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## RESILIENCE AND ECONOMIC GROWTH IN THE SAHEL- ACCELERATED GROWTH (REGIS-AG)

### Annual Progress Report



**FEED THE FUTURE**  
The U.S. Government's Global Hunger & Food Security Initiative

# **Resilience and Economic Growth in the Sahel – Accelerated Growth Activity in Niger and Burkina Faso**

## **Annual Progress Report**

March 1, 2015 - September 30, 2015

USAID Contract  
AID-625-C-14-00001  
Implemented by CNFA

Submitted to:  
USAID/Senegal Sahel Regional Office  
Mr. Camilien Saint-Cyr, COR

Submitted on September 1, 2015

Revised version submitted on October 13, 2015

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## Acronyms

<b>A2N</b>	<i>Association Nodde Nooto</i>
<b>AGED</b>	<i>Association pour la Gestion de l'Environnement et le Développement</i>
<b>AGIR</b>	<i>Alliance Global pour la Résilience - Sahel Afrique de l'Ouest</i>
<b>AREN</b>	<i>Association pour la Redynamisation de l'Elevage au Niger</i>
<b>BDS</b>	Business Development Services
<b>CILSS</b>	<i>Comité permanent Inter-Etats de Lutte contre la Sécheresse dans le Sahel</i>
<b>COFENBAVI</b>	<i>Confédération des Fédérations Nationales de la Filière Bétail/Viande des pays de l'Afrique de l'Ouest</i>
<b>COP</b>	Chief of Party
<b>COR</b>	Contracting Officer's Representative
<b>CRS</b>	Catholic Relief Services
<b>DCA</b>	USAID Development Credit Authority
<b>DFAP</b>	USAID Development Food Aid Program
<b>EMMP</b>	Environmental Mitigation & Management Plan
<b>GIE</b>	<i>Groupement d'Intérêt Economique</i>
<b>IEE</b>	Initial Environmental Examination
<b>INRAN</b>	<i>Institut National de Recherche Agricole du Niger</i>
<b>IR</b>	Intermediate Result
<b>LAHIA</b>	Livelihoods, Agriculture and Health Interventions in Action DFAP (Save the Children)
<b>M&amp;E</b>	Monitoring and Evaluation
<b>MFI</b>	Micro-Finance Institution
<b>MOU</b>	Memorandum of Understanding
<b>NGO</b>	Non-Governmental/Non-Profit Organization
<b>ONVN</b>	<i>Ordre National des Vétérinaires du Niger</i>
<b>PASADEM</b>	Projet d'Appui à la Sécurité Alimentaire et au Développement dans la région de Maradi (World Bank)
<b>PICS</b>	Purdue Improved Cowpea Storage
<b>PMP</b>	Performance Monitoring Plan
<b>PRODEX</b>	Projet de Développement des Exportations des Produits Agro-Sylvo-Pastoraux au Niger (World Bank)
<b>RCO</b>	Regional Contracting Officer
<b>REGIS-ER</b>	Resilience and Economic Growth in the Sahel - Enhanced Resilience
<b>RISE</b>	USAID Resilience in the Sahel Enhanced
<b>ROI</b>	Return On Investment
<b>SAREL</b>	Sahel Resilience Learning
<b>SAWKI</b>	Mercy Corps DFAP
<b>SIMA</b>	System of Agricultural Marketing Information
<b>SNV</b>	Netherlands Development Organization
<b>SVPP</b>	<i>Service Vétérinaires Privés de Proximité</i>
<b>PPAAO/WAAPP-Niger</b>	<i>Programme de Productivité Agricole en Afrique de l'Ouest</i>
<b>VSF-B</b>	Vétérinaires Sans Frontières-Belgique
<b>VVV</b>	Vaccinateur Villageois de Volaille

## Executive Summary

The Resilience and Economic Growth in the Sahel – Accelerated Growth (REGIS-AG) project will complete its first year of implementation on September 30, 2015. This first project year, starting in March 2015, saw significant progress with its the start-up activities of the project, submission of all deliverable activities under Component 1: Identify Opportunities through Value Chain and End-Market Analysis, and strategic staging for the build up and launch of activities under Components 2-5. While the REGIS-AG team experienced constraints in areas such as staff onboarding, tax exemption processes, and the avian influenza, the project has progressed in laying the ground work and preparations for future project activities on a larger scale.

Operational start-up of the REGIS-AG program has seen great progress in terms of securing project offices, procurement of essential equipment, onboarding of approved local staff and establishment of financial and administrative procedures that will govern project activities and staff for the life of the project.

Contractually, REGIS-AG has prepared and submitted key deliverables under Component 1 to USAID that will guide implementation strategy and delivery for Components 2-5. These deliverables - including the Value Chain Assessment, End Market Analysis, Gender Assessment, Vision & Strategy, and Learning Plan – were developed through extensive desk research, focus group sessions, key informant interviews and study tours.

Technically, REGIS-AG made significant progress toward project goals and objectives by laying the essential groundwork for project implementation through outreach meetings, stakeholder collaboration and workshops, and partner coordination. The outreach and coordination completed to date pre-positions the REGIS-AG team to launch project activities with meaningful and active participation from essential partners and stakeholders in Burkina Faso and Niger throughout the following four years.

## Background:

USAID's Resilience and Economic Growth in the Sahel – Accelerated Growth (REGIS-AG), implemented by CNFA, is a \$ 34 million dollar program, focused on strengthening cowpea, small ruminant and poultry value chains in agro-pastoralist and marginal agricultural zones of Niger and Burkina Faso. By transforming value chain relationships and dynamics to increase their inclusiveness as well as their competitiveness, REGIS-AG will increase the incomes of vulnerable households and build the resilience of families and communities to shocks such as drought, conflict and economic crises. REGIS-AG is a cornerstone of USAID's Resilience in the Sahel Enhanced (RISE) initiative, and is mandated to complement other USAID and donor funded resilience programs. REGIS-AG will develop innovative “pull” strategies linking smallholders to cash markets, in close cooperation with REGIS-Enhanced Resilience (REGIS-ER) production-level “push” strategies to propel vulnerable households from subsistence to food security and surplus.

REGIS-AG's vision for 2020 is that community members have sustainably increased incomes and improved food security and nutrition as a result of strengthened commercial linkages to inputs, services and markets. As indicators of this outcome, the program will work towards a 50% increase in incomes for over 300,000 individuals in 50,000 households, and a 20% reduction in the depth of poverty amongst these households. In targeted value chains, REGIS-AG's productivity enhancing and post-harvest interventions will lead to a 69% increase in incomes from cowpea, while animal health and group marketing assistance will generate a 38% increase in incomes from small ruminants, and a 60% increase in incomes from poultry.

The program has 5 interrelated components to be achieved for the next five year period (2015-2019):

- Component 1: Identify opportunities through value chain and end-market analysis.
- Component 2: Strengthen vertical and horizontal value chain linkages and relationships in selected value chains.
- Component 3: Strengthen input supply and other supporting services and improve smallholder and agro-pastoralist access to these interconnected markets.
- Component 4: Increase access to finance, innovation and private sector investment.
- Component 5: Improve the enabling environment for local and regional private sector investment.

REGIS-AG is a consortium, with CNFA serving as consortium lead and providing strategic oversight to the REGIS-AG team. CNFA is joined by the Netherlands Development Organization (SNV), with more than 30 years of participatory value chain development—including cowpea and small ruminants—and policy experience in Burkina Faso and Niger. Vétérinaires sans Frontières-Belgium (VSF), an NGO specialized in building sustainable animal health systems in agro-pastoral contexts in Niger and Burkina Faso, will lead animal health interventions. Finally, Catholic Relief Services (CRS), which has more than 50 years of experience assisting impoverished and disadvantaged people in the Sahel, will contribute its successful cowpea value chain development experience and strategies for reaching vulnerable populations developed through Food for Peace programs.

Nigerien and Burkinabe implementing partners will be at the forefront of implementation. Nigerien organizations Association Nigérienne pour la Dynamisation des Initiatives Locales (Karkara) and Association for Catalyzing Pastoral Development in Niger (AREN) and Burkinabe organizations Association Nodde Nooto (A2N) and Association pour la Gestion de l'Environnement et le Développement (AGED), will contribute their extensive experience to REGIS-AG implementation. All local partners have experience strengthening input supply and production in the targeted value chains, as well as in cross-cutting areas such as natural resources management (NRM) and conflict mitigation.

## Program Overview

On 28 January 2015, USAID awarded the implementation of the Resilience and Economic Growth in the Sahel-Accelerated Growth (REGIS-AG) program to the US-based international NGO; *Cultivating New Frontiers in Agriculture* (CNFA).

CNFA as Prime Contractor subsequently negotiated subcontractor relationships with three international NGOs:

1. **SNV-USA** provides technical support to Components 1, 2, and 4 and provides the technical lead for Component 5.
2. **Catholic Relief Services (CRS)** brings its experience in developing local cow pea value chains to REGIS-AG as it supports activities in Components 1 and 2 and provides the Value Chain Governance Specialist for Component 5.
3. **Vétérinaires Sans Frontières-Belgique (VSF-B)** leads all activities related to poultry and animal health.

CNFA also negotiated subcontracts with four local partners – two in Burkina-Faso and two in Niger:

1. **Association NoddeNooto (A2N)** works out of Dori in Burkina-Faso to strengthen the capacities of producer groups, especially women’s groups, in management and administration to become more competitive in commercialization of cow pea and sheep and goats.
2. **Association Pour la Gestion de l’Environnement et la Développement (AGED)** also works out of Dori in Burkina Faso on organizational development of producer groups as well as capacity-building I commercialization of production and activities related to disease prevention and climate-change.
3. **Karkara NGO** is working out of Départements of Zinder, Maradi, and Tillabéri in Niger to strengthen the capacity of cowpea and poultry producers and producer organizations and incorporate them into developing a broader institutional base in Niger for horizontal and vertical linkages with value chain actors.

**Association pour la Redynamisation de l’Elevage au Niger (AREN)** is providing capacity building support through technicians based in Maradi, Zinder, and Tillabéri in the implementation of the value chain of small ruminants development activities, including participation in the analysis of the value chain under Component 1, the support for establishing links in the value chain under Component 2, and assistance to the co-management of livestock markets under Component 5.

## Detailed REGIS-AG Progress by Activity and Component

### Start-Up:

REGIS-AG deployed an operations start-up team during the period 22 Feb – 14 March, followed by the deployment of the REGIS-AG key personnel in Niamey. The operations start-up team addressed early logistical and operational needs in both countries, participated in initial meetings with key stakeholders, and recruited local staff. Among its accomplishments, the operations start-up team developed employment agreements with input from REGIS-ER and SAREL, hired 6 local staff, opened local bank accounts in both countries, provided procedures training to local staff, drafted guidelines manual (financial guidelines manual, procurement manual, field office manual, personnel manual) that were later finalized with input from the COP, DFO, and local lawyers, and collected quotes for the procurement of project vehicles.

