

July 30, 2015



Agreement Officer, USAID

Subject: Quarterly Report for Cooperative Agreement No. AID 696-A-11-00008—Rwanda Integrated Improved Livelihoods Program.

Dear ,

On behalf of Global Communities I am pleased to submit our quarterly report for the above mentioned agreement. This report summarizes activities undertaken from April 1, 2015 – June 30, 2015.

Please do not hesitate to contact me or our Chief of Party should you have any questions.

Sincerely,

Director of Program Operations
International Operations

Cc: AOR, USAID/Rwanda
USAID/Rwanda
Chief of Party, Global Communities/Rwanda
Country Director, Global Communities/Rwanda
DFA, Global Communities/Rwanda
Program Manager, Global Communities/Headquarters



Quarter 3 Report FY 15



Other farmers learning form Ejo Heza experience



Ejo Heza BCVs exploring others farming techniques during the Agri Show

Integrated Improved Livelihoods Program (IILP)

Country: Rwanda

Donor: USAID Feed the Future

Award Number:

AID-696-A-11-00008

Reporting Period:

April 2015 to June 2015

Submitted To:

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Contact in Country	<p>Chief of Party – USAID Ejo Heza Global Communities Rwanda P.O. Box 7028 Kigali, Rwanda</p>
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1 Acronyms and Abbreviations

ADEPR	Association des Eglises de Pentecôte au Rwanda
AEE	African Evangelical Enterprise
BCC	Behavior Change and Communication
BCCSM	Behavior Change Communication and Social Marketing
BCV	Be the Change Volunteer
BDC	Business Development Center
BDS	Business Development Services
BPR	Banque Populaire du Rwanda
CBOs	Community Based Organizations
CCM	Cooperative de Culture de Mais de Muganza
CFI	Community Financing Initiative
CWH	Community Health Workers
CIAT	International Center for Tropical Agriculture
COAMANYA	Cooperative des Agriculteurs de Mais du district Nyanza
COP	Chief of Party
CTN	Cracking The Nut
DPEM	District Plan to Eliminate Malnutrition
DQA	Data Quality Assessment
DUHAMIC-ADRI	Duharanire amajyambere y'icyaro
EDPRS II	Economic Development And Poverty Reduction Strategy II
FAL	Functional Adult Literacy
FBL	Future Business Leaders
FFS	Farmer Field Schools
FGD	Focus Group Discussion
FI	Financial Institution
FtF	Feed the Future
GALS	Gender Action Learning System
GC	Global Communities
GOR	Government of Rwanda
Ha	Hectares
ICT	Information Communication and Technology
IFDC	International Fertilizer Development Center
IILP	Integrated Improved Livelihood Program
ISLG	Integrated Savings and Lending Groups
KCBR	Kenya Commercial Bank Rwanda
LWH	Land Water Harvesting
MCC	Milk Collection Center

MEMS	Monitoring and Evaluation Management Services
MES	Monitoring and Evaluation Specialist
MFI s	Microfinance Institutions
MFO	Microfinance Opportunities
MINAGRI	Ministry of Agriculture and Animal Resources
MINECOFIN	Ministry of Finance and Economic Planning
MINEDUC	Ministry of Education
MINISANTE	Ministry of Health
MIS	Management Information Systems
MOH	Ministry of Health
MSME	Micro, Small, and Medium Enterprises
NFNP	National Food and Nutrition Policy
NFNSP	National Food and Nutrition Strategic Plan
PAJER	Parlement des Jeunes Rwandais
PHHS	Post-Harvest Handling and Storage
PMP	Performance Management Plan
PSTA	Strategic Plan for the Transformation of Agriculture in Rwanda
RAB	Rwanda Agriculture Board
RCA	Rwanda Cooperatives Agency
RIM	Réseaux inter-diocèsain des Micro finance
RPO	Rwanda Partner Organization
Rwf	Rwanda Francs
SACCO	Saving and Credit Cooperative
SAVIX	Savings Groups Information Exchange
SMS	Short Message Service
SSFTRP	Scaling up Successful Farmer Training in Rwanda Program
TOTs	Training of Trainers
TWG	Technical Working Group
USAID	United States Agency for International Development
USG	United States Government
WASH	Water, Sanitation, and Hygiene

2 Executive Summary

During FY 2015 Quarter Three, USAID Ejo Heza activities continued to improve the livelihoods of program beneficiaries and influence their neighbors. Activities carried out in the third quarter include the Community Finance Initiative (CFI) trainings in collaboration with the Peace Corps, the creation of school base clubs for Future Business Leaders (FBL), graduation ceremonies for literacy learners from intake five, and the beginning of the mobilization process to recruit literacy learners for intake six—the program’s final adult literacy intake. The program also provided mentorship to small Micro, Small, and Medium Enterprises (MSMEs) and the Ejo Heza team participated in the 10th annual National Agriculture Show, organized by the Ministry of Agriculture which is the program’s line ministry within the Government of Rwanda (GOR). Other activities included technical support provided to the beneficiaries in all four program elements.

In financial services, the program initiated discussions with the MTN Telecom Company for developing a tool that may manage Integrated Savings and Lending Groups (ISLGs) saving/lending activities through mobile phones. The youth product development is on track and is anticipated to be launched before the end of 2015. Under the Adult literacy program, intake five has been completed and mobilization activities are ongoing for preparation of intake six which is the last literacy intake in Ejo Heza program.

To strengthen the extension services and business development services, the program provided refresher training to farmers on maize, beans, and dairy value chains. In May, the program recruited eleven business mentors for coaching entrepreneurs in better management of their businesses and linkage to Microfinance Institutions (MFIs). Under health and nutrition, the program provided 84 water tanks to best farmers as a teaching tool for rain water harvesting accompanied with a community awareness event organized by Behavior Change and Communication (BCC) volunteers.

