suggest that as long as the GOB retains shareholdings in these structures they will be ineligible. Add to this their precarious financial states, the complexity of their accumulated debt and the questions of debt forgiveness by the STATE, all of which remain unresolved; and the current managers of the lion's share of the operational infrastructure of the coffee sector are hesitant to invest funds, time and effort in new initiatives, infrastructure or even the preparation of the next coffee campaign.

Further, for privatization to move forward under the best possible conditions a number of outstanding issues remain to be resolved. There is the "*part reservataire*", those shareholdings reserved in the tender of the 2009 washing stations, for purchase by farmer's associations and washing station personnel. The deadline for paying these shares is fast approaching, yet the GOB has yet to define who is eligible, the mechanism by which these shares may be obtained, notably, when they may be processed for sale and where and under what conditions, payment is to be made. In a similar vein the question of the division of revenues from sales of coffee to sector actors "*clef de repartition*" remains unresolved. The structure of the current system is lamented by all sector actors, though most are hesitant to let the system go for fear of the unknown. Without a proper handle on their costs, sector actors will have difficulty in pricing their services. It is high time for ARFIC and InterCafe to step in and collaborate with the sector to define the objective criteria for future pricing structures, to collaborate with the financial sector to negotiate more favorable terms and conditions for campaign and investment credit to sector actors, and to lobby the government to stop setting politically dictated advance payment prices for the purchase of cherry. The washed coffee sector is fully liberalized and privatized and it is now time for the fully washed value chain actors to emulate the best practices of the washed sector instead of remaining on the fence wondering which field is greener.

Horticulture

BAP activities can be sustained by some associations, particularly those located in proximity to Bujumbura because the Bujumbura Marie is characterized by the availability of inputs and market opportunities. For example, in TWITEZIMBERE farmer group, Mutaho commune and Gitega province,

urea costs 2,200 FBU per kg versus 1,100 FBU per Kg in Bujumbura city and one kg of tomatoes costs 100 FBU versus 600 FBU in Bujumbura city.

Challenges for sustainability among our client associations include: a) high cost of inputs in some areas (trellising stakes in Imbo plain); b) big amount of pesticides needed for growing quality tomatoes; c) uncertainty of market due to geographic insularity and climatic disturbance; and d) lack of pest control skills.

The envisaged solutions are exchange visits and visits to bigger markets within Burundi.

Community Water

Contracting with partners, or accomplishing project activities through agreements with other institutions that actually do the field implementation requires patience and understanding. Two examples where this is particularly true concern PFC and the community water system at Kigoganya and PAIHAR and their ability/willingness to professionally supervise the engineering work at the community water job sites. After months of tough negotiation delays and false paths being taken, PFC has restarted the jobsite at Kigoganya. For PAIHAR, BAP has left the door open for them to step up and respect the terms of their oversight agreement.

Interpretation of water analyses from the coffee washing stations where effluent control systems have been implemented, as well as those chosen as “controls” required our water component leader to perform in depth research on the basic notions- both physical and chemical, of what constitutes “good water”. To present the results he needed to learn a new graphical presentation software “DIAGRAMMES”.

The impact of host country commitment and performance on overall project performance?

Coffee

There has been great interest and host country support for BAP’s demonstration field activities in relation to technologies to increase coffee productivity. The agronomists of the DPAE in Gitega, Kayanza, Kirundo and Ngozi participated at BAP sponsored workshops together with farmers from client associations. Further, the provincial administration of Ngozi solicited project assistance to train communal administrators and agronomists based on the results of our first year’s productivity demonstrations in order to replicate these findings with farmers in their respective localities. Finally, after sharing the results of our work with the MINAGRIE, BAP received a letter of congratulations from the Minister of Agriculture recommending that work of a similar nature be extended to other crops, notably rice, maize and horticultural products.

In order to prepare for the Burundi Prestige Cup, BAP held numerous capacity reinforcing sessions for public and private sector cadre in order to select the best Burundian cuppers to participate in the national jury selecting the best coffees of Burundi. These sessions took place in January, April, July and August 2011 and saw the participation of 17 ARFIC candidates from certification labs in Bujumbura, Gitega and Ngozi. For each session ARFIC assisted BAP by a) reserving training space; b) mobilizing between 5 and 6 laboratory assistants and the necessary equipment to roast, mill, weigh, and prepare the samples to be used in the trainings. Finally, ARFIC also permitted a month long internship to occur for young unemployed ITAB graduates, participating in the cupping training so that they could practice with professionals and thus consolidate the lessons learned in the training courses. Internships were arranged at the cupping facilities in Bujumbura and Ngozi.

We note too that ARFIC contributed not only human and material resources to the success of the Burundi Prestige Cup, it's board of directors voted to support this promotional event monetarily as well, approving 45 million FBU be dedicated to this event.

BAP received interest and support from the 2nd vice-president's office for the Burundi Prestige Cup. During the national jury selection process the Chef du Cabinet, his Deputy and an advisor from the 2nd VP's office visited the cupping room with the President of the Coffee Reform Committee and the President of InterCafe in order to better understand the process of selecting Burundi's finest coffees. At the closing ceremonies the 2nd vice presidents office was represented by six advisors and the government was represented by the Minister of Agriculture. The Minister reiterated the interest and support of the government for this type of promotional activity and has already pledged her support to ensure the success of 2012's Cup of Excellence Competition.

Dairy

In the province of Muramvya the local authorities have collaborated closely with our Program during PY 4. They assisted in the mobilization of associations for discussions and training concerning the MCC Bukéyé. They participated in these sessions as well as in the organization and mobilization of animals for artificial insemination during the training of new insemination technicians.

