



## **Ghana Agricultural Development and Value Chain Enhancement Project (ADVANCE)**

**A USAID FEED THE FUTURE INITIATIVE**

**Third Semi-Annual Report,  
October 1, 2011 - March 31, 2012**

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30th April 2012

### **IMPLEMENTING PARTNERS**



## LIST OF ACRONYMS

ACDEP	Association of Churches Development Projects
ADB	Agricultural Development Bank
ADVANCE	Ghana Agricultural Development and Value Chain Enhancement
AEA	Agricultural Extension Agent
AfDB	African Development Bank
AGRA	Alliance for a Green Revolution in Africa
ATP	Agribusiness and Trade Promotion
CAGA	Carrot Grower Association of Ghana
CIGMAG	Citrus Growers and Marketing Association of Ghana
CRI	Crops Research Institutes
DCA	Development Credit Authority
E-ATP	Enhanced-Agribusiness and Trade Promotion
ECOWAS	Economic Community Of West African States
EU	European Union
EWB	Engineers without Borders
FASDEP	Food and Agriculture Sector Development Policy
FBO	Farmer Based Organization
FDB	Food and Drugs Board
FIs	Financial Institutions
FSF	Financial Services Facilitator
FST	Financial Services Team
FtF	Farmer-to-Farmer
FTF	Feed the Future
GAFCO	Ghana Agro Food Company
GAIDA	Ghana Agricultural Input Dealers Association
GAP	Good Agricultural Practice
GAPTO	Ghana Agricultural Producers and Trader Organizations
GEPA	Ghana Environmental Protection Agency
GFSR	Global Food Security Response
GGC	Ghana Grains Council
GIS	Geographic Information system
GPS	Global positioning system
GRIB	Ghana Rice Inter-professional Body
GSSP	Ghana Strategic Support Program
GTZ	German Technical Cooperation
ICT	Information and Communications Technology
IEHA	Initiative to End Hunger in Africa
IFPRI	International Food Policy research Institute
IITA	International Institute of Tropical Agriculture
INGO	International Nongovernmental organization
ITFC	Integrated Tamale Fruit Company
KIP	Kpong Irrigation Project

LWA	Leader with Associate
M&E	Monitoring and Evaluation
METSS	Monitoring and Evaluation Technical Support Services
MCC	Millennium Challenge Corporation
METASIP	Medium Term Agriculture Sector Investment Plan
MFI	Micro Finance Institution
MiDA	Millennium Investment Development Authority
MoFA	Ministry of Food and Agriculture
MoFEP	Ministry of Finance and Economic Planning
MOU	Memorandum of Understanding
NAAMSECO	National Association of Mechanization Service Center Operators
NADMO	National Disaster Management Organisation
NBFI	Non-Banking Financial Institution
NF	Nucleus Farmer
NGO	Nongovernmental Organization
NRGP	Northern Rural Growth Program
OACS	Osudoku Agriculture Cooperative Society
OISL	Opportunity International Savings and Loans
P4P	Produce for Purchase
PMP	Performance Monitoring Plan
PPRSD	Plant Protection and Regulatory Service Division
RAFIP	Rural Agriculture Finance Program
RTIMP	Roots and Tuber Improvement and Marketing Program
SADA	Savannah Accelerated Development Authority
SARI	Savannah Agricultural Research Institute
SME	Small and Medium Scale Enterprise
SMS	Short Message Service
SRI	System of Rice Intensification
STTA	Short-Term Technical Assistance
TA	Technical Assistance
TIPCEE	Trade and Investment Program for Competitive Export Economy
ToT	Training of Trainers
USAID	United States Agency for International Development
USAID-EG	United States Agency for Development – Economic Growth
USDA	United States Department for Agriculture
VCA	Value Chain Financing
VCTF	Venture Capital Trust Fund
WFP	World Food Program