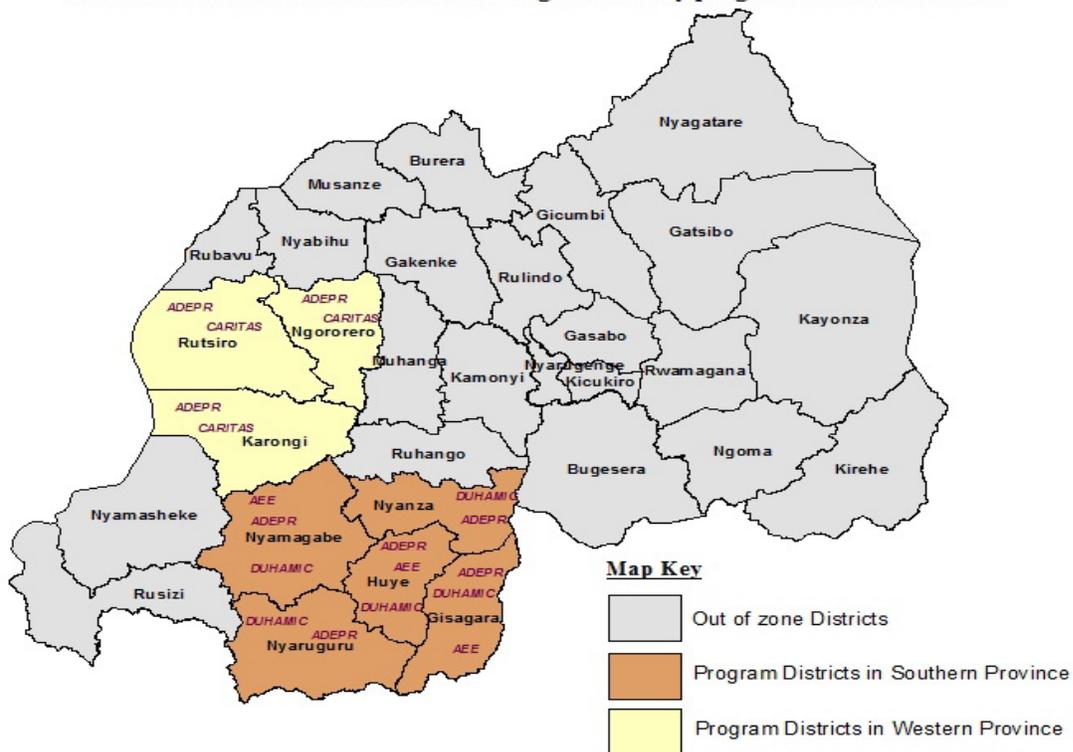
3 Introduction

Global Communities’ USAID Integrated Improved Livelihoods Program (IILP), locally known as USAID Ejo Heza (Kinyarwanda for “Brighter Future”), is a five year program lasting from 2011 to 2016, funded by the USAID Feed the Future initiative that seeks to improve the livelihoods and food consumption of 75,000 of Rwanda’s very poor, particularly women. The program’s activities are centered around four main components: Program Component 1: Increase demand for financial services; Program Component 2: Increase supply of financial services; Program Component 3: Behavior Change and Social Marketing; and Program Component 4: Health and Nutrition.

Geographic Coverage:

The IILP Program covers eight districts of the Southern and Western Provinces of Rwanda as shown in the map below; Nyaruguru, Nyanza, Huye, Nyamagabe, Gisagara in the Southern Province and Rutsiro, Karongi and Ngororero in the Western Province.

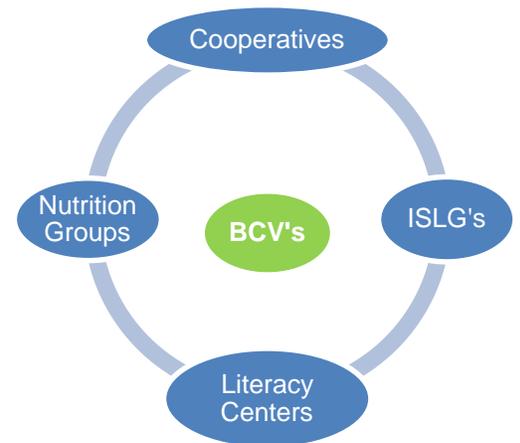
USAID/EJO HEZA - Rwanda Partner Organisation by program interventions area



Partnerships with local and international civil society organizations

USAID Ejo Heza is in partnership with four local organizations: DUHAMIC-ADRI, CARITAS, African Evangelical Enterprise (AEE), and Association des Eglises de Pentecôte au Rwanda (ADEPR), as well as one international organization, Save the Children, which partners with Global Communities on nutrition activities. Global Communities and Save the Children provide technical leadership on the program, transferring knowledge, skills, and tools to ensure consistent quality services to program beneficiaries across the area of operation. The local Rwanda Partner Organizations (RPOs) implement the program on the ground and work directly with local authorities and community volunteers to deliver services through the program entry points:

Adult Literacy, Integrated Savings and Lending Groups, Cooperatives, and Nutrition groups.



Mobilization of the community by RPOs: The RPOs mobilize and organize the community members into these various groups for entry and participation in program activities.

Financial services: Activities around increasing demand for financial services are conducted through ISLGs. These are savings groups composed of about 25 members who voluntarily come together to save and borrow among themselves. Currently the program has 2011 ISLGs in its districts of operation. Supply-side activities include market research and product development to promote product and services suitable to rural populations.

Agriculture: Activities in agriculture are conducted through cooperatives and focused on the three main value chains of maize, beans, and dairy. Currently the program has 44 cooperatives participating in these value chains. Farmer Field Schools (FFS) that average about 30 members each are found within each cooperative. FFS is a method used to provide practical demonstration to the community on improved agriculture and extension techniques.

Literacy: Adult learners are taught how to read and write through 400 literacy centers organized across the eight districts. ADEPR is the lead implementing organization in literacy and now has 800 literacy teachers and 16 Be the Change Volunteers (BCVs) committed to the program across the literacy centers. Each center averages 50 learners per intake with the program facilitating two intakes per year. Basic literacy modules incorporate learning around all the program components: agriculture, nutrition, financial education, and financial services. Practical lessons such as cell phone literacy are also incorporated.

Nutrition: Activities in nutrition are organized around nutrition groups. These groups provide a channel through which community members can learn about better methods of food utilization and cooking for healthier diets. Beneficiaries use their knowledge within their own households

and share with their neighbors through the establishment of kitchen gardens. Nutrition groups average 30 members and to date the program has mobilized 249 nutrition groups.

Be the Change Volunteers (BCVs): BCVs are typically community members who are volunteers and self-selected to take a leading role in facilitating change within their communities. All BCVs are selected from their community groups and are then trained to support their groups in training and mentorship. The program to date has about 1,839 BCVs supporting the implementation of program activities in ISLGs, cooperatives, and nutrition groups. The use of BCVs is a sustainability strategy that assures continuity even after USAID Ejo Heza program ends since skills and knowledge are already being transferred to capable community members.

4 Implementation Activities by Program Objective and Expected Results

USAID Ejo Heza activities are implemented based on four program components. These are: increased demand for financial services, increased supply of financial services, BCC, and health and nutrition.

4.1 Program Element 1: Increased Demand for Financial Services

Financial Education: The CFI approach continues to be the preferred and most effective way of increasing aptitude in financial literacy. During this quarter, the expanded CFI program has been ongoing with Phase One classes starting in late April and early May, Phase Three classes starting in May, and FBL clubs starting at the beginning of May. CFI programs provide financial skills and knowledge to families by way of individual participation, in order to improve their financial decision-making and to build their knowledge. Youth are not left behind; the program is initiating the creation of school-based clubs known as Future Business Leaders Clubs aimed to build students' personal financial skills and give them practical applications in business management. Currently 12 groups are active.