The DPAE of Muramvya is exhibiting his support for the two Milk Collection Centers being established in his province. He has directed that 30 improved race variety cows purchased with government funding be distributed to farmers in BAP assisted associations in proximity to Bukéyé and Rutegama. Thus the draw zone of each center will be further enriched with 15 improved race variety cattle. Further, the DPAE attended and participated actively in the training/negotiation session between the MCC Bukéyé and the farmers of the outlying associations concerning milk quality, testing and pricing.

Horticulture

BAP's government partners inside the MINAGRIE which include DPAEs, CNTA and ISABU have so far shown insignificant commitment to the sustainability of BAP activities. This is witnessed by the low participation of DPAEs in demo plots field days. Those partners also suffer from the lack of skills. They

are not motivated and claim to have no means to finance their contribution to the program activities. The solutions envisaged will be to revise and disseminate the guide on demo plots, to edit and disseminate the best cropping tips, to organize open field days in all provinces in which DPAEs will be invited, to negotiate the MOUs, have them signed with the government partners and to operationalize them. The partners' staff will be trained on horticultural techniques and invited to participate in visits for experience sharing and market research.

Gender and Micro-Enterprise

The Burundi Agribusiness Program through its field agents collaborates with the leaders on the hillsides, the agricultural monitors and the communal agronomists who participate in mobilizing community leaders for training sessions and collaborate in providing extension services for BAP client associations. In Mwaro our ADC (Community Development Agent) works closely with ISABU and has been able to leverage improved seed for 13 associations in the province through this partnership. Each association has made available to ISABU 3 ares of land and ISABU is providing fertilizer and 6 new bean varieties for testing per association. At harvest each association will be responsible for multiplying the seed produced by these new bean varieties.

Community Water

Client participation in Community water systems occurs at each stage in the process. As an example in Kayenzi the population dug 2.6 km of canal works necessary for the piping of water from the spring to their community. This equals 520 man/days of work and can be valued at a minimum of 2500 FBU/man day for an in kind contribution equal to 1.3 million FBU. Further in Kigoganya the population has already begun mobilizing funds for the eventual upkeep and maintenance of their water system. Ability and willingness to pay rise in correlation to the confidence the population has in the people chosen to manage their funds.

The presence of the 2nd Vice-President at the inauguration of the Burundi Business Incubator serves as witness to the interest and commitment of the GOB. In his speech the 2nd VP recognized that the Mission of the BBIN to multiply the number of small and medium sized enterprises and diversify employment opportunities was in synch with GOB policies to reduce unemployment among youth, especially among educated youth.

What role has Gender played in the success of your Program to date

Coffee

Gender has been taken into account in all of our activities related to coffee. For agronomic themes developed by the ADC and coffee agronomists for Lead Farmers, women's participation has averaged 28.2% but this participation rises when the Lead farmers replicate their training on the hillsides. Women participation in hillside training on agronomic themes related to coffee rises to 40,3%. This is because

the training is offered in proximity to their homes and plantations and does not require a time investment to travel to the coffee washing stations.

Women also represent 28.6% of the trainers of trainers in cupping. Further 9 of 29 candidates (31%) for the National Jury for the Burundi Prestige Cup were women. Of those retained for the National Jury 4 of 14 cuppers were women (28.6%).

Dairy

Women dairy farmers have been particularly active in partnering with BAP. Scholastique NTIRABAMPA who was trained and equipped by BAP as a Lead Farmer/Community Veterinarian after being identified by her community, has opened a small veterinary pharmacy with a colleague in her commune, all the while continuing to treat animals. Other women leaders notably Marie Goreth Ndayishimiye of Gahaga (Bukéyé) and Marie Niyongere of Bukéyé Commune both received literacy training through the program and are LF/CV's who assure training for others in improved dairy raising as well as continuing their assistance by treating animals in their respective communities.

We note that 4/6 of committee members chosen by the dairy herdsmen in proximity to the MCC Bukéyé, chosen to represent their interests in negotiations with the MCC are women.

Horticulture

Gender factors that need to be considered going forward with Horticultural activities:

- Women didn't accept to use sprayers for pest control because the overalls are not appreciated by women due to cultural barriers.
- The majority of the members of horticultural associations are women and women don't travel enough to discover market opportunities, though they are the most involved in product sales.
- High illiteracy rate for women, even considering BAP's continuing effort at literacy training results in low capacity for data registration.

Gender and Micro-Enterprise

In terms of capacity reinforcement, especially of women, women play a very important role. In fact 260 of 271 village literacy trainers are women. They have been responsible for training 1887 participants to the level of neo-literates. Because of the training received by the ADC, women members of associations have innovated within their associations and earned the respect of their husbands because through their efforts at successfully managing income generating activities they are contributing to the health and economic well being of their families purchasing pigs, goats, new clothing, etc..

BBIN

Even though the BBIN doesn't have a targeted focus on women, it is aware that to succeed the more vulnerable populations in the country will need to become more entrepreneurial and start private businesses, even though this has traditionally been a sector dominated by men. At the end of PY4 45% of BBIN's pre-incubatees as well as 43% of all persons trained at the BBIN were women.

Environmental Issues/Compliance

Coffee

The 2011 harvest season was the first where the effluent control systems constructed at nine coffee washing stations in the Provinces of Kayanza and Ngozi were operational. Together, these stations processed 2134mT of cherry, using an estimated 32,015 m^3 of water. The organic matter produced as effluent is approximately equal to that produced annually by a medium sized city of 170,000 inhabitants. The solid organic pulp effluent is calculated at 917.75 mT or an average of 101.97 mT/coffee washing station.

