

## Format for Quarterly and Final Completion Reports for COMPETE Grants

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P F Tracking Number:	OAF-STA-011-018
Title of Activity:	Preparing 50,000 Smallholder Farmers in Kenya and Rwanda to Access Regional Staple Foods Markets
Start Date of Reporting Period:	1 July 2011
End Date of Report:	30 September 2011
Date Report Submitted:	12 October 2011

Narrative reports must contain, as a minimum, the following:

- A comparison of actual accomplishments with the goals and objectives established for the period. Particular achievements and obstacles to the success of the project should be reported in specific terms.

Between 1 July and 30 September, One Acre Fund trained 28,075 smallholder farmers in western Kenya on harvest and post-harvest storage and handling of maize:

- 250 field officers trained 25,000 smallholder farmers in groups of 40-50 farmers, in the fields where they live and work
- 250 field officers reported the number of farmers trained in their weekly key performance indicators

One Acre Fund's field officers visited individual farmers at their homes to check whether their maize was ready to be harvested. For farmers who were ready to harvest, field officers visited to check the quality of their harvest practices. This is in line with One Acre Fund's grant proposal, although harvests in western Kenya were delayed by one month due to the later than expected commencement of this year's long rains.

One Acre Fund will begin linking 3,000 smallholder farmers to regional traders from December onwards. One Acre Fund conducted a survey to determine when farmers were most interested in being linked to traders; farmers indicated that December and January were the months they would like this linkage activity to occur.

One Acre Fund's monitoring and evaluation department has started a survey of farmers to measure their harvest yields. They will compare yields of 1,000 One Acre Fund farmers to a

control group of 300 farmers – who did not plant with One Acre Fund this year – in the same geographic areas. In addition to measuring harvest yields, maize storage practices will also be assessed.

- An evaluation or analysis of the degree to which the grant activities are achieving the project objectives. Reasons why established goals were not met if appropriate.

Grant activities can be seen to be achieving project objectives in several ways. By the end of September, over 43,000 maize storage bags had been delivered to One Acre Fund's districts of operation, along with 7.35 metric tonnes of actellic dust. This reflects the success of the training sessions given to farmers, since purchasing maize storage bags and actellic dust was offered once farmers had completed the training. The strong demand for storage bags and actellic dust shows that farmers valued the training they received, and believe in the importance of using these tools to store effectively. The bags and dust were bundled together and sold to farmers at KSh 300 each, with each additional bundle costing KSh 280. One bundle consisted of two 100g packets of actellic dust and four 90kg storage bags.

In addition, One Acre Fund is now developing market linkage opportunities for farmers. Based on recent surveys, most farmers aren't accessing larger markets because of inadequate information or lack of transportation. According to regional buyers, they will come to more rural areas just after harvest when they can be assured that farmers will have a lot of maize to sell, but throughout the rest of the year supplies are less certain and it does not make sense for them to do this. One Acre Fund does not encourage its farmers to sell at harvest, however, because the market price is quite low.

To assure buyers of supply, and to provide farmers with a larger buyer that will cut out middleman/transport costs, One Acre Fund is going to set up temporary buying centres in the interior of a district in December and January, when farmers are trying to sell larger amounts of maize (specifically, to pay school fees). One Acre Fund will partner with Bungoma Chemist to set up these centres.

This project will begin with five sites in Webuye District, western Kenya. Data will be collected regarding the % adoption of the program as well as the impact with respect to: money earned, relative cost to seller, amount saved on transport, time spent.

- Other pertinent information including, when appropriate, analysis and explanation of cost overruns or high unit costs.

One Acre Fund has not had any cost overruns.

- A minimum of five copies of any publication funded under the grant, including books, brochures, newsletters, bulletins, video cassettes; and single copies of all other products such as newspaper clippings, project announcements, and audited financial statements.

One Acre Fund has not produced any publications funded by the grant. However, One Acre Fund did publish an op-ed in The Standard newspaper in August 2011, which is pertinent to COMPETE's work:

<http://www.standardmedia.co.ke/commentaries/InsidePage.php?id=2000040767&cid=15&>

## **Farmers should be supported to help alleviate famine in worst hit regions**

Right now, there are 3.5 million Kenyans suffering from drought and food shortage. Of those, at least 1.2 million are at an emergency level and in need of assistance.

With so many hungry people in Kenya, it's hard to imagine that anyone has too much food. Yet that is exactly what is happening out in western Kenya, where some smallholder farmers are bringing in the best harvests of their lives. Last week I met a farmer, Boniface Makasi, in Mukwa, Bungoma District. Boniface grew five acres of maize this season, and he now has a surplus of 120 bags.

"I have heard about the emergency on the radio. I want to sell my maize to help Kenyans," he told me.

Unfortunately, Boniface can't find a market for his maize. "If there is shortage in northern Kenya, then why can't I get a good price for my maize?" he wondered. It's a valid question. Many of the farmers in western Kenya are not maximising their production. They don't have the money to buy seed and fertiliser when it's time for planting, or they don't have access to an agro-dealer that stocks farm inputs. Some farmers don't know how to use fertiliser correctly, or how to plant in a way that spaces maize plants evenly along a row.

But there farmers, like Makasi, who are producing great maize harvests. Makasi is one of the 28,000 farmers in Western and Nyanza Provinces who have benefited from the services of One Acre Fund, the organisation I work for. We provide farmers with a complete service model — inputs, financing, training, and market education — that helps them double their farm income per acre.

When it's time for planting, One Acre Fund distributes maize seed and fertiliser to a network of market points in the districts where we operate. Each market point is at the sub-location level, so that our clients only need to walk about two kilometres to pick up their inputs.

One Acre Fund farmers receive this seed and fertiliser on credit. They repay their loans in cash, little by little over the course of the agriculture season. They don't have to pay a set amount each week or each month, as long as they finish repayment by a few weeks after harvest. Farmers work directly with our field officers, salaried staff members who each serve 150-300 farmers in a sub- location. Field officers train farmers on the One Acre Fund planting technique, check germination rates, and advise farmers on good compost and soil health practices. They also collect loan repayment.

At the end of the season, One Acre Fund's field officers conduct in-depth trainings on how to dry maize for storage, how to store maize to minimise crop losses, and the benefits of waiting to sell until the price increases.

Makasi joined One Acre Fund two years ago. When he saw how good his 2010 maize harvest was, he decided to increase his maize cultivation to five acres. With this year's harvest of 120 bags, Makasi has two options. He can sell the maize now, when prices are low. Or, he can store his maize, wait until prices increase in the spring, and sell his maize then.

Makasi knows that waiting to sell his maize will result in a higher price. But he also knows there is a food shortage in Kenya now. Why should he store maize if he can sell it to fulfill an immediate need elsewhere in the country? The Kenya Government has allocated Sh10.5 billion to help people affected by the drought. Some of that money should be used to buy maize, at fair prices from smallholder farmers like Makasi, that can be distributed to the needy of northern Kenya. With the Kenyans for Kenya campaign, we have seen how this country can mobilise resources to help people in need.

The Kenyan Government should take this campaign one step further, and use its own resources to help two groups: the smallholder farmers in western Kenya who are working hard to produce food for the country, and the hungry Kenyans who need the maize those smallholders are producing.

Kenya does not produce enough maize. To avoid food emergencies, Kenya's farmers need to be encouraged and supported to produce as much food as possible. In the short term, farmers need to receive fair prices for their surplus maize. In the long term, the Kenyan Government, international donors, NGOs, and the private sector need to work together to promote sustainable agriculture development in Kenya.