Improving basic literacy and numeracy: During this quarter, the program organized graduation for intake five. Out of 7,663 people enrolled for the literacy course at intake five, 6,143 (80%) finished the six-month course and sat for exams. The drop out total was 1,520 (20%). The program began the mobilization of new learners to join intake six which will start at the beginning of FY 2015 quarter four.

Access to business development and extension services: With the support of the International Fertilizer Development Center (IFDC), the program is planning to establish 800 FFS for beans and maize through which various techniques will be applied in different trials for beans and maize respectively. The results from the demo plots established during this quarter were also a success, but data on the harvest will be provided in quarter four. The program also continues to promote the dairy value chain, and breeders received refresher trainings on cattle management.

In Business Development Services, The program hired 11 business mentors on a short term basis to support entrepreneurs in better management of their business. As an immediate result, entrepreneurs started to keep records on their businesses and to kept track if they are making profit or not. Other beneficiaries decided to start new businesses after mentorship, which is provided on a weekly basis.

4.2 Program Element 2: Increase Supply of Financial Services

In order to strengthen the savings activities in a secure way, the program is in negotiation with MTN Telecom Company to see if a digital system may be used to support ISLG activities. The mobile platform was presented to the Ejo Heza team and other practitioners. Discussions are still ongoing and we hope that before this fiscal year closes the platform will be in the testing phase.

The development of the youth-targeted financial services product is still in process and the usage rate of financial products currently in use is increasing gradually.

4.3 Program Element 3: Behavior Change Communication (BCC) and Social Marketing

USAID Ejo Heza has adopted the use of BCC and Social Marketing (BCCSM) to increase awareness of all program elements among the targeted populations. Through campaigns and publications, the program used targeted messaging to reinforce the adoption of best practices promoted by the program.

During this quarter, BCC messaging focused on farming as a business, while the team focused on preparation and organization of USAID Ejo Heza community events such as Agri show, BCC – rain water harvesting, and Water, Sanitation, and Hygiene (WASH) activities around water tanks in the Nyaruguru and Huye Districts.

4.4 Program Element 4: Health and Nutrition

USAID Ejo Heza implements complementary short-term and long-term actions to ensure that the most vulnerable populations attain skills and knowledge that lead to greater food security and a greater understanding of diet, nutrition, and hygiene, especially within the critical first 1,000 days for newborn children and their mothers.

As follow up to external evaluation recommendations and SPRING Program (John Snow International) recommendations, the program conducted WASH activities around the water tanks distributed for the purpose of harvesting rain water to be used mainly in watering kitchen gardens during the dry season to ensure vegetable production all year around. The program also provided refresher training on food recipes, kitchen gardens and a master training on nutrition counseling.

5 Progress Report by Program Objective or Result Areas

5.1 Program Element 1: Increase Demand for Financial Services

Under this component USAID Ejo Heza addresses the demand side issues that limit the use of financial services to improve livelihoods and food consumption by promoting savings and use of credit, financial literacy and functional literacy while expanding access to business development and agricultural extension services. Results and progress for FY15 under this element are provided below:

Program Element 1.1: Promoting Integrated Saving and Lending Groups (ISLGs) Formation

5.1 Promoting internal savings and lending groups.

Program Element 1.2 Increasing Financial Literacy

The CFI approach continues to be the preferred and most effective way of increasing aptitude in financial literacy. During this quarter, the expanded CFI program has been ongoing with Phase One classes starting in late April and early May. Phase 3 classes starting in May, and Future Business Leaders clubs starting at the beginning of May. CFI programs provide financial skills and knowledge to families by way of individual participants in order to improve their financial decision-making and build their knowledge.

CFI Phase I BCV Training of Trainers (ToTs)

Throughout May, RPOs in their respective districts conducted ToTs with 350 BCVs on conducting Phase One of CFI. These ToTs were well received by the super BCVs at each training. Subsequently, these 350 BCVs as well as 16 Peace Corps volunteer trainers have started conducting lessons with groups for Phase One. These lessons cover basic financial skills including saving, banking services, and preparing and taking loans. The lessons will ultimately contribute to the improvement of financial decision-making of more than 8,000 families. So far, most groups have covered lessons on basic household savings and budgeting, and lessons on typical financial services in a village setting. The lessons have helped families set saving goals and work with budgets. At first, participants reported some difficulty understanding these concepts, but progress has been very good, with groups reporting an understanding of savings goals and budgets. CFI participants also testify to behavior change on financial decision-making between spouses and family members, and to the reduction of spending on unnecessary and unplanned activities. Families have set family saving goals and started using a family budget.

CFI Phase III Pilot

After finishing Phase One last year, participants have started business development lessons as part of CFI Phase III. Phase III provides training in conceiving, starting, and effectively

managing small businesses. Specifically, participants learn to choose the best business ideas for them, how to differentiate between business and family, how to make simple business plans, and how to manage their transactions and profits. 23 groups, including 21 Ejo Heza target area groups and two non-Ejo Heza groups, are currently active in the pilot program with a total of 503 participants. Most groups have finished at least half of the pilot and have reported a positive response to the lessons.

School-Based Club Pilot

The FBL program is a school-based club curriculum geared toward providing basic financial literacy, practical business skills, and application to secondary students. Currently, 12 FBL clubs are active (five in Ejo Heza target areas and seven outside), and four have started the lessons at their schools. In the clubs that have started, Peace Corps volunteers have widely reported a strong engagement with the material by the students, while also saying that students are indeed benefitting from these lessons. The CFI team will host a check-in meeting to prepare the way forward in term three for all clubs.

Program Element 1.3: Increasing Basic Literacy and Numeracy

Through ADEPR which is implementing the adult literacy program, USAID Ejo Heza continues to provide basic literacy training across 400 centers in the eight districts covered by the program. During this quarter, the project hosted graduation ceremonies for literacy graduates of intake five which provided a good opportunity to mobilize new learners for the upcoming intake which will start in July 2015.

Intake 5 graduation:

During this quarter, the Ejo Heza Program, in collaboration with ADEPR, graduated adult literacy learners from 400 literacy centers scattered in eight districts of Ejo Heza program implementation after the completion of their six-month classes. The table below shows a summary of intake six statuses from the beginning to the end.

Table 1: Number of people trained on basic literacy per district in intake five

District	Karongi	Ngororero	Rutsiro	Huye	Gisagara	Nyanza	Nyaruguru	Nyamagabe	Total
a) Learners enrolled in the program	942	874	1,220	731	769	879	1,236	1,012	7,663
Male	307	244	366	227	292	364	274	295	2,369
Female	635	630	854	504	477	515	962	717	5,294
b) Learners finished the six months program	750	753	923	603	716	553	1,047	798	6,143
Male	243	217	270	177	274	230	213	229	1,853
Female	507	536	653	426	442	323	834	569	4,290
1. Learners succeeded	474	446	580	521	594	412	848	612	4,487
Male	160	150	184	154	235	176	169	188	1,416
Female	314	296	396	367	359	236	679	424	3,071
2. Learners failed	276	307	343	82	122	141	199	186	1,656
Male	83	67	86	23	39	54	44	41	437
Female	193	240	257	59	83	87	155	145	1,219
c) Number of drop outs	192	121	297	128	53	326	189	214	1,520
Male	64	27	96	50	18	134	61	66	516
Female	128	94	201	78	35	192	128	148	1,004

Out of 7,663 people enrolled in the literacy course at intake five, 6,143 (80%) finished the six-month course and sat for the exam. The dropout rate was 20% (1,520 individuals in total).