Nº	Nom de la station	Quantites de cerises recues en kgs	Quantites d'eau traitees en m³	Quantites de pulpes traitees en Kgs	Quantites de mucilages en kgs
1	Ruhororo	832,303.5	12,484.6	357,890.5	41,615.2
2	Kinyovu	374,914.0	5,623.7	161,213.0	18,745.7
3	Buhorwa	289,418.0	4,341.3	124,449.7	14,470.9
4	Gitwa	219,537.5	3,293.1	94,401.1	10,976.9
5	Rutanga	147,647.5	2,214.7	63,488.4	7,382.4
6	Rwintare	101,289.0	1,519.3	43,554.3	5,064.5
7	Butegana	112,051.5	1,680.8	48,182.1	5,602.6
8	Gahahe	26,375.5	395.6	11,341.5	1,318.8
9	Nkaka	30,776.5	461.6	13,233.9	1,538.8
10	Total	2,134,313.0	32,014.7	917,754.6	106,715.7

The offtake of pulp, once separated from the grey water and dried, a) decreased the noxious odors of ferment to manageable levels; b) were recycled in compost pits transforming them from an environmental pollutant into a source of organic fertilizer and recycling nutrients back to the coffee plantations. Before BAP interventions the odors from the fermenting pulp were identifiable up to 5 km downwind of the stations. With the mitigation efforts one can now stand next to the pulp drying shed without being overwhelmed by the ferment.

BAP collected samples from the effluent waters at the nine stations where mitigation occurred and compared these to stations where no mitigation has been instituted. Where no mitigation had occurred pH at the outflow varied between 4.3 and 4.5. At Stations where mitigation had occurred pH at the outflow were between 5.5 and 6. Similarly the effluent control systems successfully mitigated levels of ammonium, nitrates and nitrites, chromium and organophosphates, as well as exhibiting improved levels of biological and chemical oxygen availability. The grey water, even from stations with effluent control systems has yet to reach potable standards, but the first steps toward sustainable environmental improvements have been taken, improvements need to be made in managing the systems, in proper dimensioning of the systems, in improving filtration and sedimentation, as well as improving the re-oxygenation of the effluent waters before their reintegration into surface waters. So far the improved

systems have little to no effect on the levels of fecal coliform or e coli bacteria transiting through the systems. Mitigation for these will likely require efforts at the inflow with piping rather than open canals, sand filtration and decantation as well as a covering of the water reservoirs. Further, improved placement of latrines at the stations away from water inflows and outflows so that their effluents are not co mingled.

Dairy

Historically, liquid effluents from the main section of the Bukéyé dairy farm flowed down the hillside serving as natural fertilizer for farmers below in their potato and horticultural fields. With the advent of the MCC and its associated detergents, acids and alkaline cleaning products needed for cleaning out the cooling tank and milk receiving infrastructure. On BAP's recommendation the farm has now dug a sump pit 2 meters wide by 12 meters deep with a vegetable filter to hold and treat liquid effluents before they are adsorbed through the soil back into the environment.

Eighty percent of the forage crops promoted by BAP have been planted along contours on hillsides in farmers fields. As they become established they are retarding soil erosion and creating micro-terraces of fertile land for crop production between the hedgerows.

Horticulture

The use of fertilizers and soil amendments has improved soil fertility while planting on raised beds and mulching have reduced soil erosion at demonstration sites. The extension of composting techniques has limited the burning of organic residues and reduced greenhouse gas emissions. The choice of pesticides with low persistence and less toxicity than organophosphates or carbonates and the respect of pre harvest intervals for pesticide application by our clients have contributed to the preservation of the environment.

Conclusion

This report is responsive to USAID's request for information supplemental to our quarterly reports. BAP has, throughout the year provided success stories integral to its quarterly reports and thus, has chosen not to extract and reproduce those vignettes here. This project year was productive even as it characterized by multiple rounds of work planning and budget submissions. The unfortunate side effect of this was that not only did the COP and DCOP find themselves immersed in this process for long periods of time; it was distracting for the field staff and created an overlay of uncertainty for them that carried over to our rural clients.

We are looking forward to the 5th project year, the challenges of consolidating our efforts and of transitioning assistance with our clients to our partners. We remain firm believers that Burundi, post conflict, is poised for an extended period of sustained economic growth. An empowered private sector with access to inputs, support services and financing will be the foundation for this growth. But this

private sector must continue to invest in finding solutions that add value through the chain from the producer to the end use consumer. They must negotiate and lobby with the government to create an enabling environment for this growth and reserve a niche for Burundi and Burundian products in the East African Community market. Further the Burundi Private sector must transition from the informal to the formal sector and must remain optimistic that the potential for a better life exist, and are available to be capitalized upon. BAP appreciates the support it has received from USAID, from the US Embassy, from the Government of Burundi, but mostly from our clients and partners in our strategic value chains. We look forward to accomplishing great things over the coming months.

Annexes

Programme pour la Promotion de l'Agro-Industrie Et des Entreprises Rurales (PAIR)

Discussion of Burundi Agribusiness Project Quantifiable Indicators for PY IV

Bujumbura, October 2011

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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 contributed to 15 strategic indicators but from this fiscal year, the program have the responsibility to contribute to 9 indicators for the reasons explained in the Performance Indicator Reference sheet (PIRS) under "other notes" section. 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 fourth 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 IV, the firms assisted in the export domain are from the coffee sector and the dairy 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 35 cooperatives of the washing stations supervised by the program, which are receiving capacity buildings formations so that they can negotiate with foreign buyers and sell their own production.