## TABLE OF CONTENTS

EXECUTIVE SUMMARY .....	5
1 INTRODUCTION .....	8
2 ADVANCE MANAGEMENT AND COLLABORATION WITH OTHER PROGRAMS .....	9
2.1 OFFICE STRUCTURE AND STAFFING .....	9
2.2 COLLABORATION WITH MOFA.....	9
2.3 LINKAGE TO OTHER PROGRAMS.....	10
3 SUMMARY OF RESULTS .....	11
3.1 IMPROVED AGRICULTURAL PRODUCTIVITY.....	11
3.2 EXPANDING MARKETS AND TRADE .....	14
3.3 INCREASED INVESTMENT IN AGRICULTURE AND NUTRITION-RELATED ACTIVITIES .....	15
4 PROGRESS WITH SPECIFIC COMMODITIES AND PROGRAM .....	17
4.1 MAIZE VALUE CHAIN .....	17
4.2 RICE VALUE CHAIN .....	22
4.3 SOYBEAN VALUE CHAIN .....	25
4.4 INPUTS AND EQUIPMENT .....	27
4.5 FINANCIAL SERVICES .....	30
4.6 OUTREACH AND TRAINING .....	33
5 ADVANCE VOLUNTEER PROGRAM .....	38
5.1 OVERALL PROGRAM IMPLEMENTATION .....	38
6 CROSS CUTTING PROGRAM SERVICES .....	40
6.1 ADVANCE GENDER PROGRAM .....	40
6.1.1 Ensuring Gender Equity in all Activities .....	40
6.1.2 Celebration of International Women’s Day .....	40
6.2 ENVIRONMENTAL COMPLIANCE.....	43
6.3 GRANTS PROGRAM .....	44
6.4 PUBLIC RELATIONS AND COMMUNICATION .....	46
6.4.1 ADVANCE Actors Gain Market Access.....	46
6.4.2 Contribution to USAID publications.....	46
7 MONITORING AND EVALUATION.....	47
7.1 Performance Monitoring Plan, Indicators and Targets.....	47

7.2	Data Collection, Analysis and Data Quality Assurance .....	47
7.3	Management Information System Database Upgrade .....	47
7.4	Data Quality Assurance .....	48
7.5	Staff Capacity Development in Monitoring and Evaluation.....	48
7.6	Geographic Information System (GIS) .....	48
	ANNEXES .....	50

#### LIST OF TABLES

Table 2-1	Linkages and Collaboration with Various Projects and Programs .....	10
Table 3-1	Number of producers reached by ADVANCE .....	11
Table 3-2	Results of Sub IRs 1.2 and 1.2 .....	12
Table 3-3	Results of Sub IR2.4.....	14
Table 3-4	Results of IR3.....	15
Table 3-5	Rural and Vulnerable HH Benefitting from FTF Assistance.....	16
Table 3-6	Gendered Household Type Reached by Project .....	16
Table 6-1	Completed and on-going activities .....	45

#### LIST OF FIGURES

Figure 4-1	A drought affected field at Kobeda near Techiman .....	17
Figure 4-2	A Resource person from MoFA training farmers in Kintampo South District to use weighing scales.....	18
Figure 4-3	Provision of spraying services through Service Providers .....	29
Figure 4-4	Reverse factoring model between an input dealer, a bank and smallholders .....	32
Figure 4-5	Distribution of Radio Stations in northern Ghana .....	33

#### LIST OF ANNEXES

Annex 1	ADVANCE operational districts and commodities .....	50
Annex 2	ADVANCE staffing .....	51
Annex 3	Results of environmental monitoring indicators .....	52
Annex 4	ADVANCE program: upcoming volunteer assignments .....	53

## EXECUTIVE SUMMARY

During the reporting period, ADVANCE was redesigned and fully aligned with the Feed the Future (FTF) program objectives of the US government with an overall objective of sustainably reducing poverty and hunger. ADVANCE contributes specifically to Strategic Objectives Three - improved nutritional status, especially of women and children, and Four - inclusive agriculture sector growth. The project tracks four key Intermediate Results (IRs) as follows:

- IR 1: Improved Agricultural Productivity
- IR 2: Expanding Markets and Trade
- IR 3: Increased Investment in Agriculture and Nutrition - Related Activities
- IR-5: Increased Resilience of Vulnerable communities and households

By 1<sup>st</sup> October 2011 all project activities south of the 8<sup>th</sup> parallel had been closed down and all resources had been moved to designated positions north of the country. New offices were established in Wa and Bolgatanga and the existing Tamale office was expanded to become both the Northern Region office and overall technical supervisory office for all three regions of North Ghana. The project maintained the Techiman office which continued to oversee project activities in southwest located districts of the Northern Region. However, the Accra office, headed by the Chief of Party, remains the main project office providing finance, administration, communication, logistics, grants, volunteer and program management support to the four field offices.