The key personnel mobilized in Niamey and Ouagadougou in mid- and late March, with the Value Chain Advisor, Chief of Party (COP) and Director of Finance and Operations (DFO) deployed to Niger and the Deputy Chief of party mobilized in Burkina Faso. Both COP and DFO attended orientation at CNFA's Washington, DC Headquarters prior to their deployment to the field.

Start-up activities continued in April with the procurement of office equipment and supplies along with final discussions with REGIS-ER leading to the occupation of the REGIS-ER annex building by REGIS-AG staff in Niamey and sharing of REGIS-ER office building in Ouagadougou.

REGIS-AG finalized and fully executed the subcontracts for all 7 local and international subcontractors during the start-up period. REGIS-AG also received USAID approval for the staff of four of its subcontractors; CRS, VSF-B, SNV, and A2N and submitted requests to USAID for the approval of 9 Karkara staff and 3 AREN staff.

From April 8<sup>th</sup> through 10<sup>th</sup>, REGIS-AG held a consortium-wide workshop. The atelier, facilitated by the COP, Value Chain Advisor, and CNFA Home Office representatives, presented the REGIS-AG vision and methodology and proceeded to draw up an implementation plan, designating roles, responsibilities, and details of implementation. REGIS-ER and SAREL representatives also participated in the atelier, providing feedback and identifying collaboration opportunities on planned REGIS-AG activities. During the workshop, REGIS-AG staff completed a comprehensive work plan for FY15, covering the period from project inception through September 2015.

### **Operations, Facilities and Equipment:**

REGIS-AG began the process of obtaining VAT exemption from the Government of Burkina Faso (GoBF) and Government of Niger (GoN) in March. In April, REGIS-AG/Burkina Faso received approval as a partner organization under the Ministry of Agriculture, a prerequisite to receiving the VAT exoneration. In Niger, REGIS-AG also received formal certification from the Ministry of Planning in April, the formal certification served as a prerequisite for VAT exemption and duty-free exoneration. However, the process to receive VAT exemption and duty-free exemption took longer than anticipated. Meanwhile, REGIS-AG offices in both countries successfully registered with the respective social security agencies as early as April.

During the reporting period, REGIS-AG secured its offices in Niamey, Ouagadougou, Zinder, and Doris, with both main offices in Niamey and Ouagadougou being shared with the REGIS-AG sister project (REGIS-ER). Offices in Ouagadougou and Niamey installed telephone and Wi-Fi networks and equipped spaces during the month of March. REGIS-AG also received approval for the procurement of vehicles.

REGIS-AG has successfully finalized and executed all subcontracts with both international and local partners during the reporting period. Local partners signed one-year renewable subcontracts.

### **Staffing:**

#### **Long-Term Staff**

The operations start-up team posted job advertisements in local newspapers and on local and international online job boards in March. The operations start-up also concluded the hiring of 6 local staff. Once onboarded, the REGIS-AG staff continued the recruitment process for the remaining long-term positions.

At the end of the reporting period, a total of 24 REGIS-AG staff has onboarded. International partners began to onboard project staff identified in the proposal as early as March. The onboarding of subcontractor staff continues.

Recruiting for CNFA positions has resumed since USAID accepted the CNFA salary scale in September 2015. Advertisements and interviews are ongoing for the remaining positions. Recruitment had been halted in July and August while CNFA compiled a local salary scale for staff in Burkina Faso and Niger for USAID consent.

CNFA has also allocated a program management unit to provide support to REGIS-AG from HQ comprised of three staff members: Laura Conn, Program Officer; Odia Cisse, Program Coordinator, and Nadege Thomas, Finance Officer.

	Position	Current Status	Start date
1	Chief of Party (key)	mobilized	March 15, 2015
2	Deputy Chief of Party (key) - (Burkina Faso)	mobilized	March 19, 2015
3	Finance and Operations Director (key)	mobilized	March 23, 2015
4	Component 1 & 2 Lead (Value Chain Advisor)	mobilized	March 11, 2015
5	Financial Capacity Building Manager		
6	Gender Specialists – 2	mobilized	March 9, 2015 August 1, 2015
7	Resilience/ DRR Specialist (CRS)		
8	MEL Manager	mobilized	July 6, 2015
9	Capacity Building Manager (SNV)	mobilized	June 1, 2015
10	Communications Specialists -2	1 submitted to USAID and approved; recruiting Burkina Faso	
11	Niger Program Manager	mobilized	August 20, 2015
12	Component 3 Lead- Input & Service Market Advisor		
13	Component 4 Lead – Access to Finance Advisor	mobilized	March 6, 2015
14	Component 5 Lead – Enabling Environment/ Facilitation	mobilized	May 15, 2015
15	Cowpea VC Leads – 2 (CRS)	1 mobilized	June 1, 2015
16	Small Ruminant VC Leads – 2	1 mobilized	May 5, 2015
17	Poultry VC Leads – 2	mobilized	June 1 <sup>st</sup> , 2015 July 21, 2015
18	Cowpea Marketing and Export Specialist – 2 (SNV)	1 mobilized	June 22, 2015

19	Livestock & Dairy Market Access Specialists – 2 (SNV)	mobilized	May 15, 2015 July 1, 2015
20	Input Supply Specialist		
21	Animal Health Specialists – 2 (VSF)	mobilized	June 1, 2015 July 1, 2015
22	BDS/ Innovation Advisors – 2 (SNV)	mobilized	May 15, 2015 June 22, 2015
23	Financial Services Specialists – 2		
24	VS Governance Specialist (CRS)		
25	Cowpea Value Chain Coordinators – 5 (A2N, AGED, Karkara)	1 mobilized	August 1, 2015
26	Small Ruminants, Livestock & Dairy Value Chain Coordinators – 5 (A2N, AGED, AREN)	1 mobilized	August 1, 2015
27	Value Chain Coordinators - 3 (Karkara)		
28	Functional Literacy Coordinators (Karkara, A2N, AGED)	1 mobilized	August 1, 2015
29	Senior Accountants – 2	mobilized	March 9, 2015 April 7, 2015
30	Accounting Assistants – 2	2 mobilized	May 20, 2015
31	HR Managers – 2 (key)	1 mobilized in Niger	March 5, 2015
32	Administrative Assistants	2 mobilized	August 27, 2015
33	Drivers	6 identified – preparing documents for their approval	

### Short-Term Technical Assistance (STTA)

Starting in April, value chain consultants began desk-based research prior to beginning their field work in mid-May. While in country, the consultants held stakeholder consultations. The results of the research informed the development of value chain assessments for each of the selected value chains; cowpea, poultry, and small ruminants. The value chain study methodology included both data collection through organized stakeholder workshops and conducting one-on-one interviews with stakeholders outside of the workshop setting. Interviews were conducted with operators of abattoirs, members of business associations, agents of government agricultural services, participants in livestock markets, employees of leather processing companies, and members of producer organizations. The value chain studies continued in June with stakeholder working group meetings in both countries. Almost 600 stakeholders had participated in meetings in June. The value chain assessments were an integral part of Component 1 and served to validate the project’s implementation strategy, to designate essential geographic areas of operation, and to identify potential partners..

Assignment	Project Quarter	Technical Area
Cowpea VC Consultant	Q3	Component 1
Poultry VC Consultant	Q3	Component 1
Value Chain Lead Consultant	Q3	Component 1

Environmental Mitigation and Monitoring Plan Expert	Q4	Cross Cutting (Environmental)
Monitoring and Evaluation Expert	Q4	Cross Cutting (M&E)

### Document and Deliverables Submission:

REGIS-AG submitted its first work plan, covering the period of March 1<sup>st</sup> through September 30<sup>th</sup> 2015, along with its Performance Monitoring Plan (PMP) on April 21, 2015. After receiving comments and questions from USAID, REGIS-AG submitted a revised work plan to incorporate USAID's recommendations. REGIS-AG also received USAID approval to request input from SAREL on the development of its PMP.

In line with its implementation schedule, REGIS-AG submitted the value chain analyses for each of its selected value chains: cowpea, poultry, and small ruminants on July 31, 2015. The deliverables are currently under review by USAID.

REGIS-AG also conducted a second year annual work plan work shops in Niamey and Ouagadougou August 18-21. REGIS-AG participants presented out on August 21<sup>st</sup> in Niamey to subcontractor representatives to validate the work plan and revise as needed.

Below is a table summarizing REGIS-AG's submitted deliverables:

Document	USAID Submission	Submission Date	USAID Approval
<b>Project Work Plans</b>			
<i>Work Plan 1- FY 15</i>	Submitted	April 21, 2015	Approved
<i>Work Plan 2 – FY 16</i>	Submitted	September 1, 2015	Pending Approval
<b>Progress Reports</b>			
<i>Project Status Report</i>	Submitted	June 22, 2015	Pending Approval
<i>Quarterly Report 2</i>	Submitted	July 31, 2015	Pending Approval
<i>Annual Report</i>	Submitted	September 1, 2015	Pending Approval
<b>Monitoring and Evaluation</b>			
<i>Monitoring and Evaluation Plan &amp; Performance and Monitoring Plan (PMP)</i>	Submitted	April 21, 2015	Pending Approval
<b>Short-Term Technical Assistance Reports</b>			
<i>Value Chain Analyses: Cowpea, Poultry, and Small Ruminants</i>	Submitted	July 31, 2015	Pending Approval
<i>End –Market Analysis</i>	Submitted	July 31, 2015	Pending Approval
<i>Gender Implementation Plan</i>	Submitted	July 31, 2015	Pending Approval
<i>Vision and Strategy Plan</i>	Submitted	July 31, 2015	Pending Approval
<i>Learning Plan</i>	Submitted	July 31, 2015	Pending Approval
<i>Environmental Mitigation and Monitoring Plan</i>	Submitted	September 1, 2015	Pending Approval

## Program Outreach and Communications:

During the early stages of project implementation, the REGIS-AG operations start-up team met with key USAID stakeholders at all levels (COR, CO, Activity Managers, Mission Director, and Deputy Director of the Resilience Secretariat in Washington, DC) to discuss the strategic nature of the project and its importance to USAID’s Resilience in the Sahel Enhanced (RISE). Project staff in Washington, DC also met with the Ambassador in Niger and the Second Counselor of the Embassy of Burkina Faso and provided background information of the project and its objective in order to foster their collaboration and ownership. REGIS-AG staff continues its outreach effort to ensure collaboration with RISE partners and beyond, to ensure that the project realizes its vision of increasing the resilience of vulnerable populations through upgrading value chain competitiveness and inclusiveness. In its effort to ensure active collaboration with RISE partners, REGIS-AG participated in SAREL-sponsored learning events, training, and workshops in an effort to study the current interventions implemented by other key stakeholders, to learn about the regional Collaborating, Learning, and Adapting (CLA) approach, and to identify opportunities to for synergy with ongoing projects in the region.