We have also taken into account 35 coffee washing stations that were represented by their managers as they are small industrial enterprises. The midsize enterprises assisted are the five SOGESTALs (Société de Gestion des stations de lavage) and the societies Webcor, SEGEC and SIVCA who participated in training organized by BAP's experts in March and April to prepare the production a coffee with good quality in the campaign 2011-2012.

Washing stations, SOGESTAL, WEBCOR and SIVCA participated actively in Burundi Prestige Cup, a very important commercial event supported by BAP and some of them got an opportunity to sell their coffee in this period. Other enterprises like SIVCA and SEGEC have been supported by BAP during this year through a connection with an international buyer Terra Rosa, a Korean company. Other companies in

this sector like AROMA café and SONGA café participated in SCAA (Specialty Coffee Association of America) with a support of BAP in this IV project year.

In the dairy sector, some enterprises of this sector have been supported during a workshop of on the norms in use in East African community which can help them to sell their products in the region, other received training by fields staff and by our national expert.

The table below shows in details enterprises supported by BAP by province and by sector

Coffee sector		
Province	**Company name**	**Number of companies**
Kirundo	2 cooperatives of coffee producers of Buhimba and Gasura considered as small sized companies, 2 small companies, the coffee washing station of Buhimba and Gasura, a company of medium size, the SOGESTAL KIRUNDO- MUYINGA.	5 (4 small companies and 1 company of medium size)
Muyinga	5 cooperatives of coffee producers of the coffee washing stations of Murago, Ngogomo, Rugerero, Kagombe and Nyamasaka considered as small sized companies; 6 small companies , the coffee washing stations of Murago, Ngogomo, Rugerero, Kagombe, Nyamasaka and APROCO society considered as small sized company	11 small companies
Ngozi	7 cooperatives of coffee producers of Murambi, Rugabo, Ruhama, Gatukuza, Rutanga,Gitwa and Rwintare considered as small sized companies, 8 coffee washing stations of Murambi, Rugabo, Ruhama, Gatukuza, Rutanga,Gitwa, Rwintare and Gashikanwa Specialty coffee, 3 companies of medium size SOGESTAL Ngozi, WEBCOR and SIVCA.	18(15 small companies, 3 companies of medium size)
Kayanza	12 cooperatives of coffee producers considered as small sized companies of the CWS Bwayi, Kinyovu, Kiryama , Butegana, CPC, COPROTA Kirema, COPROTA Karehe, Ruhororo, CODEMU, CODENYA, Mpanga, Karinzi and 10 CWS, Bwayi, Kinyovu, Kiryama , Butegana, CPC, COPROTA Kirema, COPROTA Karehe, Ruhororo, Mpanga and Karinzi taken as small companies and one company of medium size, the SOGESTAL Kayanza	23(22 small companies, 1 company of medium size)
Gitega,	2 cooperatives of coffee producers considered as small sized companies of the CWS Kibuye and Mahonda, 2 CWS of Kibuye and Mahonda taken as small companies and one company of medium size, the SOGESTAL KIRIMIRO	5 (4 small companies, 1 company of medium size)
Muramvya	2 cooperatives of coffee producers considered as small sized companies of the CWS Teka and Buhorwa, 2 CWS of Teka and Buhorwa taken as small companies.	4 small companies
Rutana	1 cooperative of coffee producers of Butemba, 1 CWS of Butemba, all taken as small sized companies.	2 small companies
Bubanza	1 cooperative of coffee producers of Ntamba, the CWS of Ntamba.	2 small companies
Cibitoke	3 cooperatives of coffee producers considered as small sized companies of the CWS Murwi, Buhayira and Mugina, 3 CWS of Murwi, Buhayira and Mugina taken as small companies.	6small companies
Bujumbura	C&AB, SEGEC, AROMA CAFE, SONGA CAFE	4 medium companies
Sub total		**80 companies (70 small companies and 10 medium size companies)**
Dairy Sector		

Performance Indicator Reference Sheet

BUJUMBURA	4 companies of medium size: IAB, Nyabisabo Dairy, Ntizimba Dairy, Top milk Dairy 1 small company: JIWAN LAIT	5 (4 medium companies, 1 Small compagnies)
Bururi	Medium size enterprise: Muyange Dairy	1 medium size enterprise
Ngozi	1 small enterprise: Saint Ferdinand cheese shop	1 small enterprise
Sub total		**7 (4 medium companies and 2small companies)**
General Total		**87 companies (72 small companies and 15 medium companies)**

At the end of this fiscal year, BAP supported 87 enterprises. If we compare this number to the target which is 100 enterprises, BAP achieved 87% of the target. BAP didn't achieve the target on this indicator because in the horticulture sector, efforts were concentrated on the local production instead of the support of the exportation.

Name of Functional Objective: 4 – Economic Growth

PERFORMANCE INDICATOR VALUES

Year	Target	Actual	Notes

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:

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 62 small enterprises(coffee producer enterprises, coffee washing stations), 12 midsize enterprises (5 coffee washing stations management companies (SOGESTALS) , 1 private coffee enterprise WEBCOR and 2 coffee export companies: BK traders, C&AB and 4 flower, fruits and vegetables export companies: FRUITO, Burundi Business Company, Christa Flore, Ikirezi Ikirinzi)
2011	100	87	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 87 firms include 72 small companies and 15 medium companies
2012	120		
THIS SHEET LAST UPDATED ON: 25 Oct 2011			

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.*

On this indicator, the three main sectors of BAP (coffee, horticulture, dairy) contributed to this indicator during this fiscal year.
In the coffee value chain, we considered the participants in training sessions organized at the CWSs that were facilitated by field staff and the experts of the program which are considered as direct beneficiaries. We also consider the participants trained by the leaders of producer's organization on the sub hills level taken as indirect beneficiaries. 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, it is taken in count participants to trainings on the following themes: Use of wood boxes for transportation of tomatoes, fruits and vegetables storage techniques and package alternatives.