The project has continued to carry out a strong technical program following the move to the north to ensure that all PMP targets are achieved. For the three commodity value chains of maize, rice and soy bean, technical activities centred on providing support to participating research institutions, international seed companies and local seed growers to produce certified seed of high yielding crop varieties. Increased access to certified seed combined with strong linkages between producers and markets, input suppliers, and financial institutions, forms the core of our strategy to improve productivity and raise incomes of producers, especially smallholder farmers.

During the reporting period, the project worked directly on 67 supply chain activities supported by 58 input firms, 308 mechanized service providers, 27 financial institutions and 14 radio stations. Within these supply chains, the project reached 24,969 producers of maize, rice and soybean. Thirty per cent of the producers have worked with the project in the two previous years. Out of the total, 15,998 (64%) are outgrowers linked to 112 nucleus farmers, and 8,839 (35%) are smallholders affiliated to 189 Farmer Based Organizations (FBOs). Large scale farmers (20) and the 112 nucleus farmers make up less than one per cent of the 25,000 producers.

### *Improved Agricultural Productivity*

Almost 5,000 project beneficiaries (of which 43 % are women) adopted new technologies and/or new management practices. Over 10,800 beneficiaries (representing 83% of the PY2012 target of 13,000) were trained to acquire new skills, knowledge, production technologies and management practices. Forty three percent (4,603) of the beneficiaries trained are women.

For the reporting period a total volume of 8,926 MT of all three commodities were purchased from producers with a value of US \$3,468,604. Data collection is on-going and these figures will be updated for the annual report. Project management estimates that the final figures will compare favourably with the PY2012 target volume of 23,291 MT and value of US \$8,268,000.

### *Expanding Markets and Trade*

The project supported 15 micro, medium and small enterprises (MSMEs) to engage financial institutions and have initiated discussions and negotiations with value chain actors to access credit facilities. This is 33% of the PY2012 target. Also, another 513 MSMEs were supported to improve their business services during the reporting period. This is over 300% above the target for PY2012.

### *Increased Investment in Agriculture and Nutrition - Related Activities*

For the reporting period, five nucleus farmers invested a total of US\$49,165 in farm machinery to support increased productivity. Although the amount only represents 6% of PY2012 target, the project expects investments in the various value chains to pick up significantly when the farming season starts in May/June 2012.

### *Increased Resilience of Vulnerable communities and households*

The project reached out to 16,272 rural households representing 66% of the 24,500 targeted for PY 2012. Of this number, 4,722 (29%) continued with the project from PY 2011. We expect that even more beneficiaries from 2011 will participate in the project when the farming season starts.

### *Cross Cutting*

*Volunteer program.* The target number of volunteers for this reporting period is 54 (20 and 34 for the ADVANCE and Farmer to Farmer programs respectively). For ADVANCE, five short term assignments were completed (105 man-days) whilst seven long term ones are in progress with 1,030 man-days completed and 217 days remaining. For the Farmer to Farmer Leader Award, 21 volunteers completed assignments with 20 host organizations providing 447 man-days of service. See Annex 3 and 4 for details of completed assignments.

*Gender.* ADVANCE has always made a conscious effort to reach as many women as possible and we are achieving an appreciable level of gender equity. For the reporting period, 42% of all project beneficiaries receiving training were women, 43% of those applying new technology or management practices are women, 48% of members of FBOs receiving project assistance are women, and 49% of those trained in Farming as a Business are women.

*Environment.* The project addressed four thematic environmental management areas in this reporting period: (i) improving agrochemical management; (ii) researching into soil and water management technologies; (iii) improving smallholder adaptation to climate change and (iv) general compliance with title 22 of the code of federal regulations section 216(22CFR216). The project management also kept track of, and reported, all indicators required for the semi-annual reporting period.

*Grants.* During this reporting period, 31 grants worth US \$803,914 were awarded to five (5) NGOs, eight FBOs and 18 nucleus farmers/aggregators. This brings the total number of signed agreements to date to 64, with a total obligated amount of US \$2,127,750. The grants have focused on equipment and activities that assist beneficiaries to increase crop production, improve post-harvest practices, and upgrade storage facilities; and have introduced uniform standards in weighing and measuring of produce during trade transactions.