REGIS-AG makes a continued effort to establish working relationships with Food for Peace (FFP) projects in order to foster active collaboration. As a result, the REGIS-AG Value Chain Advisor and the Component 4/Access to Finance Lead attended two Mercy Corps Development Food Aid Program (DFAP) activity training events in Maradi from April 20<sup>th</sup> to April 23<sup>rd</sup> on crop yield measurement and integration of very poor producers into markets. Additionally, on May 1<sup>st</sup>, REGIS-AG and REGIS-ER staff met with Dina Esposito, Director of USAID’s Office of Food for Peace, to discuss collaboration among all USAID-funded projects in the Sahel. During the month of May, the Value Chain Advisor and Access to Finance Lead also traveled to the Maradi region to attend product fairs and attend partner meetings while the DCOP visited Dori and Fada to raise awareness of the project and to visit REGIS-ER’s field work. The team later traveled to Zinder to establish collaboration with REGIS-ER and introduce the project to regional authorities and technical services, including the offices of governors, Ministry of Agriculture, Ministry of Livestock, and Ministry of Education and Literacy. The team also participated in other field activities, such as meeting with a women’s cowpea processing organization supported by CRS in Maradi, visiting a women’s group supported by the Lahiya project (World Vision/ Save the Children), and meeting members of a GIE established by AREN in Bermo/ Dakar.

### Outreach Events:

Date	Location	Meeting	Participants
February 2015	Dakar, Senegal	Initial start-up meeting with USAID	USAID Representatives in Dakar, Senegal.
March 2015	Niamey, Niger	Meeting with Niger and Burkina Faso Activity Managers	Megan Kyle, USAID Niger Activity Manager Michelle Corzine, USAID Burkina Faso Activity Manager
March 2015	Niamey, Niger	Meeting with USAID Representative	James Paris, USAID Representation
March 2015	Niamey, Niger	Millennium Challenge Corporation Reception	MCC CEO Dana Hyde
March 2015	Washington,	Initial briefing on project	Ambassador of Niger

	DC	objectives	
March 2015	Washington, DC	Initial briefing on project objectives	Second Counselor and Press Attaché of the Embassy of Burkina Faso
April 2015	Niger and Burkina Faso	SAREL-sponsored learning events, trainings, and workshops	Sahel Resilience Learning
May 2015	Maradi and Zinder, Niger Dori and Fada, Burkina Faso	Collaboration meetings	REGIS-ER project team, regional authorities and technical services (offices of governors, ministry of agriculture, ministry of livestock, ministry of education and literacy)
May 2015	Zinder and Niamey, Niger	Collaboration meetings	AREN, CRS, KARKARA, FAO
May 2015	Niamey, Niger	Collaboration meetings	SAREL project staff, REGIS-ER project staff, Terra Global Capital, AGRHYMET
May 2015	Niamey, Niger	Collaboration meetings	West Africa Trade Hub staff
June 2015	Niamey, Niger	Collaboration meetings	Banque Agricole du Niger (BAGRI) representatives
June 2015	Niamey, Niger	Round table meetings	West Africa Productivity Program
June 2015	Zinder, Niger	Collaboration meetings	Initiative 3N representatives
July 2015	Niamey, Niger	Coordination Meetings with Government of Niger	Minister of Animal Husbandry Mahaman Elhadji Ousmane
July 2015	Niamey, Niger	Coordination Meetings with Government of Niger	Minister of Commerce and Promotion of the Private Sector, Alma Oumarou
July 2015	Niamey, Niger	Coordination Meetings with Government of Niger	Minister of Agriculture, M. Maïdagi Allambeye
July 2015	Niamey, Niger	Coordination Meetings with Government of Niger	Minister, Haut Commissariat a l'Initiative 3N, Dr. Ouendeba Botorou
July 2015	Niamey, Niger	1 <sup>st</sup> Niamey Poultry Fair	Minister of Livestock, Minister of Commerce, Plateforme d'Innovation des Acteurs de la de Volaille de la Région de Niamey and the World Bank-funded Programme de Productivité Agricole en Afrique de l'Ouest (PPAAO/WAAPP-Niger), REGIS-ER, poultry value chain actors
August 2015	Maradi, Niger	Cowpea and Livestock Workshop	Nigerian traders and processors from key market centers

			(Dawano, Kano, Katsina, Maidougouri, and Sokoto), traders and processors (including 8 women groups)
August 2015	Niamey, Niger	CRS-Niger planning meeting on « Choix des chaînes de valeur du Projet BRACED/SURIM »	CRS-Niger staff and project stakeholders
August 2015	Niamey, Niger	Collaboration meetings	UMOCIR (l'Unité de Mise en Oeuvre du Cadre Intégré Renforcé)
August 2015	Burkina Faso and Niger	Collaboration meetings	Ministry of Livestock, Direction Générale de la Production et des Industries Animales
August 2015	Niamey, Niger	Work planning	REGIS-AG project team and subcontractor

## Component 1: Identify Opportunities through Value Chain and End-Market Analysis

REGIS-AG completed all activities related to Component 1 during FY15 by completing and submitting the desktop studies, value chain analyses, gender analysis, and end-market analyses to USAID for its approval. The analyses are a critical aspect to REGIS-AG implementation, and it was essential to complete them in the initial months of the project implementation. The analyses, indeed, laid out the economic, social, and geographic realities of the cowpea, small ruminant, and poultry value chains. A team of expatriate consultants worked closely with the REGIS-AG staff to facilitate stakeholder meetings, conduct interviews with value chain actors, and make visits to work sites in Niger and Burkina Faso. REGIS-AG submitted the final reports on July 31, 2015 along with a vision-strategy guide for the life of the project.

The consultants and REGIS-AG team worked with producers, suppliers, and partner organizations to ensure the delivery of quality assessments. The following partner organizations attended one or more meetings:

- Les Nigériens Nourrissent les Nigériens (3N);
- ASUSU SA (Banque et Institution de Microfinance);
- Banque Agricole et d'Investissement (BAGRI);
- Centrale d'Approvisionnement en Matériels et Produits Vétérinaires (CAMAVET Maradi);
- Collectif des Associations Pastorales du Niger (CAPAN);
- Centrale d'Approvisionnement en Produits Vétérinaires (CENTRAVET);
- Chambre Régionale d'Agriculture (CRA);
- Institution de Microfinance KOKARI (IMF-KOKARI);
- Les Services Vétérinaires Privés de Proximité;
- Mercy Corps Programme SAWKI;
- Ministère de l'Élevage;

- ONG INF DEV;
- Plateforme d'Innovation des Acteurs de la Filière Avicole (PIAFA);
- REGIS-ER;
- Save Children Programme LAHIA.
- Victoire contre la Malnutrition / ACDI/VOCA
- Programme FASO / Catholic Relief Services
- REGIS-ER
- Organisation des Nations Unies pour l'Alimentation et l'Agriculture (FAO)
- Programme VALPAPE
- APIL
- ATAD
- Projet d'Appui aux Filières Agricoles (PROFIL)
- Association des Grossistes et Détaillants des Intrants Agricoles (AGRODIA)
- Coopérative de Commercialisation des Intrants et du Matériels agricoles (COCIMA)
- Association pour la Gestion de l'Environnement et le Développement (AGED)
- Association Nodde Nooto (A2N)
- Moyens d'Existence
- SNV
- Vétérinaire Sans Frontière (VSF)
- Programme d'Appui aux Filières Agro-sylvo-pastorales (PAFASP)
- Institut de l'Environnement et de Recherches Agricoles (INERA)
- Direction Régionale des Ressources Animales (DRRA)
- Direction Régionale de l'Agriculture, des Ressources hydrauliques, de l'assainissement et de la Sécurité Alimentaire (DRAHASA)
- Direction Générale du Centre de Promotion de l'Aviculture Villageoise (CPAVI)
- Direction Générale de la Production Animale (DGPA)
- Direction Générale des Services Vétérinaires (DGSV)
- Les services déconcentrés de l'Etat au niveau provincial
- Réseaux des Caisses Populaires du Burkina
- Union des Caisses d'Epargne et de Crédit du Sahel (UCEC Sahel)
- Mutuelle d'Epargne et de Crédit de Fada N'Gourma
- Mutualité Femme & Développement du Burkina ( MUFEDEB)
- Mutuelle d'Epargne et de Crédit JOUNLIMANI
- Union Régionale des Mutuelles d'Epargne et de Crédit
- Coopérative Diocésaine d'Epargne et de Crédits (CODEC-KAYA)
- Institution de Microfinance (GRAINE SARL)
- Chambre Régionale Agricole (CRA)
- Union Provinciale des Professionnels Agricoles (UPPA)
- Union Régionale des Producteurs de Semences (URPS)
- Union Communale de Fada
- Union Communale des Producteurs B/V
- Union Provinciale des Eleveurs du Burkina Faso
- Union Nationale des commerçants bétail et viande

- Union régionale des Producteurs de Niébé
- Fédération des marchés bétail et viande
- Fédération des Eleveurs du Burkina
- Fédération des Exportateurs de Bétail (AEBF)

### ***Activity 1.1 Summarize Existing Info into Desk Studies.***

The consultants conducted a thorough literature review of all three value chains – cowpea, poultry, and small ruminants as an initial step to conducting the value chain assessments. The literature review proved essential background information on production, processing, support services, and marketing activities in Burkina Faso and Niger. Through the initial desk studies, the consultants identified information gaps and data limitations in the available literature, especially on cross-border trade and household consumption trends. These limitations represent opportunities for further research and collaboration with other active partners in the countries of implementation.

### ***Activity 1.2 Conduct End Market Analyses.***

Understanding the demand for cowpea and small ruminants in both domestic and regional markets is essential to improve the efficiency of the selected value chains and to better the livelihoods of smallholder farmers. Unfortunately, the poultry value chain was not included in the end-market assessment due to the recent outbreak of the Avian Influenza. Indeed, following the 2007 regional outbreak, most West African countries banned poultry imports for several years and limited internal movement of poultry. In addition to the field research in Burkina Faso and Niger, the consultants, with the support of the REGIS-AG team, conducted week-long assessments of the end markets for cowpea and small ruminants in Cote d'Ivoire, Ghana, and Nigeria and held interviews with traders, wholesalers, retailers, and processors of the two commodities.