During the month of May, graduation ceremonies took place across eight districts. Local authorities attended these events. This presented a good opportunity to congratulate the graduates and motivate others to join the adult literacy campaign and improve community development. Global Communities/Ejo Heza Chief of Party (COP) and team members, as well as ADEPR legal representation and the officer in charge of education at the district level, participated in a graduation ceremony organized at the national level in Nyanza District. Learners shared their testimonies to the audience on the ways in which the adult literacy program contributed significantly to their livelihood improvement.

Assessment on potential post-adult literacy activities

The Ejo Heza program monitoring and evaluation team conducted an assessment to see the potential activities that the literacy graduates may join after completion of literacy class. The purpose of the assessment was to see if the graduates are ready to explore more opportunities after joining literacy classes.

In general, the assessment showed that potential post-literacy course activities are abundantly available, as reported by the interviewees, but that the main challenge is the lack of financial capacity. The majority presented the need to join vocational training centers in order to gain more skills that will allow them to start small businesses needed in their respective villages. As these suggestions are outside the Ejo Heza mandate, the report will be shared with local authorities for advocacy and linkage to other district partners for further trainings as the opportunities arise.

Program Element 1.4: Expanding Economic Opportunities through Business Development and Extension Services

1.4.4 Enhancing productivity through extension services

Agriculture extension services

During this quarter, the agriculture team prepared and submitted FFS/demo plot kits provided by IFDC for agricultural season A. 2016. During a technical meeting which took place at IFDC on May 4th, USAID Ejo Heza agreed to distribute kits for the establishment of 800 FFS during the next rainy season, which starts in September, 2015. The kits will be distributed by all RPOs as follows:

#	RPOs	# of kits for maize	# of kits for beans	Total
1	DUHAMIC-ADRI	150	150	300
2	CARITAS	150	150	300
3	AEE	50	50	100
4	ADEPR	50	50	100
	Total	400	400	800

IFDC has promised to deliver kits by mid-July, 2015.

For the follow up on the established demo plots and to organize field days in collaboration with IFDC, the technical team has conducted field visits to already established FFS in the areas where DUHAMIC-ADRI is working, including Nyaruguru for bean plots and Gisagara for maize plots. Generally, the initiative was well received and the IFDC team appreciated as the applied nutrients responded well to the soil restoration. The data on the harvest from these FFS will be shared in the next quarter.

Dairy value chain development

During this quarter, meetings have been organized with breeders' clusters and cooperatives. The extension services delivered were around cattle management (importance of modern cowshed, animal feeding, fodder cultivation, hygiene, and importance of artificial insemination) and milk handling. The breeders are continuously implementing improved technologies (techniques) for both cattle management and milk handling to ensure that the potential benefits of dairy farming are maximized.

The Giramata Cooperative, a dairy cooperative which also manages a milk collection center (MCC), received a training on MCC management. Thirteen people in different organs of the cooperative attended the training. These included five people from the cooperative executive committee, three from the cooperative advisory committee, two BCVs for dairy value chain, two Super BCVs in Nyanza, and the Cooperative Secretary Accountant.

Global Communities' Senior Vice President and Chief Operating Officer, the Ejo Heza Team, DUHAMIC-ADRI representatives, and Nyanza District delegates visited the model village kraal at Nyagisozi Sector, Nyanza District.

Breeders were excited to host the visit and shared testimonies on how the village kraal is having a positive impact, improving livelihoods and providing a secondary effect as people in the area learn from neighbors who are members of the kraal cooperative.



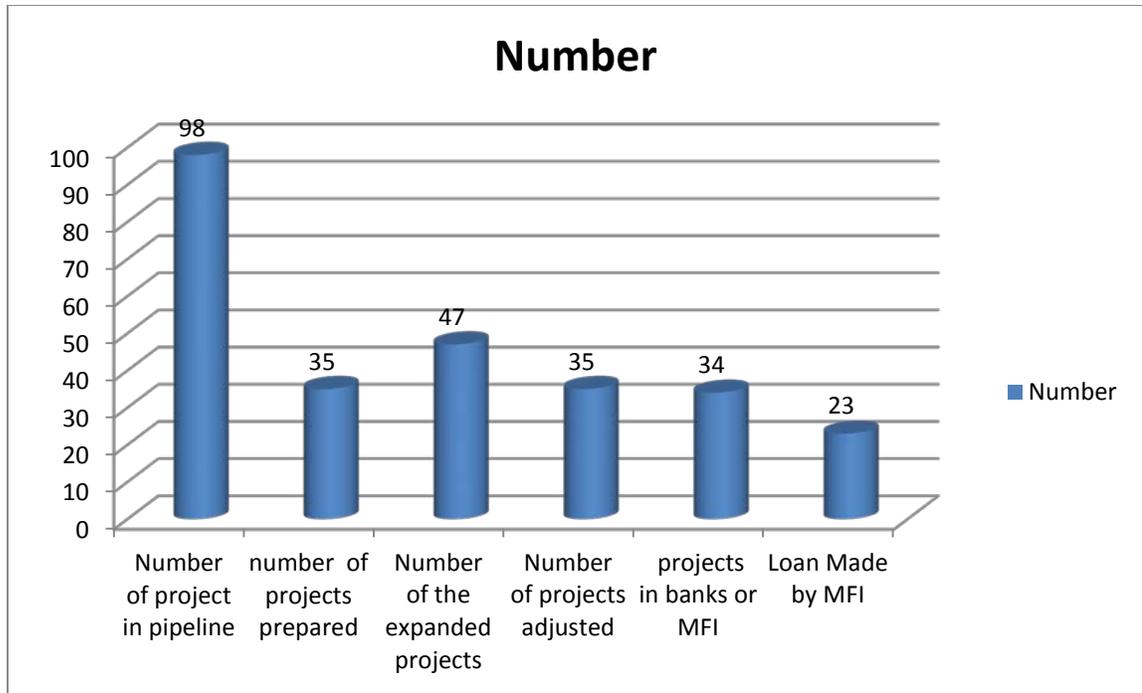
Global Communities Executive Vice President/COO, the Ejo Heza team, district officials, and the DUHAMIC-ADRI team visit the village kraal managed by Giramata Cooperative

Program Element 1.4.5 Supporting Income Diversification through Business Development Services

In order to reinforce the capacity of MSMEs in business management and increase the number of income generating activities among the program beneficiaries, Ejo Heza recruited 11 business mentors on a short term basis with a mandate to train and support entrepreneurs in running their businesses. MSMEs received eight training sessions whose topics included business operations, business and family, business environment, characteristics of a good entrepreneur, the process of developing business ideas, marketing strategy, costing and pricing products and services, and record keeping. Trainings were attended at a rate of 90% with 1,270 total beneficiaries attending. The attendance rate was exceptionally high due to the large number of women living in rural areas who participated (70% of the attendees were women).