In the dairy value chain, it is counted participants to hygiene and quality milk trainings organized by the field agents, participants in the workshop on the norms in use in East African community dairy industry organized by our national expert and an international expert.

In cross cutting components, participants on this indicator are from microenterprise and gender and in Burundi Business Incubator (BBIN). In microenterprise and gender, BAP supported participants in 6th conference of Eastern African Women Entrepreneurs Exchange Network. At BBIN level, trainings have been organized on themes like business plan, the first steps to become an entrepreneur, enterprise concept and the 7 secrets in enterprises.

This table shows participants by value chains and by cross cutting components

Type of trainings	H	F	T
Coffee value chain			
Participants trained by field agents on CWSs	1369	444	1813
Participants trained by producer's organizations leaders on sub hills (Indirect beneficiaries)	**3294**	**2174**	**5468**
Participants in the workshop on the study of the production cost of SOGESTALs	25	1	26

Participants in the training on the coffee certification	33	1	34
Participants in the training on the quality coffee production	178	62	240
Participants in trainings on the coffee cupping	10	4	14
Participants in the workshop preparing the Burundi Prestige Cup	9	2	11
Sub total	**4918**	**2688**	**7606**
Horticulture value chain			
Participants trained by field agents in the horticulture sector (Use of wood boxes for transportation of tomatoes, fruits and vegetables storage techniques and package alternatives)	21	23	44
Sub total	**21**	**23**	**44**
Dairy value chain			
Participants in the workshop on the norms in use in dairy East African community industries	18	0	18
Persons trained by the program field agents on the milk hygiene	29	32	61
Sub Total	47	32	79
Burundi Business Incubator			
Participants to trainings on business plan, the first steps to become an entrepreneur, enterprise concept and the 7 secrets in enterprises	59	39	98
Microenterprise and gender			
Participants in 6th conference of Eastern African Women Entrepreneurs Exchange Network	0	34	34
General Total	**5045**	**2816**	**7861**

Direct beneficiaries of the program interventions (Persons trained by the program agents): **2393 participants**

Indirect beneficiaries (Persons trained by leader's partners of the program): 5468 participants

Total participants: 7861 participants (5045 men and 2816 women)

The annual target for this indicator is 17.000 participants. In comparison with the annual target, the program results of this year reached 46.2% of the annual target. The figure is low because a large part of the participants came from trainings organized by lead farmers on the hillsides and they were not dynamic during this fiscal year. It is important to emphasize on this point that these lead farmers are volunteers, identified by their communities as opinion leaders and exemplary farmers. BAP does not have any means of pressure over this group of volunteers. They offer their services as time and community interest permit. We note that in some cases, especially in areas with multiple development partners these lead farmers are oversubscribed and will invest their time/effort where they perceive there to be added economic benefit. In Q3 when the future of BAP's proximity services was obscure, many of these lead farmers sought alternative opportunities. BAP and its field agents are renewing efforts to reassure these leaders, regain

their confidence and motivate them to continue the efforts they began in 2008. Ideally community resource people of this type would receive recompense from the associations/cooperatives they assist in return for their services- especially if, because of their advising the farmers on the hillside and their associations began to improve their livelihoods.

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 (2000W-4000M)	4,463 (1693W and 2770M)	
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	17000 (6000F-11000M)	7861 (5045 M and 2816 W)	The figure is low because a big part of the participants came from trainings organized by leaders and they have not been dynamics during this fiscal year.
2012	18000 (6500F-11500M)		
THIS SHEET LAST UPDATED BY: BAP 25 Oct 2011			

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 IV fiscal year, the program supported rural households through the three value chains, the coffee value chain, horticultural value chain and dairy value chain.

In the coffee sector, BAP has trained pilot CWSs through trainings for managers of these CWSs and leaders of cooperatives to improve their processing techniques (the selection and the flotation, the unique fermentation, pyramidal drying and production of daily lots), to improve the agronomics techniques by leaders and experts of the program. The SOGESTAL in which these CWSs are affiliated have been supported in commerce and investment during EAFCA, SCAA and in Burundi Prestige Cup (BPC). For all these reasons, it can be considered that all households which sold the coffee on this pilot CWSs supervised by BAP are their beneficiaries.

This table shows the number of households supported by BAP in coffee sector.

SOGESTAL/ MANAGER	Province	CWSs	# of households supported
1. SOGESTAL Kirundo-Muyinga	Kirundo	GASURA	818
		BUHIMBA	756
	Muyinga	RUGERERO	1,047
		MURAGO	1,512
		NGOGOMO	1,813
		NYAMASAKA	582
		KAGOMBE	4,632
2. SOGESTAL NGOZI	Ngozi	MURAMBI	814
		RUGABO	1,493
		RUHAMA	308

		GATUKUZA	349.
		GITWA	746
		RUTANGA	639
		RWINTARE	456
		BWAYI	2,844
		KINYOVU	3,268
		KIRYAMA	2,554
		BUHORWA	2.278
3. SOGESTAL KAYANZA	Kayanza	KARINZI	1,576
4. SEGEC	Kayanza	MPANGA	4,911
	Muramvya	TEKA	1,529
		MAHONDA	548
	Gitega	KIBUYE	963
5. SOGESTAL KIRIMIRO	Rutana	BUTEMBA	807
		MUGINA	2,167
		MURWI	1,055
	Cibitoke	BUHAYIRA	681
6. SOGESTAL MUMIRWA	Bubanza	NTAMBA	354
7. WEBCOR	Kayanza	BUTEGANA	639
		KIREMA	2,374
8. COPROTRA	Kayanza	KAREHE	2,569
9. UBWIZA BW'IKAWA	Kayanza	RUHORORO	747
10. CPC	Kayanza	BUZIRAGUHINDWA	3,172
Total			**51,001**

As the same support continues in this year in the coffee sector and as it is known that in this sector, the number of households which sell coffee on CWSs is not easy predicable, it can be considered that the same number of households supported in the PY III (**61,186 households**) are beneficiaries of BAP.