### ***Activity 1.3 Conduct Value Chain Analyses.***

Three international consultants along with the REGIS-AG staff conducted the value chain analysis under the supervision of REGIS-AG's Value Chain Advisor. The study was conducted from April to August 2015 and involved desk studies, field research (stakeholder meetings, interviews and visits to work sites of value chain actors), and a validation meeting involving all major groups of stakeholders. REGIS-AG submitted the report to USAID on July 31, 2015, therefore completing this activity.

### ***Activity 1.4 Conduct Gender Analyses for the Three Value Chains.***

The consultants and REGIS-AG team also conducted a gender assessment, using the USAID's "Guide to Gender Integration and Analysis" as a guideline. The assessment focused on identifying, understanding, and describing gender differences of value chain actors and their impact on the project. Gender represents a cross-cutting theme for the REGIS-AG project and the REGIS-AG made it a priority with the development of a gender integration plan, submitted to USAID on July 31, 2015.

### ***Activity 1.5 Organize Workshops / Finalize VC Strategies.***

Once the value chain analyses were completed, validation workshops were organized in the six target regions in Burkina Faso and Niger. With the information and feedback received during these meetings, the team of value chain experts incorporated the information into the value chain analyses. This confirmed information and responses to USAID comments will be submitted during September 2015 after REGIS-AG.

### Activity 1.6 Hold Multi-Stakeholder Platform Meetings.

During the reporting period, the REGIS-AG team held validation workshops in the six implementation regions to present out the information gathered on the target value chains to stakeholders and to receive feedback and confirm that value chain actors in both countries determined the information gathered to be relevant and valid. The table below shows the meeting dates and locations for each value chain.

Meetings	Poultry	Cowpea	Small Ruminants
<b>Niger (VC leads)</b>	<b>Saley Tiambou</b>	<b>Senyi Issoufou</b>	<b>Issoufou Beidou</b>
Stakeholder Meeting - Maradi	Wednesday, May 27	Friday, May 29	Monday, June 22
Stakeholder Meeting – Zinder	Monday, June 1	Tuesday, June 2	Wednesday, June 24
Stakeholder Meeting – Tillaberi	Tuesday, June 9	Saturday, June 6	Monday, June 28
Validation Meetings	Thursday, August 6	Monday, August 10	Tuesday, August 4
<b>Burkina Faso</b>			
Stakeholder Meeting - Dori	Wednesday, June 3	Thursday, June 18	Tuesday, May 26
Stakeholder Meeting - Kaya	Friday, July 10	Tuesday, June 16	Tuesday, June 16
Stakeholder Meeting - Fada	Tuesday, July 7th	Monday, June 22	Thursday, June 18
Validation Meetings	Friday, August 14	Thursday, Aug 13	Wednesday, Aug 13

## Component 2: Strengthen Vertical and Horizontal Value Chain Linkages and Relationships in Selected Value Chains

Component 2 activities include the identification of producer groups that the project will work to strengthen. The overarching goal of this component is to improve market access, aggregation functions, buying and selling relationships, and cooperation among stakeholders. To achieve its goal, REGIS-AG will work with partner organizations including Mercy Corps, Catholic Relief Services (CRS), Save the Children, ACDI/VOCA and the World Food Programme (WFP).

COMPONENT 2 (Result 2.2.2): STRENGTHEN VERTICAL AND HORIZONTAL VALUE CHAIN LINKAGES AND RELATIONSHIPS IN SELECTED VALUE CHAINS					
Feed the Future (FTF) or Custom (CUS) Performance Indicators: Output (OP) Outcome (OC)	Unit of Measure and Disaggregation	Year 1 Target	Value at Reporting Date (Aug. 31, 2015)	Value Month of September	Year 1 Total (as of 30 Sept. 2015)

FTF/OP	2.1 Number of new jobs attributed to USG implementation*	# By Sex	0	0	0	0
FTF/OP	2.2 Number of vulnerable households benefitting directly from USG interventions	#	1,003	883	400	1283
FTF/OP	2.3 Food security private enterprises, producer, water user or community based organizations, women's groups, trade and business associations receiving USG-funded assistance	# By VC & type of organization	5	1	1	2
FTF/OP	2.4 Number of stakeholders implementing risk-reducing practices/actions to improve resilience to climate change as a result of USG assistance	# By Sex	40	0	0	0
CUS/OP	2.5 Market exchanges (bourses) and fairs linking sellers and buyers	#, By VC: Cowpea Small ruminants	4	2	6	8
CUS/OP	2.6 Women's groups transformed into GIEs	#, By VC	0	0	0	0

## Cowpea Value Chain

Cowpea is a high protein product and an important crop for farmers in Niger and Burkina Faso, often serving as a cash crop. Niger is the second largest producer and a net exporter of cowpea (following Nigeria) and Burkina Faso is the third largest producer of cowpea. REGIS-AG's vision is to use the cowpea value chain to increase production and productivity, alleviate poverty, and improve nutrition and economic development in the target zones of the project.

### **Activity 2.1 Carry out financial analyses of activities of different kinds of producer organizations**

This activity will commence in Year 2.

### **Activity 2.2 Support OPs to register as GIE's or Cooperatives**

This activity will commence in Year 2.

### **Activity 2.3 Plan and stage cowpea fairs.**

This activity will commence in Year 2.

### **Activity 2.4 Identification of and participation in marketing platforms.**

This activity will commence in Year 2.

### **Activity 2.5 Conduct feasibility studies on processing.**

From April 20<sup>th</sup> through April 23<sup>rd</sup>, REGIS-AG participated in a training activity, hosted by the Sawki project in Maradi. The Sawki project is a FFP DFAP program implemented by Mercy Corps, Africare, and Hellen Keller International. REGIS-AG also attended an agricultural market fair in Maradi on May 15, 2015 and the project team used the opportunity to visit and provide technical advice on production and marketing to a women's group (AKULA DA KOWA) specialized in developing new products from cowpea (pasta, couscous, cookies, etc.). The REGIS-AG staff also transferred the product information from the AKULA DA KOWA group to other women's groups in the area.

\* TBD targets will be set following the baseline assessment and completion of the Value Chain and End Market Analyses when sufficient data has been collected to determine accurate milestones.

### ***Activity 2.6 Identify groups interested in improving cowpea flour processing.***

REGIS-AG had the lead role in organizing the Tabaski Holiday (Eid al-Adha) fairs in Maradi and Zinder, working closely with all local stakeholders, notably Karkara, SAWKI (Mercy Corps DFAP), AREN, REGIS-ER, LAHIA (Save-the-Children DFAP), producer organizations, the main livestock industry association that includes members ranging from producers to processors (meat processing and leather products). The fairs were held on the same dates 19-21 September, immediately prior to the holiday observed from 24-25 September. REGIS-AG also supported the Niamey Tabaski fair for which the PPAAO program took the lead. The fairs were a great success overall, each one providing a different set of lessons learned. Maradi fair registered the greatest number of sales, 700 sheep, for a value of \$100,000, while Zinder had the highest percentage of sales by women's groups (over 90% of total sales) for a total of \$40,000. Fairs included participation of feed suppliers and processors of kilichi, (dried meat – a regional delicacy), all of whom sold their products from booths. Niamey, a smaller event, held at the stadium General Seyni Kountché, was important notably for bolstering efforts of women's livestock network that made their first sale to Senegal for Tabaski, organizing a shipment by truck of 230 sheep; they are looking to REGIS-AG to expand efforts for next year. 139 rams were sold for a total of 15 million FCFA.

While Tabasky fairs were planned for Burkina Faso, they were ultimately canceled due to the coup that took place on September 16.

## **Small Ruminants Value Chain**

### ***Activity 2.7 Organize women's sheep and goat fairs.***

This activity will commence in Year 2.

### ***Activity 2.8 Target men with messaging on women's economic rights.***

This activity will commence in Year 2.

### ***Activity 2.9 Training in cheese and dairy marketing.***

This activity will commence in Year 2.

### ***Activity 2.10 Organize study visits to export markets.***

This activity will commence in Year 2.

## **Poultry Value Chain**

### ***Activity 2.11 Strengthen poultry associations.***

This activity will commence in Year 2.

### ***Activity 2.12 Train collectors on biosecurity.***

This activity will commence in Year 2.

### ***Activity 2.13 Organize poultry selling fairs.***

On July 13th, The Resilience and Economic Growth in the Sahel – Agricultural growth (REGIS-AG) organized the first edition of the Niamey Poultry Fair, in collaboration with the Resilience and Economic Growth in the Sahel – Enhanced Resilience (REGIS-ER), the West African Agricultural Productivity program (PPAO), and the Innovation Platform for the Poultry Value Chain in Niger (PIAFA) and

sponsored by the Ministry for Livestock in Niger. The fair garnered interest from multiple stakeholders in the poultry value chain, one of the three value chains REGIS-AG focuses on.

**Activity 2.14 Link egg buyers and sellers.**

This activity will commence in Year 2.

**2.15 Train poultry associations in hygienic processing, storage.**

This activity will commence in Year 2.

**Component 3: Strengthen Input Supply and other Supporting Services and Improve Smallholder and Agro-Pastoralist Access to Interconnected Markets**

COMPONENT 3 (Result 2.2.3): STRENGTHEN INPUT SUPPLY AND OTHR SUPPORTING SERVICES AND IMPROVE SMALLHOLDER AND AGRO-PASTORALIST ACCESS TO THESE INTERCONNECTED MARKETS						
Feed the Future (FTF) or Custom (CUS) Performance Indicators: Output (OP) Outcome (OC)	Unit of Measure and Disaggregation	Year 1 Target	Value at Reporting Date (Aug. 31, 2015)	Value Month of September	Year 1 Total (as of 30 Sept. 2015)	
FTF/OP <b>3.1</b> Number of firms (excluding farms) or NGOs engaged in agricultural and food-security related manufacturing and services operating more profitably because of USG assistance	#	0	0	0	0	
FTF/OP <b>3.2</b> Number of Farmers who have adopted new technologies or management practices as a result of USG assistances	# By Sex	0	0	0	0	
CUS/OP <b>3.3</b> Number of agrodealers trained in business management and technical skills	# By Sex	0	0	0	0	
CUS/OP <b>3.4</b> SVPPs created	# By Sex	0	0	0	0	
FTF/OP <b>3.5</b> Number of private enterprises, producer organizations, water user associations, trade and business associations, and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance	# Sex Enterprise Type Value chain	0	0	0	0	
CUS/OP <b>3.6</b> Number of private enterprises, producer organizations, water user associations, trade and business associations, and community-based organizations (CBOs) receiving USG assistance	#	5	1	0	1	

**Cowpea Inputs and Services**

An important activity under Component 3 is related to the extension of Purdue Improved Cowpea Storage (PICS) sacks to producer groups. Many financial institutions in the region provide warrantage for cereals, but have limited experience with cowpeas as storage was limited until the development of the three-layered hermetically-sealed PICS sacks, which significantly reduce post-harvest losses from pests when used properly.