The business mentors have also been providing technical assistance to MSMEs and ISLGs to improve access to finance. These trainings helped MSMEs and ISLGs to better understand and come up with appropriate and innovative projects that would be financed by financial institutions but also provided business advice to improve the linkage between MSMEs and financial institutions. Business mentors facilitated awareness of products and services through group discussions. In the package, the entrepreneurs received information on the existing opportunities, business advice and support to prepare new projects, expand their business ideas and assisting them in refining their projects as illustrated by the graph below.



Two months into the activity, 98 small projects are under development and the business mentors will support in finalizing these projects with high standards.

As shown by the above chart, beneficiaries were supported to prepare 35 projects having a value of 28,781,000 Rwanda Francs (Rwf), which converts to \$40,253 United States Dollars (USD), and the number of projects adjusted are 35, with a value of Rwf 7,260,000 (\$10,153 USD). Beneficiaries also managed to expand projects with a value of Rwf 18,340,000 (\$25,650 USD). After trainings, some entrepreneurs have shifted from their ordinary businesses to new ones while others have expanded their original businesses. 34 projects were submitted to the bank with a total of Rwf 42,245,000.

Partnerships or linkages strengthened

Business mentors have been inviting representatives of MFIs such as Savings and Credit Cooperatives (SACCOs), Urwego Opportunities Bank, Réseaux inter-diocésain des Micro finance (RIM), Kenya Commercial Bank Rwanda (KCBR), and Banque Populaire du Rwanda (BPR) to their training sessions to explain their products and how our beneficiaries could access them. This is yielding positive results; some beneficiaries have begun elaborating projects or getting project ideas based on inspiration and products from the financial institutions.

Summary of performance against targets for Program Element 1

INDICATOR NAME	LOP targets	Achiev. FY14	FY15 Targets	Q1 Achiev. FY15	Q2 Achiev. FY15	Q3 Achiev. FY15	Result to date
IR 1: Improved Agricultural Productivity (USAID IR 7.1)							
# of hectares under improved technologies or management practices as a result of USG assistance (CA, FtF 4.5.2-2)	1,176	847	1,176	182	279	25	1,333
IR 1.1: Improved access to production and processing practices (USAID IR 7.1.1)							
# of farmers and others who have applied new technologies or management practices as a result of USG assistance (FtF 4.5.2-5)	52,500	26,499	40,500	3,119	12,168	2,847	44,633
# farmers accessing agricultural extension services (GC)	75,000	58,994	70,000	7,437	10,569	6,556	83,556
IR 1.2: Improved access to business development services (USAID IR 7.1.2)							
# of MSMEs receiving business development services from USG assisted sources (FtF 4.5.2-37)	2,000	1,584	1,800	250	305	532	2,671
IR 2.1: Improved institutional capacity of service providers (USAID IR 7.3.1)							
# of private enterprises, producers organizations, water users associations, trade and business associations, and community-based organizations (CBOs) receiving USG assistance (FtF 4.5.2-11)	2,000	1,555	1,800	446	10	0	2,011
IR 2.2: Improved capacity of borrowers to access and manage financial services (USAID IR 7.3.2)							
# people trained in one or more forms of literacy, including basic literacy, basic numeracy, financial literacy (GC)	48,420	34,148	48,420	2,808	6,706	10,082	53,744
# of people trained in basic literacy (GC)	35,000	25,223	30,000	0	Ongoing	6,143	31,366

5.2 Program Element 2: Increase Supply of Financial Services

USAID Ejo Heza continues to partner with financial service providers including MFIs, SACCOs, and commercial banks to ensure that beneficiaries are benefiting from their services and to develop products that meet the needs of the rural sector to ensure a more inclusive and holistic financial sector.

Program Element 2.1 Supporting Linkages between ISLGs and MFIs

During this quarter, the financial services team continued to give support to RPOs on Management Information Systems (MIS) reporting and data cleaning through field visits and other technical support. The MIS – Savings Groups Information Exchange (SAVIX) report showed that group members disbursed \$421,551 USD as informal loans from their respective members with a total saving of \$535,550 USD. The total amount of formal loans offered by various financial institutions during quarter 3 is approximately \$25,848 USD.

Program Element 2.2 Facilitating Financial Sector Innovation

Youth product pilot through focus group discussions and individual interviews

In this quarter, the financial services team and a consultant piloted a youth product prototype in focus group discussions in Karongi from April 1st to 15th, 2015. This was followed by a validation workshop with Coopec Inkunga board members from the 23rd to the 25th at Bethany Hotel, Karongi District. Through the exercise, they gathered more ideas and suggestions that led to the development of the youth-targeted product named “ITEGANYIRIZE RUBYIRUKO.”

Master training of youth product facilitators on product features, youth saving group principles and financial education

From June 15th to the 18th, the financial services team conducted a master training for 16 youth facilitators and five Coopec Inkunga staff at Kabyayi regarding ITEGANYIRIZE RUBYIRUKO product features, youth saving group management principles and financial education, and teaching methodology principles. After the training, these youth facilitators were dispatched to start mobilizing youth groups to pilot the ITEGANYIRINZE RUBYIRUKO product specifically in two sectors of Rutsiro District (Gihango and Musasa) with 30 savings groups.

To date, the achievements of the product launched with KCBR are captured in the table below.

	Twisungane Account KCBR (as of June 30 2015)
# of Accounts	154
Total Savings	Rwf 174,805,319 (\$249,722 USD)

*Exchange rate Rwf 700 / USD 1

Program Element 2.3 Supporting Capacity Building

No updates this quarter.

Program Element 2.4: Supporting the Expansion of Mobile Money

Financial services initiated a discussion with MTN Rwanda to develop a mobile platform to simplify saving groups' management and the safety of members' savings. The platform was presented to the Ejo Heza technical team and other saving group practitioners at the quarterly working group gathering hosted by World Relief Rwanda on July 2nd 2015. The financial services team also conducted an assessment of Twisugane A/C to review its performance in Ngororero and Huye branches. This was followed by joint meeting with KCBR to review performance after they proposed recommendations to mitigate challenges.