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

Province	Type of support	Number of households
Bujumbura rural	Grant to the association Twitezimbere (17 members) for the improvement of tomato, pepper. Green pepper production	17
Mwaro	Grants to associations AGRED (31 members) and ABAZIMYAMURIRO (16 members) to improve vegetable production. In addition to the grants, members of these associations have received training on vegetable cultivation techniques from the program	47

Bubanza, Bujumbura rural, Gitega, Kayanza, Makamba, Muramvya, Mwaro	Associations and individuals received trainings relating to demonstration plots of vegetables. Bubanza: Dufatanemunda (21), Twiyungunganyebakenyzi (15), Dukorerehamwe (11), individuals (2) Bujumbura rural: Abakenyezitwisunununre (15), Girumwete (17), individuals (2) Gitega: Kazoza Keza 913), Twungurane ubumenyi (22), Twitezimbere (15), Tugwanyinzara (26) Kayanza: Turyekamwe (15), Murimyiwikawa gira ijambo (26), Individuals (2) Makamba: Dufatanemunda (33), Tunganyubuzima (21), Dukorerehamwe (35) Muramvya: Remesha (29) Mwaro: individuals (3)	323
Total		387

In the dairy sector, households affiliated to MCC of Bukeye and Rutegama received grants to finance the construction and equipment. The leaders of the associations participated in trainings on best techniques in farming. On the MCC Bukeye, there are 267 households beneficiaries and on the MCC Rutegama, there are 416 households beneficiaries. In this sector, it can be considered the 20 households of Ngozi commune which received trainings and the plants of penisetum. The total number of households which are beneficiaries in this sector is: 416 + 267 + 20 = 703 households

This table below shows the number of households supported in this fiscal year:

Sector	# of households
Coffee	61,186
Horticulture	387
Dairy	703
Total	62, 276

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	62,000	62,276	
2012	62,000		

THIS SHEET LAST UPDATED by: BAP 25 Oct 2011

Indicator 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	20
		Buhimba	28
	Muyinga	Murago	30
		Rugerero	17
		Ngogomo	22
		Kagombe	21

		Nyamasaka	28
Ngozi	Ngozi	Rugabo	31
		Ruhama	18
		Gatukuza	22
		Murambi	15
		Rwintare	20
		Gitwa	6
Kirimiro	Muramvya	Teka	10
		Buhorwa	12
	Rutana	Butemba	16
	Gitega	Mahonda	11
		Kibuye	13
Kayanza	Kayanza	Kinyovu	18
		Kiryama	27
		Bwayi	34
		Musema	2
		Karinzi	25
		Butegana	24
		Buziraguhindwa	11
		Karehe	22
		Coprota	14
		Ruhororo	8
Mumirwa	Cibitoke	Buhayira	11
		Murwi	12
		Mugina	15
	Bubanza	Ntamba	13
Total			**600**

Federations of coffee producers supported are 5: Mumirwa, Kayanza, Kirimiro, Kirundo-Muyinga, and Ngozi, then the total number coffee associations supported during this fiscal year are 605

b) Associations in dairy sector (37): Bururi (3) ; Makamba(1) ; Muramvya (18) ; Ngozi(15)

c) Associations in horticulture sector (215) : Bubanza (12) ; Bujumbura (20) ; Bururi (7) ; Cibitoke(2) ; Gitega(8) ; Kayanza(35) ; Kirundo(18) ; Muramvya(12) ; Muyinga(25) ; Mwaro(11) ; Ngozi (56) ; Makamba (9)

The Synthesis of supported associations is:

Associations on CWS	600
Federation of coffee producers	5
Associations of Dairy sector	37
Associations of horticulture sector	215
Total	**857**

The target of 750 associations is exceeded because the horticulture supported many associations than expected.

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	750	857	The target of 750 associations is exceeded because the horticulture supported many associations than expected in this fiscal year.
2012	800		

THIS SHEET LAST UPDATED BY: BAP 25 Oct 2011

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

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.*

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			

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.*

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 company**	**Type of support**	# Companies
Kirundo	**Medium sized company :** SOGESTAL KIRUNDO-MUYINGA **Small companies** : CWSs Gasura, Buhimba,	The representatives of these companies participated in trainings on the best practices in the production of coffee. In addition, the representatives of the SOGESTAL Kirundo-Muyinga participated in a meeting of the preparation of the Burundi prestige cup.	3
Muyinga	**Small companies:** CWSs Ngogomo, Murago, Rugerero, Nyamasaka ,Kagombe, APROCO	The representatives of these companies participated in trainings on the best practices in the production of coffee in 2011 campaign.	6
Ngozi	**Medium sized company** : SOGESTAL NGOZI **Small companies**: CWS Ruhama, Gatukuza, Rugabo, Murambi, Rutanga, Gitwa, and Rwintare	The representatives of these companies participated in trainings on the best practices in coffee production. In addition, the representative of the SOGESTAL Ngozi participated in a meeting for the preparation of the Burundi prestige cup.	8
Kayanza	**Medium sized company :** SOGESTAL KAYANZA, WEBECOR, **Small companies**: CWS Kinyovu, Kiryama, Bwayi, Ruhororo, FH, Butegana, COPROTA and CPC **Small companies**: Cooperatives CODEMU and	The representatives of these companies participated in trainings on the best practices in coffee production. In addition, the representative of the SOGESTAL Kayanza participated in a meeting for the preparation of the Burundi prestige cup. These companies received a credit from the Interbank Burundi bank with BAP	14