### ***Activity 3.1 Identification of input providers / agrodealers***

During the month of July, REGIS-AG made progress towards identifying input suppliers and agro dealers for the niébé value chains in Niger. A team of four REGIS-AG staff conducted a cross-cutting reconnaissance trip where they visited all three project regions of Maradi, Tillabéri, and Zinder to survey the available vendors that the project teams could potentially work with to build linkages to target producer beneficiaries. The reconnaissance trip included a review of the available input suppliers, BDS providers, micro-finance institutions and potential stakeholders who could be actors in a warrantage or inventory credit system with the PICS bags. Out of the 34 organizations interviewed, thirteen service providers and agrodealers in the niébé value chain were interviewed.

### ***Activity 3.2 Providing business management and technical training to agrodealers***

As REGIS-AG is still in the process of identifying the input providers and agrodealers whom to target Component 3 activities to, no business management or technical training has been started to date. However, as described above, the survey conducted in Niger in July 2015 included a review of BDS providers who potentially can collaborate with REGIS-AG on the agrodealer trainings.

### ***Activity 3.3 Strengthening agrodealer networks.***

This activity will commence in Year 2.

### ***Activity 3.4 Promote aggregation of production by facilitating access to warehouse storage.***

During the end of the reporting period, a survey of warehouse and storage facilities was initiated and in process (at the time of writing) with REGIS-ER. This survey is a collaborative effort between REGIS-AG and REGIS-ER given the synergies within this activity. The two programs will work together to aggregate producer groups through warehouse storage access so that they can access warrantage systems.

### ***Activity 3.5 Establish relationships with PICS sack suppliers and agrodealers to develop distribution networks in the countryside.***

This activity will commence in Year 2.

### ***Activity 3.6 Work with Faso Plast, the only manufacturers of PICS sacks in Burkina Faso, to increase production in the region***

This activity will commence in Year 2.

## **Animal Inputs and Services**

The Component 3 activities under Animal Inputs and Services for Poultry and Small Ruminants largely consist of REGIS-AG activities that target and work with veterinary services, animal health awareness, and disease sensitization.

### ***Activity 3.7 Provide managerial and technical training for vets, AHTs, CAHWs, vaccinators.***

During the reporting period, two training events of two days each were carried out in Maradi on June 1-2, 2015 and on June 9-11 in Niamey for participants in Tillabéri region. These theoretical and practical training sessions involved the agents of the national epidemiological surveillance network - private and public veterinarians – in the region of Maradi and Tillabéri. Each training session included the following:

- A description of the monitoring protocol
- Case studies of major diseases

- A manual compiling all the data used to support participants with particular focus on avian flu

**Activity 3.8 *Develop an Animal health charter.***

This activity will commence in Year 2.

**Activity 3.9 *Annual refresher training on poultry for vaccinators.***

Meetings were also organized by VSF-B with the College of Veterinarians and the Association of Private Veterinarians for the preparation of Veterinary Technical Refresher training days scheduled for September 25-27, 2015

**Activity 3.10 *Train and inform actors on biosecurity.***

During the reporting period, two training events of two days each were carried out in Maradi on June 1-2, 2015 and on June 9-11 in Niamey for participants in Tillaberi region. These theoretical and practical training sessions involved the agents of the national epidemiological surveillance network - private and public veterinarians – in the region of Maradi and Tillaberi. Each training session included the following:

- A description of the monitoring protocol
- Case studies of major diseases
- A manual compiling all the data used to support participants with particular focus on avian flu

**Activity 3.11 *Strengthen local, real time, disease surveillance.***

VSF-B started the process for the implementation of VG Tropics – a health system for managing animal health data in developing countries - to benefit the DGSV specifically in the epidemiological control of diseases. Other partners will be approached to help cover the cost of the software to ensure shared costs and equal access across our programs.

**Activity 3.12 *Sensitize population about avian influenza.***

In Burkina Faso, following the recommendations of the Niamey workshop, contacts were initiated with the Directorate General of Veterinary Services (DGSV) in order to identify avenues for cooperation in the response against the outbreak of the Avian Flu. VSF-B is well-positioned to raise awareness and carry out training and provide support for epidemiological surveillance. The first actions will take place in particular in the regions and provinces where REGIS-AG is active and actions on a national scale through mass media are possible.

VSF-B continued to monitor and report on the evolution of events related to the avian flu outbreak that appeared in Maradi in April.

**Activity 3.13 *Develop/share prophylaxis calendars.***

This activity will commence in Year 2.

**Activity 3.14 *Conduct ROI calculations on supplementary rations for penned sheep.***

This activity will commence in Year 2.

**Activity 3.15 *Explore linkages with ECOWAS***

This activity will commence in Year 2.

## Component 4: Increase Access to Finance, Innovation and Private Sector Investment

COMPONENT 4 (Result 2.2.4): INCREASING ACCESS TO FINANCE, INNOVATION & PRIVATE SECTOR INVESTMENT						
Feed the Future (FTF) or Custom (CUS) Performance Indicators: Output (OP) Outcome (OC)	Unit of Measure and Disaggregation	Year 1 Target	Value at Reporting Date (Aug. 31, 2015)	Value Month of September	Year 1 Total (as of 30 Sept. 2015)	
CUS/OC	4.1 New and/or innovative services (including insurance) and technologies available to VC actors as a result of USG assistance	#	0	0	0	
FTF/OP	4.2 Number of MSMEs, including farmers, receiving USG assistance to access loans	#	0	0	0	
CUS/OP	4.3 Strategic Services Subawards (3S) awarded	# Value in USD	0	0	0	
CUS/OP	4.4 Business plans developed with USG assistance	#	0	0	0	
FTF/OP	4.5 Number of MSMEs, including farmers, receiving business development services from USG assisted services	#	0	0	0	
FTF/OP	4.6 Number of public-private partnerships formed as a result of FtF assistance	#	0	0	0	

### Reinforce Demand for Financial Services

#### **Activity 4.1 Provide training in functional literacy to project participants particularly women.**

This activity will commence in Year 2.

#### **Activity 4.2 Reinforce capacity of local service providers to offer Business Development Services (BDS).**

This activity will commence in Year 2 once local service providers are identified and finalized.

#### **Activity 4.3 Connect project participants with MFI's to apply for warehouse receipts credit and other financial services.**

As part of the continuing exercise to bring the actors working in the three value chains together with banks and MFIs, a panel on financing of poultry farming was organized with ECOBANK, Asusu, and BAGRI. This panel allowed actors in the poultry value chain to see the terms of access to poultry credits and the opportunities offered by these banks and MFIs to finance their activities. This event has already helped to put some actors in the poultry chain of Tillaberi into credit negotiations with ECOBANK, Asusu, and BAGRI.

#### **Activity 4.4 Collaborate with REGIS-ER to link producer groups to MFIs for warrantage**

During the reporting period, REGIS-AG and REGIS-ER held a conference to outline collaboration between REGIS-AG and –ER including warrantage and PICS bags activities. Under these activities, REGIS-ER groups and targeted beneficiaries will be connected to MFIs through REGIS-AG to create a system of warrantage utilizing the PICS bags, which will allow cowpeas to be stored until a more competitive time to sell. Once cowpeas are bagged and stored using the PICS bags, MFIs will offer credit

to beneficiaries to allow for needed investments that would be repaid with the sale (if not sooner) of the stored cowpeas.

## Strengthen Financial Services Offered by Supporting Banks and MFIs

### *Activity 4.5 Identify different financial institutions and funding opportunities.*

During the month of July, the REGIS-AG team made progress towards identifying potential financial institutions for collaboration. A team of four REGIS-AG staff conducted a cross-cutting reconnaissance trip where they visited all three project regions of Maradi, Tillaberi, and Zinder to survey the available value chain actors (including MFIs) that the project teams could potentially work with to build linkages to target producer beneficiaries. The reconnaissance trip interviewed seven MFIs and 5 economic interest groups.

### *Activity 4.6 Develop innovative insurance mechanisms.*

This activity will commence in Year 2.

## Establish and Manage “Strategic Services Subaward” Fund (3S)

### *Activity 4.7 Select opportunities with high potential for upgrading.*

REGIS-AG has not yet released the APS to initiate and receive applications for the 3S fund during the reporting period. This activity is to commence in Year 2. However, REGIS-AG staff has conducted exchanges with I3N on collaborating in Zinder on financing for the likely rehabilitation of the beef processing in Zinder as a potential activity under the 3S fund.

## Component 5: Improve the Enabling Environment for Local and Regional Private Sector Investment

COMPONENT 5 (Results 2.2.5): IMPROVE THE ENABLING ENVIRONMENT FOR LOCAL AND REGIONAL PRIVATE SECTOR INVESTMENT						
Feed the Future (FTF) or Custom (CUS) Performance Indicators: Output (OP) Outcome (OC)	Unit of Measure and Disaggregation	Year 1 Target	Value at Reporting Date (Aug. 31, 2015)	Value Month of September	Year 1 Total (as of 30 Sept. 2015)	
CUS/OP 5.1 Multi-stakeholder workshops organized	#	6	25	0	25	
CUS/OC 5.2 Number of Trade associations/interprofessions supported with advocacy skills and strategic plans,	#	0	0	0	0	
CUS/OP 5.3 Number of Value chain governance assessments	#	0	0	0	0	
CUS/OP 5.4 Number of Cross-border learning visits	#	0	0	0	0	
CUS/OP 5.5 Quarterly learning meetings	#	0	0	0	0	
CUS/OP 5.6 Annual project-wide learning summits	#	0	0	0	0	

## Laws Governing Private Investment

### *Activity 5.1 Conduct study on laws governing private investment in land and agriculture*

This activity will commence in Year 2.

## Organize Multi-Stakeholder Platforms

### *Activity 5.2 Identify Platforms*

During the first implementation year, REGIS-AG held many collaboration meetings to better understand the operating environments, the work being completed and the challenges faced by local and international groups in the two implementation countries. This outreach and discussions served to inform and advise REGIS-AG in identifying platforms for multi-stakeholder collaboration.

## Develop Inclusive Market Management Plan

### *Activity 5.3 Identify Pilot markets in Niger and Burkina Faso*

This activity will commence in Year 2.

## Food Security Strategies

### *Activity 5.4 Address issues of access to water/land and services.*

This activity will commence in Year 2.

