

Format for Quarterly and Final Completion Reports for COMPETE Grants

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Title of Activity:	Preparing 50,000 Smallholder Farmers in Kenya and Rwanda to Access Regional Staple Foods Markets
Start Date of Reporting Period:	1 October 2011
End Date of Report:	31 December 2011
Date Report Submitted:	17 January 2012

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.

One Acre Fund did not have any grant objectives in this quarter, but we are preparing to meet our grant objectives for the next quarter (Q1 2012) which will involve training 18,000 smallholder farmers in Rwanda on post-harvest storage. Between 1 October and 31 December, One Acre Fund in Kenya and Rwanda designed trainings for smallholder farmers on post-harvest storage and handling of maize and beans (Rwanda, January), and linking farmers to traders (Kenya, February).

Rwanda

The post-harvest storage and handling of maize and beans training will be delivered to at least 18,000 farmers in Rwanda in January. Thereafter, One Acre Fund field staff in Rwanda will be trained on how to link farmer groups to traders. Correct post-harvest storage and handling of maize and beans is essential for One Acre Fund farmers. Based on recent surveys, approximately 30% of farmers say they've lost harvest due to stocking problems, with losses averaging about 35% of the harvest. This is particularly problematic given that farmers heavily favour stocking their produce (as opposed to taking it to the market at harvest):

- Climbing beans: farmers were on average stocking 86% of their harvest, or 58kg on average
- Bush beans: farmers were on average stocking 80% of their harvest, or 36kg on average
- Maize: farmers were on average stocking 62% of their harvest, or 60kg on average

One Acre Fund has therefore devised a training session that teaches farmers to correctly treat and store their beans and maize, ensuring quality is maintained, and insecticides – where necessary – are used responsibly.

Kenya

In Kenya, One Acre Fund has been forced to rethink how best to connect farmers to traders. Average maize prices in Kenya at the start of 2012 are 77% higher than they were in January 2011, strengthening the position of farmers looking to sell their surplus, and changing the nature of One Acre Fund's facilitation of market linkages. Previously, One Acre Fund sought to sign farmers up for market days at specific locations, where traders could interact with farmers and transact on a given day. However, due to lower than expected demand from One Acre Fund clients for this service, an alternative approach has been devised.

We will now deliver a new training in February that will focus on the following three steps:

1. **Store more for longer** - The longer you store your maize, the better prices you will get.
2. **Know maize prices** - Be aware of prices at your local market for a goro and a bag, and know what traders are paying.
 - We can help by giving information on what traders will pay for multiple bags.
 - Our staff will get weekly or bi-monthly prices from traders and disseminate this information to farmers.
3. **Aggregate for better prices** - When selling to a trader, aggregate bags with other farmers to get better prices
 - Field staff will attempt to connect farmers who want to sell at the same time, by getting information from local level facilitators.
 - We will provide price information, guidelines for selling to traders, and blank sales agreements that farmer groups can use.

This new approach therefore begins with field officers gathering information on which of their farmers would like to sell maize and how much they would like to part with. Farmers are advised on local and national maize prices and given a sale contract template by their field officer. Once buyers and sellers have been identified, field officers will aggregate farmers to a common buyer, keeping a record of the sale contract to ensure fairness and transparency in the agreement. Contracts made through this method will be tracked to record the number of farmers selling to traders and the number of bags sold, showing the overall average price for each bag sold.

- 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 2011, 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.

Through an initial storage survey of 721 farmers in Western Kenya, we have discovered that farmers like to store on average 55% of their total harvest, with 19% being sold, 18% consumed, and 8% lost or given away. Supporting farmers in their desire to properly store maize – by providing quality maize storage bags and actellic dust – will further improve the impact One Acre Fund can make. We are happy to see an improvement in farmer propensity to store maize for longer in Western Kenya, following the successful COMPETE-funded trainings of July and August 2011 that reached over 25,000 farmers.

Enabling long term storage (up to nine months) improves farmer revenue through maize sold longer after harvest time, when prices peak. In 2012, One Acre Fund will therefore distribute at least 300,000 maize storage bags (90kg) to farmers in Kenya. This will be supported by training and further analysis on the ways in which proper storage influences farmer behaviour. In particular, One Acre Fund has embarked on a research partnership with Berkeley's Centre of Evaluation for Global Action (CEGA), studying our maize storage intervention in order to obtain very detailed and high quality data on farmer sales and purchases of maize throughout the year. The purpose of the study – which will take place throughout 2012 – is to understand whether access to improved storage training and techniques improves farmer livelihoods, by evaluating the extent to which storage:

- Enables farmers to sell maize at higher prices and purchase maize at lower prices
- Enables farmers to spend extra income on productive household assets (e.g. livestock) and on health and educational investments
- Incentivizes farmers to increase their future investments in other improved agricultural technologies, such as fertilizer and hybrid seeds.

The ability to scale to reach as many farmers as possible is a key organizational objective for One Acre Fund. After a successful 2011 – when we served a total of 55,000 farmers across Kenya and Rwanda – our enrolment numbers for 2012 will again more than double across the organisation. By February this year, we will have expanded to 50,000 farmers in Rwanda and 68,000 in Kenya. This will be achieved through averaging 205 farmers per field officer in Rwanda, and 290 farmers per field officer in Kenya.

Another key objective is the impact we have on each farmer served. For 2011, we calculated that our average return on investment for farmers in Rwanda was 130%, while in Kenya it was 100%. We hope to exceed this in 2012.

- 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.