	CODENYA **Small companies :** Cooperatives Kazoza n'ikawa of Bwayi a and Dusangirijambo of Karinzi	guarantee. The program assists these companies in the construction of mini coffee washing stations	
Cibitoke	**Small companies:** CWS Murwi, Buhayira, Mugina	The representatives of these companies received trainings on the best practices in the production coffee in 2011 campaign.	3
Bubanza	**Small company** : CWS Ntamba	The representatives of the company participated on the best practices in the production of coffee in 2011 campaign.	2
Bujumbura	**Medium sized companies:** SOGESTAL MUMIRWA et C&AB BK Traders	The representatives of these companies participated in trainings on the best practices in the production coffee in 2011 campaign. In addition, the representatives of the SOGESTAL Mumirwa and C&AB participated in a meeting for the preparation of the Burundi prestige cup. This company participated at the SCAA	3
Gitega	Small company : Cooperative Mboneramiryango of Korane	The program assists the company in the construction of a mini coffee washing station	1
BBIN			
BUJUMBURA	Twitezimbere MFI, OPEN IT, CECM MFI, Flamboyan Restaurant, OSA, RPA, Restaurant Kumakaro, SIZZLES, TURAME MFI, ALOA	These enterprises participated in trainings organized on business plan, the first steps to become an entrepreneur, enterprise concept and the 7 secrets in enterprises	10

Dairy sector			
Bujumbura	**Midsize Enterprises :** Bukeye Farm, Rutegama Cooperative		2
Total			**52**

By the end of this Project Year BAP had achieved 104% of the target on this indicator.

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.
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	52	
2012			
THIS SHEET LAST UPDATED ON: BAP 25 Oct 2011			

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 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 to 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	**Organization name**	**#**
Bubanza	Cooperative Ntamba for planning, building mini-washing station	1
Kirundo	SOGESTAL KIRUNDO for the building of pre drying tables of the CWS of Buhimba	1
Muyinga	1) Cooperative Kawanziza of Kagombe CWS in the environment sector 2) Cooperative Nkamwayacu of Nyamasaka CWS for the effluents control 3) APROCO for the effluents control	3
Kayanza	1) Cooperative Kazoza n'ikawa of Bwayi CWS for the construction of the mini CWS 2) SOGESTAL KAYANZA for the effluents control on Gatare and Mutumba CWSs 3) Cooperative Dusangirijambo of Karinzi for the construction of a mini CWS 4)CODEMU et 5)CODENYA supported by BAP for acquisition of equipment to be used in 2011-2012 coffee campaign	5

Gitega	1) Cooperative Mboneramiryango of Korane for the construction of a mini CWS 2) SOGESTAL KIRIMIRO for the effluents control on its CWSs Teka and Burtemba	2
Muramvya	Murambi Coffee for the construction and equipment for its CWS	1
Sub Total 1		**13**
	Horticulture Sector	
Kayanza	ADENAK for the construction of a fruits transformation unit Turyekamwe, Murimyiwikawa girijambo-demonstration plot, Best practices for hort production and mktg, improved record keeping	3
Bubanza	Twiyungunganye Bakenyezi- demonstration plot, Best practices for hort production and mktg, improved record keeping	1
Cibitoke	CAPAD for the construction of a tomato transformation unit	1
Gitega	Twungurane ubumenyi, Turwanyinzara 1, Twitizembere 1, Kazoza keza- demonstration plot, Best practices for hort production and mktg, improved record keeping	4
Muramvya	Remesha- demonstration plot, Best practices for hort production and mktg, improved record keeping	1
Mwaro	1)AGRED, 2) Abazimyamuriro, 3)Tuwizumwimbu, 4) Dushirekamwe, 5) Turemeshanye, 6) Twizerane, 7)Twiyungunganye for fruits and vegetables culture	7
Bujumbura Rural	1) Twitezimbere association for vegetables culture 2) IGANI association for vegetables 3) Girumwete-- demonstration plot, Best practices for hort production and mktg, improved record keeping, 4) Abakenyezi twisununure- demonstration plot, Best practices for hort production and mktg, improved record keeping	4
Makamba	Associations : 1)Tunganyubuzima, 2)Dufatanemunda and 3) Dukorere hamwe for vegetables	**3**
Sub Total 2		**24**
	Dairy sector	
Muramvya	1) Farm of Bukeye, 2) Garukiramatongo association of Rutegama commune on the Milk Collection Center, 3) Burundi Bio agriculture communities (BBAC) for veterinary	**3**

Ngozi	Dukamirehamwe association of Ngozi for the acquisition of tools which can help to improve milk hygiene.	1
Sub Total 3		**4**
Bee keeping sector		
Mwaro	Tugwizumutsama association for the improvement of its working system (modernizing their beekeeping practices using KTBH and preserving the bee colonies	**1**
Muyinga	1) Twiteho ibidukikije association 2) PADS for the increase of honey production 3) Groupement de production agro pastorale (GPAP) for the promotion of modern bee keeping.	3
Sub Total 4		**4**
Gender and capacity reinforcement of producers' organizations		
Bujumbura	AFAB which requested finance assistance to participate in a meeting in the hotel sector in France. Regional woman's entrepreneurship workshop, exposition IWCA-Assistance in programming activities in participating at EAFCA and SCAA expositions, in assessing women coffee farmer needs (expo booth at Prestige Cup); affiliation to international body	1 1
Cibitoke	1)Twumvikane for soap production, 2) AFCD for a bakery setting up	2
Sub total 5		**4**
BBIN	BBIN ASBL- strategic planning, financial management, grant development, team building, marketing and outreach SOMA Edition, Inspires U, Open IT- business planning SWOT analysis,market identification	1 3
Subtotal 6		**4**
General total		**53**

At the end of this fiscal year, BAP assisted 43organizations. If we compare the actual to the annual target of 50 organizations/ companies, the program reached 106% of the annual target.