## Develop Collaborate, Learn, and Adapt (CLA) Plan

### *Activity 5.5 Promote learning agenda*

The COP and the Value Chain Advisor attended a 2-day SAREL workshop from 1-2 April that discussed experiences to date, good practices, and lessons learned from resilience programs in Niger. These discussions will help inform REGIS-AG implementation and ensure that best practices are integrated into project activities

The COP also attended a 1-day workshop, the first Sahel Resilience Learning (SAREL) project CLA (Collaborating, Learning, and Adapting) Training event for RISE Partners. Workshop covered application of CLA principles and operational processes that help to ensure that development work is steered by continuous learning, intentional collaboration among partners, and built-in mechanisms for flexibility based on lessons learned.

## Monitoring and Evaluation (M&E)

During the reporting period, REGIS-AG submitted to USAID for approval the life of project Performance Management Plan (PMP) and is under review.

At the end of Year 1, REGIS-AG's MEL managers will attend a Data Quality Assessment with the SAREL project. This training, to take place August 30-September 5, 2015, will train and provide guidance to M&E project professionals on the DQA process from the collection to the analysis and reporting.

## PMP

REGIS-AG does not currently have an approved PMP but the below table contains the proposed indicators, targets and progress to date. Given that REGIS-AG is in the first five months of implementation, progress to date on performance indicators is limited, if any.

### Status of Performance Indicators

<p><b>Sahel – Overarching Goal:</b> To increase the resilience of chronically vulnerable people, households, communities and systems in targeted agro-pastoral and marginal agriculture livelihood zones in Niger and Burkina Faso</p> <p><b>Development Objective 1:</b> Increased and Sustainable Economic Well Being</p> <p><b>IR 2:</b> Intensified Production &amp; Marketing for Livestock &amp; High Potential Crops</p> <p><b>IR 1.2:</b> Intensified Production &amp; Marketing for Livestock &amp; High Potential Crops</p> <p><b>IR 2.2:</b> High Potential Value Chains Strengthened</p>						
<p><b>REGIS-AG Goal:</b> To increase the incomes of vulnerable households, including men and women, through the transformation of selected, high-potential value chains.</p>						
Feed the Future (FTF) or Custom (CUS)		Unit of Measure and Disaggregation	Data Source	Year 1 (March – August)	Year 1	LOP
Performance Indicators:			& Collection		Target	Target
Output (OP) Outcome (OC)			Method			
PROJECT-LEVEL INDICATORS						
FTF/OC	0.1 Value of Incremental sales (collected at farm level) attributed to program implementation*	\$  By VC & Sex	Producer and market surveys	0  0	0	900000
FTF/OC	0.2 Farmers who have adopted new technologies or management practices as a result of USG assistance[1]	#  By Sex	Producer surveys	0	0	48,550
FTF/OC	0.3 Increase in installed storage capacity (m3)	#	Producer and market surveys	0	0	85000

FTF/OC	<b>0.4</b> Value of new private sector investment in the agricultural sector or value chain leveraged by project implementation	\$  By VC	Surveys	0	0	\$250,000
FTF/OC	<b>0.5</b> Value of agriculture and rural loans made by USG assisted financial institution	Value in USD	Financial institution records	0	0	\$6.02M
FTF/OC	<b>0.6</b> Number of laws or regulatory actions advocated by associations of value chain actors (e.g., farmers, agro-pastoralists, cooperatives, traders, processor, exporter associations) and accepted by host government	#	Project Records  Govt. Records	0	0	10
<b>COMPONENT 1 (Result 2.2.1): IDENTIFY OPPORTUNITIES THROUGH VALUE CHAIN AND END MARKET ANALYSIS</b>						
<b>COMPONENT 2 (Result 2.2.2): STRENGTHEN VERTICAL AND HORIZONTAL VALUE CHAIN LINKAGES AND RELATIONSHIPS IN SELECTED VALUE CHAINS</b>						
FTF/OP	<b>2.1</b> Number of new jobs attributed to USG implementation*	#  By Sex	Producer and market surveys		0	2920
FTF/OP	<b>2.2</b> Number of vulnerable households benefitting directly from USG interventions	#	Project Records	883	1,003	50,525
FTF/OP	<b>2.3</b> Food security private enterprises, producer, water user or community based organizations, women's	#	OAC Assessments	1	5	600

	groups, trade and business associations receiving USG-funded assistance	By VC & type of organization	FBO & GIE records			
FTF/OP	2.4 Number of stakeholders implementing risk-reducing practices/actions to improve resilience to climate change as a result of USG assistance	#  By Sex	Surveys	0	40	19,840
CUS/OP	2.5 Market exchanges (bourses) and fairs linking sellers and buyers	#, By VC:  Cowpea  Small ruminants	Project records	1  0  1	2  0  2	95  50  45
CUS/OP	2.6 Women's groups transformed into GIEs	#, By VC	Project records	0	0	40
<b>COMPONENT 3 (Result 2.2.3): STRENGTHEN INPUT SUPPLY AND OTHR SUPPORTING SERVICES AND IMPROVE SMALLHOLDER AND AGRO-PASTORALIST ACCESS TO THESE INTERCONNECTED MARKETS</b>						
FTF/ OP	3.1 Number of firms (excluding farms) or NGOs engaged in agricultural and food-security related manufacturing and services operating more profitably because of USG assistance	#	Surveys  Project records	0	0	140
FTF/ OP	3.2 Number of Farmers who have adopted new technologies or management practices as a result of USG assistance[2]	#  By Sex	Producer surveys	0	0	48,550

CUS/OP	<b>3.3</b> Number of agrodealers trained in business management and technical skills	#, By sex	Project records	0	0	250
CUS/OP	<b>3.4</b> SVPPs created	#	SVPP charters	0	0	7
FTF/OP	<b>3.5</b> Number of private enterprises, producer organizations, water user associations, trade and business associations, and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance	#  Sex Enterprise Type Value chain	FBO records & producer surveys	0	0	480
FTF/OP	<b>3.6</b> Number of private enterprises, producer organizations, water user associations, trade and business associations, and community-based organizations (CBOs) receiving USG assistance	#	Project Records  FBO & GIE records	1	5	600
<b>COMPONENT 4 (Result 2.2.4): INCREASING ACCESS TO FINANCE, INNOVATION &amp; PRIVATE SECTOR INVESTMENT</b>						
CUS/OC	<b>4.1</b> New and/or innovative services (including insurance) and technologies available to VC actors as a result of USG assistance	#	Project records	0	0	12
FTF/OP	<b>4.2</b> Number of MSMEs, including farmers, receiving USG assistance to access loans	#	Project records	0	0	1,540
CUS/OP	<b>4.3</b> Strategic Services Subawards (3S) awarded	#  Value in USD	Project records	0	0	20  \$500,000
CUS/OP	<b>4.4</b> Business plans developed with USG assistance	#	Project records	0	0	280

FTF/OP	4.5 Number of MSMEs, including farmers, receiving business development services from USG assisted services	#	Project Records	0	0	2,439
FTF/OP	4.6 Number of public-private partnerships formed as a result of FtF assistance	#	Project Records	0	0	6
<b>COMPONENT 5 (Results 2.2.5): IMPROVE THE ENABLING ENVIRONMENT FOR LOCAL AND REGIONAL PRIVATE SECTOR INVESTMENT</b>						
CUS/OP	5.1 Multi-stakeholder workshops organized	#	Project records	25	6	60
CUS/OC	5.2 Number of Trade associations/interprofessions supported with advocacy skills and strategic plans,	#	Project records	0	0	8
CUS/OP	5.3 Number of Value chain governance assessments	#	Assessments	0	0	24
CUS/OP	5.4 Number of Cross-border learning visits	#	Project records	0	0	15
CUS/OP	5.5 Quarterly learning meetings	#	Project records	0	0	13
CUS/OP	5.6 Annual project-wide learning summits	#	Project records	0	0	5

## Environmental Management and Monitoring

During the month of August, REGIS-AG contracted environmental expert Damas Nduwumwami to work with the REGIS-AG team during the work planning sessions and draft the Environmental Mitigation and Monitoring Plan (EMMP). The EMMP, submitted September 1<sup>st</sup>, 2015 with the Year 2 Work Plan, was developed and presented to the REGIS-AG team during August 2015. Mr. Nduwumwami worked with the REGIS-AG technical team to fully integrate the activities, monitoring/reporting schedule, and employee roles and responsibilities of the EMMP into the Year 2 REGIS-AG work plan to ensure that the

project prevents and/or minimizes to the greatest degree the negative impact on the environment caused by REGIS-AG activities.

## Cross Cutting Activities

### Gender

During the first implementation year of REGIS-AG, the project conducted a Gender Assessment in concert with the Value Chain and End Market Analyses. Based on desk review and a series of interviews and focus groups conducted during the third quarter of FY2015, the Gender Assessment investigated the gender dynamics within the target value chains of Niger and Burkina Faso and provided recommendations for implementation strategies and approaches to better target female beneficiaries and achieve greater gender equity through REGIS-AG activities without harming or causing risk. The results from the Gender Assessment were integrated into the Year 2 Work Plan activities.

### Key Constraints:

#### Operational

- Staffing – delays in hiring long-term local staff due to delay in development of CNFA salary scale for REGIS-AG staff. All recruitment and hiring has been placed on hold until a salary scale is put in place. A scale was submitted on July 24, 2015 and CNFA is awaiting USAID approval and concurrence to continue utilizing this scale.
- VAT Exemptions – delays in securing VAT exemptions, specifically for services continues for the REGIS-AG project. USAID assistance in securing this waiver has been requested.
- Internet Upgrading Delays – delays in updating the internet connectivity in the Burkina Faso office continues. This delay impacts the ability of staff to communicate via skype or utilize internet for work such as project outreach, research, etc.

#### Programmatic

- Avian Influenza – occurrence of avian influenza has limited the project's ability to collect information on end markets as there exist restrictions on poultry trade flows in response to the outbreak. While the outbreak provides opportunity to emphasize the benefits of biosecurity practices, the disease has impacted the potential return on investment for project beneficiaries as the avian influenza is brought under control and stopped.
- Security issues in northern Nigeria – security issues in northern Nigeria impacted the ability of REGIS-AG to conduct study tours in the area. This impacted the ability of the international consultant to collect valuable information on this important end market.