Summary of performance against targets for Program Element 2

INDICATOR NAME	LOP targets	Achiev. FY14	FY15 Targets	Q1 Achiev. FY15	Q2 Achiev. FY15	Q3 Achiev. FY15	Result to date
IR 2: Increased access to Agricultural Finance (USAID IR 7.3)							
Value of agricultural and rural loans (FtF 4.5.2-29)	\$174,376	\$137,846	\$151,631	\$32,562	\$107,469	\$25,848	\$165,879**
IR 2.1: Improved institutional capacity of service providers (USAID IR 7.3.1)							
% of created and/or supported ISLGs with linkages to financial institutions (GC)	70%	68%	70%				Annually
# of New financial products developed (GC)	5	3	2	0	0	0	3
# of Loans made by MFIs (GC)	3,600	1,581	3,000	157	392	195	2,325
IR 2.2: Improved capacity of borrowers to access and manage financial services (USAID IR 7.3.2)							
# of beneficiaries accessing financial services (GC)	40,000	31,391	36,000	9,841	250	235	41,717
# MSMEs receiving USG assistance to access bank loans (CA, FtF 4.5.2-30)	3,600	2,298	3,000	55	395	366	3,114

** Achievements are not cumulative (only for the reporting year)

5.3 Program Element 3: Behavior Change Communication (BCC) and Social Marketing

USAID Ejo Heza uses behavior change communication (BCC) and social marketing to increase awareness of all program elements. This includes sensitizing populations on the benefits of financial services, improving agricultural production practices, working cooperatively, and

improving access to health and nutrition services. BCC strategies include using the radio program “Gira Ejo Heza”, electronic media, social media, and organizing campaigns.

BCC activities in the third quarter included messaging activities on agriculture themes and health and nutrition such as:

- Gira Ejo Heza radio broadcasts (which concluded at the end of April 2015);
- Preparation and organization of USAID Ejo Heza community events such as Agri show, BCC – rain water harvesting, and WASH activities around water tanks in Nyaruguru and Huye Districts; and
- Publication of materials including success stories.

➤ **Agriculture-focused radio programs**

Four agriculture episodes were aired on Gira Ejo Heza to sensitize the beneficiaries on Agriculture Season B activities which started in February 2015.

The table below summarizes the agriculture radio program episodes aired in quarter three:

Agriculture		
#	Episodes	Dates
1	Agriculture theme / marketing.	April 1-4 2015
2	Agriculture SAISON B activities	April 13-18 2015
3	Agriculture Theme / profit and loss	April 20-25 2015
4	Agriculture Theme Wrap up	April 27-30 2015

➤ **Community event and campaign activities**

Three events were organized including the National Agricultural Show from June 4th through 11th 2015 in Gasabo District and water harvesting/WASH social events around the water tanks in Nyaruguru District on June 24th 2015 and 25th 2015 in Huye District. The theme for the National Agricultural Show was “*Agriculture Financing for Sector Prosperity*”. The objective of BCC community events around the water tanks were:

- Stimulate positive behavior among program beneficiaries in practices around water tanks;
- Share the program best practices with other people in the community; and
- Link BCVs structure with other behavior change actors in community and local leaders.

Approximately 450 people attended the event in Nyaruguru District including 53 BCVs, 16 Community Health Workers, four village leaders and 377 people from different villages. In Huye District, approximately 330 people attended the event including 43 BCVs, 12 community health

workers, six village leaders and 269 people from other villages. The theme for the event was “*Your health is your concern and collecting, storing rainwater during the rainy season as a sustainable solution for watering our kitchen gardens during dry season*”.

Updating the content of the USAID Ejo Heza Facebook page

USAID Ejo Heza program uses Facebook (<https://www.facebook.com/USAidEjoHeza?ref=hl>) to communicate program activities including events and campaigns. Information and photos posted on Facebook in Q3 includes:

- National Agricultural Show event; and
- WASH and water harvesting social event around water tanks.

Publications and materials development

Different BCC materials were developed with targeted messages to promote positive behaviors both among Ejo Heza beneficiaries and the general public:

- Different types of Ejo Heza flyers and brochures were designed for the National Agriculture Show with key messages to promote and attract behavior change of beneficiaries.
- Support in designing and layout for Agriculture , Health and nutrition training module

5.4 Program Element 4: Health and Nutrition

Save the Children leads all nutrition activities. They implement complementary short-term and long-term activities to ensure that the most vulnerable populations attain skills and knowledge that lead to greater food security and a greater understanding of diet, nutrition, and hygiene, particularly within the critical first 1,000 days of newborn children’s lives and their mothers. All nutrition activities are linked closely with both education and extension services within this program to achieve the following objectives: 1) incorporating nutrition into adult literacy education, 2) improving agriculture production, storage and handling, 3) establishing kitchen gardens and promoting better food utilization. During this quarter, the program conducted the kitchen gardens’ refresher training; nutrition counseling master training; food recipes’ refresher training, and rain water harvesting training.

Program Element 5.4.1: Improving Food Production, Post-Harvest Storage and Handling (PHHS)

As result from the support given by Global Communities to PHHS and market linkage between cooperatives and potential buyers, the farming contract was signed by the cooperative KOAGIMPA, and URAYE Investment. The buyer (URAYE Investment) has bought maize grain from the cooperative for about 30005 Kg with the sale value of Rwf 5,409,000 (\$7,565 USD) where this sum was transferred on the cooperative account. The price for 1 kg of dried maize

grain was Rwf 180 (\$0.25 USD). After selling a portion of their production, another part was used for family consumption.

By end of May, 30.005 tons of maize grains were purchased by URAYE Investment. This activity was achieved as result of the technical support given to cooperative members via technical meetings where they were able to calculate the gross margin and value of sales. Training on PHHS received from BCVs in their respective farming zones has encouraged cooperative members to collect and put together production with proper handling.

Program Element 5.4.2: Establishing Kitchen Gardens

Kitchen gardens' refresher training

The program is still facing the challenge of improving the food diversification (only 26% of the beneficiaries eat diversified foods). With this in mind, USAID Ejo Heza were trained on vegetables to grow year round during the food recipes' refresher training. The importance of kitchen gardens is to prevent malnutrition by balancing and varying diets, using fresh vegetables from gardens rich in micronutrients, saving the money used to buy vegetables and in ISLGs, and earning some income from the harvest to save for seeds/seedlings. During the training, the following varieties of vegetables which are grown in rural area have been promoted: i) Dark green leafy or root vegetables, including indigenous varieties, vitamin A and iron-rich leaves such as amaranth, cassava leaves, spinach, pumpkin, carrot, or sweet potatoes that are orange/yellow inside, and ii) Locally-available vegetables rich in Vitamin C that enhance absorption of iron such as red sweet pepper, tomato, onion and African eggplants.

The technical team also conducted a field visit to assess the adoption rate of establishing model kitchen gardens. Out of the 15 groups visited, all beneficiaries have kitchen gardens at their homes. As confirmed during the field conversation, around 80% of vegetable products are eaten and 20% of vegetables are sold. Interestingly, four groups decided to establish the model kitchen gardens in the form of FFS for group members and their neighbors. Different vegetables were planted including carrots, beetroots, spinach, amaranths, and onions as shown in the following pictures.