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	53	
2012	60		
THIS SHEET LAST UPDATED ON: BAP 25 Oct 2011			

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.*

At the end of this fiscal year, the total amount of credits mobilized to finance the agriculture sector activities is $**486,328.8,** given as following:

- The cooperatives of MUSEMA and NYARURAMA received a credit of: BIF 90, 7239 ($73,164.4)

- The cooperative NKAMWAYACU of MUYINGA received a credit of: BIF 200,000,000 ($160,000) for the coffee campaign 2011-2012;

- The Federation of coffee producers' associations of MUMIRWA received a credit of: BIF 100,000,000 ($80,000) for the coffee campaign 2011-2012

- A private operator named CINTIJE Mossi obtained a credit of: BIF 20,000,000 ($16,000) for the rice culture in Bujumbura Rural;

- Imbo Coffee Company (ICC) for the acquisition of materials for the construction of CWS in Bubanza : BIF 50,000,000($40,000)

- Murambi Coffee received a credit of BIF 55,000,000 ($44,000) for the construction and equipment of its coffee washing station.

Comparing with the target of the PY4 of $1,200,000, cumulatively disbursed we achieved 120% of the target. We note that discrete loan volume in PY 4 was $486,328.80. The DCA ceiling for total disbursements is $3,000,000.

Guarantees required by the banks have proven onerous for interested clients and the time between submission, acceptance and disbursement of funds by banks is still 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: Cumulative $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 (cumulative=$959,659.60)	cumulative is in line with target
2011	$1,200,000	$486,328.8 Cumulative =$1,445,988.40)	cumulative disbursement on the DCA surpasses the target
2012	$1,300,000		
THIS SHEET LAST UPDATED ON: BAP 25 Oct 2011			

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 fully washed green coffee received on September 2011 is 6,296,641 kg. The quantity of specialty coffee sold on the same date is 474,540 kg. In consideration of the two factors, the % of coffee specialty sold is 7.5%.

This table below shows details on specialty coffee sold on 30th of September 2011:

Company	Number of bags	Number of Kg
SOGESTAL KIRUNDO-MUYINGA	2,820	169,200
SOGESTAL KAYANZA	2,244	134,640
CPC	220	13,200
C&AB	50	3,000
SOGESTAL NGOZI	960	57,600
SOGESTAL KIRIMIRO	160	9,600
SEGEC	1,280	76,800
CAFÉ BPC	175	10,500
TOTAL	**7,909**	**474,540**

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, FY10-12 targets have been revised upward.
Other Notes:

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%	7.5%	The target is at a very high level and needs to be revised downwards, industry communications suggest that rarely does specialty coffee surpass 10-15% of national production of fully washed coffee
2012	25%		
THIS SHEET LAST UPDATED ON: BAP 25 Oct 2011			

Performance Indicator Reference Sheet

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.*

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.
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			

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.

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*

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			

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*

On this indicator, 7 companies have been assisted and 6 companies are in the coffee sector and 1 in the rice culture.

#	Company name	Province	Intervention sector
1	Murambi Coffee	Muramvya	coffee
2	CODEMU	Kayanza	coffee
3	CODENYA	Kayanza	coffee
4	Cooperative NKAMWAYACU of MUYINGA	Muyinga	coffee
5	Federation of coffee producers' associations of MUMIRWA	Bujumbura	coffee
6	Mossi company	Bujumbura Rural	Rice culture
7	Imbo Coffee Company (ICC)	Bubanza	coffee

The program supported 7 companies on this indicator, and with the annual target of 35 companies, the program reached 20% of the annual target because customers have to satisfy to some conditions before accessing to credit.

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: Number of USAID-assisted agro-enterprises receiving and successfully using loans from the DCA facility
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s)
DESCRIPTION *(Refer to Toolkit Part 2, Task 2)*
Precise Definition(s): USAID-assisted agro-enterprises refer to coffee farmers associations 'projects, horticulture and dairy associations 'projects; coffee washing stations, coffee washing stations management companies (SOGESTALS) coffee dry mills, milk, cheese and juice processing companies etc.
Unit of Measure: Number
Disaggregated by: None
Justification & Management Utility: Tracks the effectiveness of the Development Credit Authority (DCA) loan guarantee program
PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*
Data collection method: The Guaranteed bank-Interbank Burundi S.A provides information to DAI, the DCA technical assistance provider; who reports to USAID. USAID can also access directly the information from the Bank online 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: 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 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 missed. The DCA program experienced a slow start because the guaranteed bank had to satisfy t certain pre-conditions before starting to disburse loans under the guarantee.
Other Notes:

PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2009	20	2	
2010	30	3	The target is not met because borrowers have to satisfy to certain pre-conditions before accessing to credits.
2011	35	7	The target is not met because borrowers have to satisfy to certain pre-conditions before accessing to credits.
2012	40		
THIS SHEET LAST UPDATED ON: BAP 25 Oct 2011			