## Annex A: FY15 Financial Expenditures (Actuals & Projections)

	DESCRIPTIONS	TOTAL APPROVED BUDGET	YEAR TO DATE BUDGET	TOTAL SPENT TO DATE	PROJECTIONS FOR THE PERIOD AUG-SEPT	YTD BALANCE	BALANCE against Total Budget
I.	PERSONNEL	6,017,861	1,112,816	316,657	148,000	796,159	5,701,204
II.	FRINGE BENEFITS	3,387,606	749,724	188,384	63,000	561,340	3,199,222
III.	TRAVEL	978,253	310,972	138,680	51,237	172,292	839,573
IV.	EQUIPMENT	648,647	608,015	212,568	197,796	395,447	436,079
V.	SUPPLIES	152,903	28,800	10,037	4,000	18,763	142,866
VI.	CONTRACTUAL	11,206,057	2,211,936	3,078	40,000	2,208,858	11,202,979
VII.	OTHER DIRECT COSTS	4,172,670	772,570	206,056	117,300	566,514	3,966,614
VIII.	TOTAL DIRECT COSTS	26,563,997	5,794,833	1,075,460	621,333	4,719,373	25,488,537
IX.	INDIRECT COSTS	6,575,005	1,627,462	382,355	441,146	1,245,107	6,192,650
X.	<b>TOTAL</b>	<b>33,139,002</b>	<b>7,422,295</b>	<b>1,457,815</b>	<b>1,062,479</b>	<b>5,964,480</b>	<b>31,681,187</b>
XI.	FIXED FEE	1,251,902	274,018	43,807	32,674	230,211	1,208,095
X.	<b>GRAND TOTAL</b>	<b>34,390,904</b>	<b>7,696,313</b>	<b>1,501,622</b>	<b>1,095,154</b>	<b>6,194,691</b>	<b>32,889,282</b>

**Annex B: Project Inventory List**

# CNFA /PROJECT NAME: REGIS-AG

Country: Niger

As of: 08/31/2015

Number	Date Acquired	Source of Funding	Accountable Contract Number/ Equivalent code designation	Part number/ Description	Unit acquisition cost		Quantity	Total acquisition cost		Identifying Number			National Stock Number	Location	Person Responsible	Condition	Tag Reference Number	Posting Reference and Date of transaction	Date placed in Service	Disposition
					USD	Local Currency		USD	Local Currency	Manufacturer/Model	Serial Number	Other								
63	2/4/2015	AID	AID-625-C-14-00001	Lap Top	\$1,265.65		1	\$1,265.65	740,405	Lenovo ThinkPad T440s	PF02GMHA			Niamey	Director of Finances and Operation	Very Good	10,000			
64	2/4/2015	AID	AID-625-C-14-00001	Lap Top	\$1,265.65		1	\$1,265.65	740,405	Lenovo T440s	PF02K18Y			Niamey	Chief of Party	Very Good	10,001			
65	2/4/2015	AID	AID-625-C-14-00001	Lap Top	\$1,485.26		1	\$1,485.26	868,877	DELL Latitude E 6440				Niamey	VC Advisor	Very Good	10,030			
79	5/25/2015	AID	AID-625-C-14-00001	DESK TOP	\$905.10	515,000	1	\$905.10	515,000	HP	CNC415P5PL	TRF4470VSY		Niamey	Senior Accountant	Very Good	10018,1019 1020			
80	5/25/2015	AID	AID-625-C-14-00001	DESK TOP	\$905.10	515,000	1	\$905.10	515,000	HP	CNC415PH2F	TRF4470VQW		Niamey	Assistant accountant	Very Good	10022,10023,1 0024			
81	5/25/2015	AID	AID-625-C-14-00001	DESK TOP	\$905.10	515,000	1	\$905.10	515,000	HP	CNC418PL4K	TRF4470VSR		Niamey	Human Ressource	Very Good	10026,10027,1 0028			
149	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$875.00	503,125	1	\$875.00	503,125	LENOVO THINKPad	PC-Q4TODX 15/05			Niamey	Capacity Building Manager	Very Good	10,131			
150	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$875.00	503,125	1	\$875.00	503,125	LENOVO THINKPad T440	PC-031CJ1 15/01			Niamey	Human Ressource	Very Good	10,125			
151	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$900.00	517,500	1	\$900.00	517,500	LENOVO THINKPad	PC-031 CHL 15/01			Niamey	Small Ruminant VC Lead	Very Good	10,130			
152	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$900.00	517,500	1	\$900.00	517,500	LENOVO THINKPad	PC-03SZ6Q 15/03			Niamey	Comp 4 Advisor	Very Good	10,129			
153	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$875.00	503,125	1	\$875.00	503,125	LENOVO THINKPad	PC -03SZ6G 15/03			Niamey	MEL	Very Good	10,128			
154	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$900.00	517,500	1	\$900.00	517,500	LENOVO THINKPad	PC-03SZ7R 15/03			Niamey	Cow Pea VC Lead	Very Good	10,127			
155	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$900.00	517,500	1	\$900.00	517,500	LENOVO THINKPad	PC-03SZSZ6D 15/03			Niamey	Poultry VC Lead	Very Good	10,126			
156	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$900.00	517,500	1	\$900.00	517,500	LENOVO THINKPad	PC-031CKE 15/01			Zinder	Dairy Market access	Very Good	10,124			
157	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$900.00	517,500	1	\$900.00	517,500	LENOVO THINKPad	PC 03 S Z 8A 15/01			Zinder	BDS/Innovation Advisor	Very Good	10,123			
158	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$900.00	517,500	1	\$900.00	517,500	LENOVO THINKPad	PC 04T0 2N 15/05			Zinder	Animal Health TA	Very Good	10,132			
159	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$875.00	503,125	1	\$875.00	503,125	LENOVO THINKPad	PC 031 CKQ			Niamey	Human Ressource	Very Good				
160	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$875.00	503,125	1	\$875.00	503,125	LENOVO THINKPad	PC 031 BOT			Niamey	Human Ressource	Very Good				
161	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$875.00	503,125	1	\$875.00	503,125	LENOVO THINKPad	PC031 CH A			Niamey	Human Ressource	Very Good				
162	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$875.00	503,125	1	\$875.00	503,125	LENOVO THINKPad	PC 031 CG7			Niamey	Human Ressource	Very Good				
163	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$875.00	503,125	1	\$875.00	503,125	LENOVO THINKPad	PC 031 CHq			Niamey	Human Ressource	Very Good				
164	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$900.00	517,500	1	\$900.00	517,500	LENOVO THINKPad	PC 03SZ7 W			Niamey	Program Manager	Very Good	10,138			
165	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$900.00	517,500	1	\$900.00	517,500	LENOVO THINKPad	PC 03 SZ63			Niamey	Human Ressource	Very Good				
166	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$875.00	503,125	1	\$875.00	503,125	LENOVO THINKPad	PC03SZ77-15/03			Niamey	Gender Officer	Very Good	10,134			
167	7/20/2015	AID	AID-625-C-14-00001	Lap Top	\$875.00	503,125	1	\$875.00	503,125	LENOVO THINKPad	PC 031 CKD			Niamey	Human Ressource	Very Good				
168	3/9/2015	AID	AID-625-C-14-00001	Laptop Dell Latitude E 64440	\$900.00	517,500	1	\$900.00	517,500	DELL Latitude E 64440	BCM8Q12			Ouagadougou	Chief Accountant	Very Good	11,000			
169	3/9/2015	AID	AID-625-C-14-00001	Laptop Dell Latitude E 64440	\$900.00	517,500	1	\$900.00	517,500	DELL Latitude E 64440	30L8Q12			Ouagadougou	Dori Program Manager	Very Good	11,001			
170	3/9/2015	AID	AID-625-C-14-00001	Laptop Dell Latitude E 64440	\$900.00	517,500	1	\$900.00	517,500	DELL Latitude E 64440	6WM8A12			Ouagadougou	Monitoring Evaluation and Learning Specialist	Very Good	11,002			
171	4/11/2015	AID	AID-625-C-14-00001	Laptop IBM/Lenovo Thinkpad	\$900.00	517,500	1	\$900.00	517,500	IBM/Lenovo Thinkpad	20AQ005QUS			Ouagadougou	Deputy Chief of Party	Very Good	11,003			

Number	Date Acquired	Source of Funding	Accountable Contract Number/ Equivalent code designation	Part number/ Description	Unit acquisition cost		Quantity	Total acquisition cost		Identifying Number			National Stock Number	Location	Person Responsible	Condition	Tag Reference Number	Posting Reference and Date of transaction	Date placed in Service	Disposition
					USD	Local Currency		USD	Local Currency	Manufacturer/ Model	Serial Number	Other								
172				Laptop IBM/Lenovo Thinkpad	\$900.00	517,500	1	\$900.00	517,500	IBM/Lenovo Thinkpad	PC 031CLR15/01		Ouagadougou	Agri input and Services Specialist	Very Good	11,004				
174	4/24/2015	AID	AID-625-C-14-00001	Office Desk	\$676.36	372,000	1	\$653.78	372,000	Wooden Executive Desk			Ouagadougou	Deputy Chief of Party	Very Good	11,007				
175	3/24/2015	AID	AID-625-C-14-00001	Executive Armchair	\$507.27	279,000	1	\$507.27	279,000	Executive Armchair			Ouagadougou	Deputy Chief of Party	Very Good	11,016				
179	8/10/2015	AID	AID-625-C-14-00001	Desktop Unit	\$905.10	520,433	1	\$905.10	520,433	HP PC Units	TRF4470VTD		Ouagadougou	Finance and Operations Manager	Very Good	11,060				
180	8/10/2015	AID	AID-625-C-14-00001	Desktop Unit	\$905.10	520,433	1	\$905.10	520,433	HP PC Units	TRF44470VLC		Ouagadougou	Chief Accountant	Very Good	11,063				
181	8/10/2015	AID	AID-625-C-14-00001	Desktop Unit	\$905.10	520,433	1	\$905.10	520,433	HP PC Units	TRF4440VSY		Ouagadougou	Finance and Operations Manager	Very Good	11,066				
<b>TOTAL EQUIPMENT</b>								<b>AFA 23,581.85</b>	<b>13,583,438</b>											