Renewed model Kitchen gardens by beneficiaries in Nyanza district, Nyagisozi sector, June 23rd, 2015

Program Element 5.4.3 Promoting Better Food Utilization

Nutrition counseling master training

The module on nutrition counseling was elaborated upon by the nutrition team. The nutrition counseling master training was conducted for two days from May 18th to 19th, 2015. 48 participants attended the training including Ejo Heza coordinators, field officers, field officer assistants, and Super BCVs. The purpose of the training was to provide skills and knowledge on how to counsel mothers, fathers, and caregivers/caretakers in nutrition, focusing on the first 1,000 days of a baby's life. The training was characterized by counseling exercises among small groups. The trainees will go on to train the BCVs who will educate the members of their groups. The module to use during the BCV trainings was also distributed.

Food recipes' refresher training

This training was conducted in two sessions (each session lasting two days) for 68 RPOs' field officers, field-officer assistants, and Super BCVs from June 22nd to 26th June, 2015. The training approach was participatory with group discussions and practical learning sessions, where the trainees practiced what they learnt from the module through cooking demonstrations (during each session, participants cooked four recipes picked from the booklet and shared the meals). The trainees will train the BCVs who will educate the community to increase the consumption of a balanced and diversified diet. The topics covered during the food recipes' refresher training were: i) Introduction to nutrition status at the national level; ii) Food classification according to different foods available and their nutrition value; iii) Recipes included in food recipes booklet; and iv) Workplan to train the BCVs in their catchment areas.

Program Element 5.4.4 Messaging

Rain water harvesting training

Through studies conducted by Global Communities, it has become clear that some beneficiaries acquired knowledge but did not turn that knowledge into practice. As a new effective BCC tool of reaching and/or influencing targeted beneficiaries to transform knowledge into practice, the program empowered the BCVs with skills to deliver and share best practices. They did so in a practical way to stimulate positive changes and practices among program beneficiaries through drama shows, poems, and songs. It is in this regard that the Ejo Heza nutrition and BCC team successfully organized WASH and water harvesting social events around the water tanks in Nyaruguru on June 24th 2015 and in Huye District on June 25th 2015.

As shown in the table below, 780 participants attended this event. In this community training, participants learned the best way to wash hands and water kitchen gardens.

District	Event attendance	BCVs	CHWs	Village leaders	Beneficiaries
Nyaruguru	450	53	16	4	377
Huye	330	43	12	6	269
Total	780	96	28	10	646

Summary of performance against targets for Program Element 5

INDICATOR NAME	LOP targets	Achiev. FY14	FY15 Targets	Q1 Achiev. FY15	Q2 Achiev. FY15	Q3 Achiev. FY15	Result to date
IR 3: Improved nutrition among rural poor							
# of people trained in child health and nutrition through USG supported programs (FtF 3.1.9-1)	125,000	97,334	125,000	3,515	5,401	10,464	116,714
# kitchen gardens established (GC)	11,000	11,416	240*	124	51	27	11,618

*Only model kitchen gardens will be established in FY15

6 Integration of GALS into Program Implementation

Gender training

Global Communities/USAID Ejo Heza conducted a three-day training covering gender sensitivity and Gender Action Learning System (GALS) methodology. The purpose was to educate participants in gender basics as well as provide tools to discuss gender with groups of beneficiaries. 12 Ejo Heza staff, 4 RPO coordinators, 4 field officers, and 10 BCVs were trained. By the end, participants were able to successfully explain basic gender concepts, identify gender gaps in Ejo Heza projects, and the tools in GALS methodology. Time was the most significant challenge; there was too much content to cover in the three days allotted.

The first day of the training covered gender sensitivity delivered by a trainer contracted by UN Women who has 20 years of experience working with gender and delivering gender trainings. They were an engaging facilitator who challenged staff beliefs about gender and provided comprehensive information about the difference between “gender” and “sex,” the role of men in gender work, the difference between “equity” and “equality,” and the components of gender analysis including (the Caroline Moser Analytical tool). We wrapped up the day by conducting a gender analysis of each component of the Ejo Heza program to identify gender gaps and propose solutions for those gaps.

The second and third day of the training the Gender Justice Advisor for DUHAMIC-ADRI delivered a ToTs on GALS methodology. Participants completed all tools in the GALS methodology including the Gender Justice Diamond, Vision Journey, Gender Balance Tree, Social Empowerment Map, and Multi-lane Highway. Each tool is designed to create a space for men and women to discuss the key challenges in their lives and prepare plans and solutions for a better way forward. Participants were engaged as they were able to practice using the tools with their own lives and experiences.

Next, the trainees created vision journeys to help set goals and make concrete plans for how to achieve those goals including various opportunities and challenges that could arise. Afterwards, they made a vision journey as a group (simulating a cooperative or savings group) to discuss how they as a group could progress in their maize/bean production or in their savings.

Then, every individual created a Gender Balance Tree to show how each member of their family contributed both financially and through work, as well as how each member expends family income.

The training was a success. Several participants offered very positive feedback regarding the facilitation and content of the training. Participants viewed the training as important and worthwhile and are not only more aware of gender issues but have also begun thinking of ways to improve their work to make sure they consider gender differences for the program beneficiaries.

7 Partnerships with Government, Public, and Private Institutions

Across April, May, and June 2015, Global Communities carried out activities intending to reinforce existing partnership relations with central and local governments, civil society members, and the private sector. Activities were mainly related to participation in conferences, technical and administrative meetings organized by partners, or hosting partners involved in Global Communities activities or events.

Participation in Districts Joint Action Forums and Open Day

As a development district partner, Global Communities/USAID Ejo Heza participates in all district partner forum meetings, which are held on quarterly basis. These meetings allow partners to exchange on district development progress, share best practices and relevant lessons, and strategize as a team to solve key program implementation challenges.

In quarter three, Global Communities and RPOs attended the Ngororero District Joint Action meeting. To be accountable to the beneficiaries and communities served, twice a year, all districts and partners organize an Open Day. In this quarter, Global Communities and RPOs participated actively in the Ngororero District Open Day.

District Plan to Eliminate Malnutrition

The program team attended the Gisagara District DPEM (District Plan to Eliminate Malnutrition) partners' meeting to present the achievements of past quarter and plan for next quarter in terms of food security and nutrition. All six NGOs working in the Gisagara District on health, nutrition, food security, and agriculture (including Concern, World Vision, Global Communities, ADEPR, AEE, and DUHAMI-ADRI) attended the meeting.

USAID Webinar

Following the SPRING report done in September 2015, the COP, Program Coordinator, and Nutrition Specialist participated in a USAID Webinar held at USAID Rwanda mission on April 30th, 2015. The theme was the role of increased income and women's empowerment in nutrition outcomes. The audience requested the English version of food recipes, as they are very useful in Africa. This is planned for the first quarter of FY16.