*Monitoring and Evaluation.* Project management reviewed the existing Monitoring and Evaluation (M&E) Plan to align with the goal and objectives of the Feed the Future (FTF) program. With support from the Director for M&E at the ACDIVOCA headquarters, the management team reviewed and upgraded the MIS database to allow for easier data entry, retrieval, and analysis. The data base also provides an easier assessment of data quality and establishment of data quality assurance. Measures were also taken to strengthen staff capacity to assess and attribute change to project activities, and report effectively and accurately.

# 1 INTRODUCTION

USAID awarded the ADVANCE program to ACDI/VOCA in July 2009 through the Farmer-to-Farmer Leader with Associates Award under the Associate Cooperative Agreement No. 641-A-00-09-00026-00. The overall goal of the project is to facilitate a transformation of Ghana's agricultural sector in select agricultural industries to achieve increased competitiveness and improved rural incomes. Originally the project was designed to contribute directly to achieving USAID's Strategic Objective 6, "Increase competitiveness of Ghana's agricultural sector in domestic, regional and International markets", as well as contribute to the results of the Global Food Security Response (GFSR) program which aims to increase agricultural growth, stability and food security.

At the beginning of the 2012 project year, the project was redesigned and fully aligned with the Feed the Future (FTF) program objectives. This report presents the progress made in six months from October 1, 2011 through March 31, 2012. The report summarizes the broad results and achievements (Section 3) in the first half of the third year of project implementation and details how they feed into specific intermediate results of USAID's FTF Strategic Objective 3 (Improved nutritional status, especially of women and children) and Strategic Objectives 4 (Inclusive agriculture sector growth). The report also presents the progress made with each commodity' value chain (Section 4), including supporting programs for financial services, inputs/equipment and technical outreach, all leading to enhanced competitiveness of the three commodity various value chains (Section 5).

Also represented in this report is the significant progress achieved in the grant program, efforts related to the environment and gender (Section 6), the success of the volunteer program (Section 7), and the challenges of keeping monitoring and evaluation (Section 8) up to par with FTF initiative.

## **2 ADVANCE MANAGEMENT AND COLLABORATION WITH OTHER PROGRAMS**

### **2.1 OFFICE STRUCTURE AND STAFFING**

Following the alignment of ADVANCE to FTF priorities, new offices were established in Wa, (Upper West Region) and Bolgatanga (Upper East Region). The Tamale office expanded to become both the Northern Region office and overall North Ghana technical supervisory office. The project maintained the Techiman office and continues to conduct activities covering districts in the new ADVANCE geographic target area in the southwest of the Northern Region (Kintampo North and South, and Tain). The Techiman also plays the role of liaison between northern producers and key markets and service providers in the South. Nearly all staff (over 95%) that transferred to the new project offices in the North reported to their new post by the 1 September 2011.

Currently, ADVANCE operates four field offices in located in four regions and 39 districts (see Annex 2 for details) with a total of 91 staff comprising 57 staff working on technical and 34 staff performing support and logistics functions (see details in Annex 3).

The Accra office remains the overall project office providing financial, administrative, communications, logistical, grants, volunteer and program management support to the four field offices. The Chief of Party at the Accra office remains the primary point of contact for communication and interaction with USAID/Ghana.

### **2.2 COLLABORATION WITH MOFA**

ADVANCE continues to engage the Ministry of Food and Agriculture (MoFA) and made efforts to ensure that project activities are in line with the objective set out in FASDEP II. At the national level we closely followed activities leading to the preparation of METASIP, we are actively participating in the agricultural sector working group (ASWG), and continue to participate in CAADP working groups.

At the regional and district levels, project staff have consistently interacted and engaged with MoFA Directors to keep them informed of project activities and to promote collaboration and avoid duplication of efforts. ADVANCE has continuously collaborated with Agricultural Extension Agents (AEAs) in the districts where the project is operating, and has worked with them to train farmers in good agricultural practices (GAPs), post-harvest handling, and to set up demonstration sites. ADVANCE project management considers this collaboration with MoFA critical to the sustainability of project activities and will continue this level of engagement through the rest of the project

## 2.3 LINKAGE TO OTHER PROGRAMS

As a policy, ADVANCE makes deliberate efforts to link up with other projects and programs operating in the same geographic and/or commodity areas. The project has worked with both governmental and non-governmental organisations including the Savannah Agricultural Research Institute (SARI), International Institute for Tropical Agriculture (IITA), Deutsche Gesellschaft fur Internationale Zusammenarbeit (GIZ), the Ghana Agricultural Insurance Programme (GAIP), the Rural and Agricultural Finance Programme (RaFIP) funded by IFAD, IDFC, CERGIS, GRIB, and the Arzakinmu Project funded by AGRA, among others.