**USAID comments on REGIS-AG Annual Report March 1, 2015 – September 30, 2015**

Page	Paragraph	Comment	Response	Checked by	Result
6	1	<b>Completion of all activities under Component 1:</b> Not yet, we are still waiting formal validation/acceptation by USAID on final reports	Noted and revised to read, “This first project year, starting in March 2015, saw significant progress with its the start-up activities of the project, submission of all deliverable activities under Component 1: Identify Opportunities through Value Chain and End-Market Analysis, and strategic staging for the build up and launch of activities under Components 2-5.”		
6	1	<b>Tax exemption processes:</b> suggestions to involve USAID country representative in Niger and Burkina to solve this issue	Noted.		
7	1	<b>General Comment on VC development:</b> The emphasis is heavily on marketing. Is support required in the production stage before strengthening market access? How will you address market requirements that involve increase in production quantity or quality?	REGIS-AG is primarily involved in la “mise en relations” of poor producers with the market. As such, REGIS-AG relies on partner projects for production. At the same time, REGIS-AG will be heavily involved in upgrading product standards and quality through training programs for farmer groups.		
7	1	<b>General comment on VC development:</b> Please explain how your activities will consolidate the smallholder’s participation along the VC.	REGIS-AG will work through groups identified through partner projects (mainly FFP programs) who are best prepared to receive and participate in “pull” activities from REGIS-AG. Poor and more vulnerable farmers must, out of necessity, organize with others to pool production so as to aggregate larger quantities for more leverage and better prices in the marketing process. Cowpeas, in particular, require pooled production in order to benefit from the security of the Purdue Improved Cowpea Storage (PICS) hermetically-sealed sacks, rain- proof storage, and marketing		

			assistance. Association development and aggregation of produce can permit poorer farmers to compete in the markets. REGIS-AG will also work with groups on business development plans and provide technical assistance to help them operate in a formal manner and ensure that group members benefit as much as possible from the grouping.		
7	2	<b>Push- Pull Strategy Clarification:</b> Commercial farmers are required to pull vulnerable population producers along the small ruminants' value chain. Pull needed: (1) from lead farmers sharing best practices especially around animal husbandry; (2) larger producers to bulk purchase equipment, vet services, etc; (3) to create production economy of scale for sustainable, organized supply chain participation; (4) to provide local vision about the future of the size, harmonized standards and potential local investments in the small ruminants and also cowpea value chain. When local farmers invest in the post farm gate value chain, jobs are created in the local community thus the local farmers build an economic and social cushion to absorb shocks when they arrive.	REGIS-AG will identify commercial farmers who can provide guidance on technical standards, quality improvement, and market access. For cowpea, for example, a large producer or producer group with success in PICS bags for cowpeas will guide the smaller producers in understanding the return on investment in using PICS.		
7	3&4	<b>Consortium of implementing partners:</b> There are 3 layers of implementing partners. Is there a reason why REGIS AG consortium #1 did not subcontract directly with the local implementing partners? Or at least, ask consortium 3 to join forces with consortium #2? Thus reducing staff funding for other purposes?	There are only two layers of implementing partners. All subcontractors, local or international, have subcontracts directly with CNFA. Other cost savings in areas such as shared office space with subcontractors and REGIS-ER has been arranged.		
7	4	<b>General comment on CRS participation on the REGIS-AG consortium:</b> CRS participation on the REGIS-AG consortium could facilitate the collaboration with other RISE Implementing Partners Including CRS for FASO Program in Burkina. In addition, ACIDI/VOCA, the IP of ViM	Noted. Having CRS as a subcontractor has been a critical linkage to the other CRS programs that will help collaboration. As cited in the CNFA proposal, CRS was seen as a key partner for ensuring our integration and collaboration with other operating projects in		

		Project (FFP DFAP) in Burkina did an analysis on VC development focused on cowpea. Possibilities of collaboration exist and may be strengthened.	the implementation area.		
8	1	<b>Cross-cutting areas such as NRM and conflict mitigation:</b> For these activities, collaboration with REGIS-ER who has already implemented similar activities is needed beyond elaborating joint work-plan. We need to avoid duplication among USAID IPs.	Noted. REGIS-AG does not see coordination on these activities as an issue as the project will work through REGIS-ER groups and will implement activities in concert with each other.		
11	3	<b>Staffing table:</b> for positions # 5, 7, 10, 12, 23, 24, 27, 34, and 35 what is the current status of recruitment? What are the main issues?	Approval for salary scale for CNFA staff was received in September, however, recruitment was on hold for July and August until that was finalized. With the approved scale, REGIS-AG is actively recruiting these positions and anticipates being fully staffed by the end of the calendar year.		
14	3	<b>Outreach meetings and events table:</b> the USAID Niger Country Rep in Niamey was Sean Osner.	After reviewing the table, it is not clear which meeting this comment is in reference to. Could you please provide further clarification?		
16	2	<b>Partner organizations attended one or more meetings:</b> all of listed partners are from Niger, what about Burkina partners?'	Noted. Burkina Faso partners added to the list.		
19	4	<b>Small ruminants VC:</b> why not report on Tabaski small ruminants fair? This annual report may also cover September's 2015 activities.	At the time of writing, the Tabasky fairs had not yet occurred (due date for first draft of annual report due Sept. 1). Therefore, in this revised version we have inserted information for the fairs on page 19.		
19	2.1 -2.10	<b>Collaboration and division of labor:</b> It is not clear where the commodity chain roles and responsibilities are divided between REGIS AG & ER. Studies re: producers' finances, legal status of cooperatives and GIE's would appear to be REGIS ER role as they are to build production related capacity on and off farm with vulnerable populations. Question: How has RISE partners divided VC coverage across the three targeted value chains?	REGIS-AG, REGIS-ER, and FFP programs, while still finalizing their roles and responsibilities, envision their division of labor in the following manner:  <b>Component 1</b> <ul style="list-style-type: none"> <li>REGIS-AG's value chain analysis and development strategies will serve as a model to REGIS-ER value chain development strategies for livelihood diversification.</li> </ul>		

			<ul style="list-style-type: none"> <li>• REGIS-AG will review household economy analysis and other assessments conducted by FFP programs to inform project staff's understanding of livelihoods and the contributions of different value chains</li> </ul> <p><b>Component 2</b></p> <ul style="list-style-type: none"> <li>• REGIS-AG will support producer organizations that have been strengthened by REGIS-ER in upgrading to GIE status and selling to new markets</li> <li>• REGIS-AG will coordinate with REGIS-ER and FFP programs to promote the use of cowpea flour for improved infant and child nutrition and to promote egg consumption</li> <li>• REGIS-AG will coordinate with REGIS-ER to organize sheep and goat market fairs where REGIS-AG participants sell animals in exchange for vouchers provided to REGIS-ER and FFP program participants who will benefit from restocking programs.</li> <li>• REGIS-AG will work with REGIS-ER and national programs to organize women poultry producers into groups to facilitate knowledge dissemination as well as improved access to inputs and credit. REGIS-ER will take the lead on providing training in basic poultry management techniques, while REGIS-AG will support improved access to animal health services, markets and credit.</li> </ul> <p><b>Component 3</b></p> <ul style="list-style-type: none"> <li>• REGIS-AG will increase supply of improved and appropriate inputs while REGIS-ER increases demand for improved and appropriate inputs.</li> <li>• REGIS-AG will tie input supply to improved</li> </ul>		
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			<p>production practices by working with REGIS-ER to identify “champion” households to promote improved practices</p> <ul style="list-style-type: none"> <li>• REGIS-AG will link agrodealers with REGIS-ER and FFP programs to serve as input providers in seed fairs and other subsidized input interventions.</li> <li>• REGIS-ER and FFP programs will conduct village-level demonstrations of PICS sack use and, in some cases, provide vouchers for their purchase; REGIS-AG will strengthen market information systems so that demand generated through these demonstrations is communicated by producers to their producer organizations and GIEs, and on via agrodealers to input suppliers.</li> <li>• REGIS-AG will work with REGIS-ER to disseminate prophylaxis calendars in the intervention areas and train producer groups in basic animal health.</li> <li>• REGIS-AG will train women in mineral/multinutritional block production to improve household income diversification and contribute to REGIS-ER’s Component 1.</li> <li>• REGIS-AG will coordinate with REGIS-ER to promote highly prized local breeds and facilitate training in breeding management, herd management and diversification, with identification of high-potential breeds for each locality provided by REGIS-AG.</li> </ul> <p><b>Component 4</b></p> <ul style="list-style-type: none"> <li>• REGIS-AG will facilitate access to finance for value chain actors and improve financial service provision by bank and non-bank financial institutions while REGIS-ER supports access to finance for community</li> </ul>		
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			<p>members</p> <ul style="list-style-type: none"> <li>• Once PICS sacks become more widely available, REGIS-AG will work with REGIS-ER to link producer groups to MFIs for warrantage.</li> </ul> <p><b>Component 5</b></p> <ul style="list-style-type: none"> <li>• REGIS-AG will coordinate with REGIS-ER governance and NRM interventions to address issues of access to basic inputs such as water and land and to design multi-use water systems. This will include coordinating with initiatives to design livestock corridors to improve access to water and linking with REGIS-ER to support promote the development of <i>boulis</i> to facilitate access to water for productive and household use.</li> </ul>		
20 -21	3.1- 3-15	<p><b>Clarification and rationale of how these activities support vulnerable populations;</b> The work plan gives a one size fits all description of vulnerable populations, therefore, it is hard to understand how some investments to supply chain product and service providers make a difference to “vulnerable populations”. Moreover, an explanation of what services are appropriate and meaningful to what group or level of vulnerable populations would be very beneficial. Finally, if REGIS AG is only supporting the most vulnerable, and if the services are not accompanied with functional literacy components few of the activities meaningful are appropriate.</p>	<p>REGIS-AG will work with groups or associations that have been organized by partner DFAPs or REGIS-ER. The partner organizations that are funded by USAID will likely have similar descriptions of “vulnerable populations.” One size does fit all in a sense – ideally REGIS-AG will be working with associations which have bulked surplus production for marketing and therefore the entry point for these groups is similar. One “supply chain product” is the Purdue Improved Cowpea Storage (PICS) sack which provides hermetic storage of cowpeas, eliminating insect pests without resort to pesticides. The PICS sack is not appropriate to household storage; when used in conjunction with association aggregation of surplus production it will “make a difference to ‘vulnerable populations.’” Since the REGIS-AG collaboration strategy includes collaborative M&amp;E, meaning that our partners</p>		

			will supply us with data on household indicators, we expect to be able to measure the effects on vulnerability of such contributions over the course of the project. As detailed in the annual work plan, the REGIS-AG program includes functional literacy/numeracy through local subcontractors Karkara, A2N, and AGED.		
24	4.7	What are the criteria for grants under the Strategic Services subaward fund?	<p>The finalization of the criteria for the 3S fund (small fixed price subcontracts, not grants) has been drafted and is still in the process of being reviewed and commented on by our teams in Burkina Faso and Niger. However, we anticipate the following criteria to not change:</p> <ul style="list-style-type: none"> <li>-Must work in one of the three targeted value chains</li> <li>-Activity must result in measurable and concrete increases in efficiency and/or incomes for value chain actors</li> <li>-Activity must target women and youth and outline targeting and inclusion strategy</li> <li>-Past performance must demonstrate measured success in sector and activity</li> <li>-Number of beneficiaries who are positively impacted by activity</li> <li>-Registered with the state or officially recognized as a legal entity.</li> </ul>		