Participation in 10th National Agriculture Show

Global communities USAID Ejo Heza sponsored and participated in 10th Kigali National Agricultural Exhibition which was run under the theme "Agriculture Financing for Sector Prosperity" and focused on investments and advisory services to help expand access to finance while supporting agribusiness and infrastructure. During the weeklong exhibition, 20 Ejo Heza program BCVs participated and shared with other famers their experience, learning about agricultural technologies.

The closing ceremony was honored to have The Minister of Agriculture and Animal Resources (MINAGRI) who thanked and appreciated the different participants in the show. She noted that this event facilitates the exchange of skills, and also brings quality and diversity to agriculturalists where different exhibitors meet to discuss their businesses. She added that this year's show had also grown to cover the entire value chain in the agricultural sector. She closed by inviting different exhibitors to return and attend the 2016 National Agricultural Show.

The best sponsors of the expo, individual farmers, promoters, and journalists who excelled in covering the agricultural sector. The Ejo Heza program was awarded as one of the best sponsors of the 10th National agricultural show.



Ejo Heza program awarded among best sponsor of 2015 National Agriculture show.

8 USAID Ejo Heza Staff Development and Changes

Humanitarian Training: The senior Nutrition Specialist participated in the humanitarian training for three days (April 15-17th, 2015) held at Gorilla Hotel, organized by the Save the Children Regional Office. The training focused on introduction to emergencies, humanitarian response, categorization of emergencies, humanitarian preparedness, and Burundi contingency plan.

The program is also in the process of recruiting a new Agriculture Specialist to replace , who recently left the organization.

9 New Development Impacting Implementation

No data available for this quarter.

10 Success Story

Ejo Heza literacy lessons to improve Rwandan livelihoods

Madam is married with four children, and currently lives in Ngororero District where she benefits from the Ejo Heza program from 2013.

Before joining Ejo Heza adult literacy class, was illiterate. For long time, she stayed at home assisting her husband in domestic work, making it very hard to pay school fees for her children. She felt ashamed of being illiterate and not confident enough to do any

business. Her husband is a businessman, and he felt disappointed to live with someone who cannot read, write, or count. She could not contribute to business management, and her husband was worried for the business's sustainability without his wife's assistance. In October 2013, she learned from a church service about the Ejo Heza literacy program, and she immediately decided to join the Rususa adult literacy class. After six months, she graduated from the Rususa literacy class. *"Now, I am able to read, writing and counting because of Ejo Heza literacy class and my husband is very proud of it and no longer ashamed to live with me,"* said . *After my*

graduation, my husband trusted me and opened for me a boutique in village where I start to run my business. I am able to make easily calculation and gain rwf25,000 (\$35) per month," commented . With the cell phone course learnt in her literacy



in her boutique

classes, she expanded the business to include mobile money service, where she gains Rwf 15,000 (\$21 USD) per month. “*With that money, I pay in total rwf60,000(\$84) as school fees per semester for my children and I am respected woman in my village,*” further added . She thanks the USAID/Ejo Heza program for helping her reach her dream of being a business woman. Working through local Rwandan partners since 2011, the Ejo Heza program supports 50 literacy classes in Ngorororo District, where a total of a total of 2,707 graduated including —.

11 Annex 1: Summary of all Program Indicators

INDICATOR NAME	LOP targets	Achiev. FY14	FY15 Target	Q1 Achiev. FY15	Q2 Achiev. FY15	Q3 Achiev. FY15	Result to date
Goal: Improve livelihoods of Rwanda's very poor							
Prevalence of Poverty: % of people living on less than \$1.25/day (FtF 4.16)	85%						
% change in income of targeted population (RFA)	35%						
# of rural households benefitting directly from USG interventions (CA, F, FtF 4.5.2-14)	104,350	70,834	100,750	16,597	215	0	87,646
IR 1: Improved Agricultural Productivity(USAID IR 7.1)							
# of hectares under improved technologies or management practices as a result of USG assistance (CA, FtF 4.5.2-2)	1,176	847	1,176	182	279	25	1,333
Gross margin per unit of land, kilogram, or animal of selected product (FtF 4.5-4).	Maize	222	211	219			Annually
	Beans	625	595	619			Annually
	Dairy	331	315	328			Annually
IR 1.1: Improved access to production and processing practices (USAID IR 7.1.1)							
# of farmers and others who have applied new technologies or management practices as a result of USG assistance (FtF 4.5.2-5)	52,500	26,499	40,500	3,119	12,168	2,847	44,633
# farmers accessing agricultural extension services (GC)	75,000	58,994	70,000	7,437	10,569	6,556	83,556
IR 1.2: Improved access to business development services (USAID IR 7.1.2)							
# of MSMEs receiving business development services from USG assisted sources (FtF 4.5.2-37)	2,000	1,584	1,800	250	305	532	2,671
IR 2: Increased access to Agricultural Finance (USAID IR 7.3)							
Value of agricultural and rural loans (FtF 4.5.2-29)	\$174,376	\$137,846	\$151,631	\$32,562	\$107,469	\$25,848	\$165,879**

IR 2.1: Improved institutional capacity of service providers (USAID IR 7.3.1)							
% of created and/or supported ISLGs with linkages to financial institutions (GC)	70%	68%	70%				Annually
# of private enterprises, producers organizations, water users associations, trade and business associations, and CBOs receiving USG assistance (FtF 4.5.2-11)	2,000	1,555	1,800	446	10	0	2,011
# of New financial products developed (GC)	5	3	2	0	0	0	
# of Loans made by MFIs (GC)	3,600	1,581	3,000	157	392	195	2,325
IR 2.2: Improved capacity of borrowers to access and manage financial services (USAID IR 7.3.2)							
# of beneficiaries accessing financial services (GC)	40,000	31,391	36,000	9,841	250	235	41,717
# MSMEs receiving USG assistance to access bank loans (CA, FtF 4.5.2-30)	3,600	2,298	3,000	55	395	366	3,114
# people trained in one or more forms of literacy, including basic literacy, basic numeracy, financial literacy (GC)	48,420	34,148	48,420	2,808	6,706	10,082	53,744
# of people trained in basic literacy (GC)	35,000	25,223	30,000	0	Ongoing	6,143	31,366
IR 3: Improved nutrition among rural poor							
% of beneficiaries consuming a diet with increased diversification (GC)	85%	26%	80%				Annually
% of beneficiaries with increased knowledge about balanced & diversified diet (GC)	90%	87%	90%				Annually
# of people trained in child health and nutrition through USG supported programs (FtF 3.1.9-1)	75,000	97,334	125,000	3,515	5,401	10,464	116,714
# of kitchen gardens established (GC)	11,000	11,416	240*	124	51	27	11,618

*Only model kitchen gardens will be established in FY15

**Achievements are not cumulative (only for the reporting year)