**Table 2-1 Linkages and Collaboration with Various Projects and Programs**

#	Name of Public/Private Entity	Areas of Collaboration
1	Arzakinmu Project (AGRA-funded)	Leverage resources for co-financing of 30 30-metric ton warehouses in northern Ghana, along with post-harvest handling training and warehouse receipts systems development. Most of the warehouses feed into the supply chain of ADVANCE actors Gundaa Produce Company and Savannah Farmers Marketing Company (SFMC).
2	Ghana Rice Inter-professional Body (GRIB)	Develop a framework for cooperation between GRIB and ADVANCE in order to leverage resources and maximize effectiveness in developing the rice industry in Ghana.
3	Savannah Agricultural Research Institute (SARI) and the International Institute for Tropical Agriculture (IITA)	Collaborating to build the capacity of the smallholder farmers in Northern Ghana to improve productivity soybeans by using inoculants. This is being done by carrying out demonstrations in collaboration with input dealers with potential to import the inoculants. ADVANCE will continue to partner with IITA on its N2Africa project and has plans for the 2012 season where input dealers will be brought in to assess importation possibilities.
4	Ghana Agricultural Insurance Programme (GAIP)	Collaborating on drought index insurance that GAIP/GIZ is piloting in Northern Ghana, including training of ADVANCE field officers and partners, training of GAIP marketers and procuring 5 automated weather stations to augment existing facilities.
5	Rural and Agricultural Finance Programme (RaFIP) - IFAD	ADVANCE undertakes value chain studies of the rice, maize and soybean commodities and shares with RaFIP. RaFIP will also study one of the commodities. Collaborate with ARB Bank and the Rural and Community Banks to ensure the quality and availability of training materials and training.
6	Jaksally Organisation, Damongo, N/R	Linkages around Village Savings and Loans schemes, business opportunities/linkages for maize farmers, develop business plans for 24 groups, and monitor progress.
	IFDC	ADVANCE has collaborated with IFDC's programs (FTM, AVCMP, MiDA) with joint forums held in November 2011 and March 2012. Both have been in collaboration with the NRGp/MoFA project as well. The success of these collaborative efforts, in which between 250 and 450 attended the forums, is built on the fact that the trade/speciality of each project's actors is leveraged. It has ensured government representation through NRGp/MoFA, and ADVANCE and IFDC bring the private sector to the events.

### 3 SUMMARY OF RESULTS

The project is currently working with 24,969 producers of maize, rice and soybean. Of these producers, about 30% (7,419) worked with the project in the two previous years. Out of this reporting period's total producers, 15,998 (64%) are outgrowers for 112 nucleus farmers and 8,839 (35%) are smallholders affiliated to 189 Farmer Based Organizations (FBOs). Large scale farmers (20) and the 112 nucleus farmers make up one percent on this reporting period's total.

**Table 3-1 Number of producers reached by ADVANCE**

Crop	PY 2012 Status
Maize	15,338
Rice	4,674
Soya	4,957
Total number of producers	24,969

The nucleus farmers, along with the outgrowers and FBOs, are linked to 75 buyer/aggregators and 31 processors in a total of 67 different company supply chain operations. The supply chains are also supported by 58 agricultural input firms, 308 mechanized service providers, 27 financial institutions and 14 radio stations. The project contributes to the overall Feed the Future (FTF) goal of sustainably reducing poverty and hunger and tracks a total of sixteen FTF indicators and four additional ACDI/VOCA-specific indicators.

The two main FTF objectives are Strategic Objective 4 “**Inclusive agriculture sector growth**” and Strategic Objective 3 “**Improved nutritional status, especially of women and children**”.

Results contributing to achieving FTF's SO.3 and SO.4 are tracked through the following Intermediate Results (IRs) and Sub-IRs:

- IR 1: Improved Agricultural Productivity
- IR 2: Expanding Markets and Trade
- IR 3: Increased Investment in Agriculture and Nutrition - Related Activities
- IR-5: Increased Resilience of Vulnerable communities and households

#### 3.1 IMPROVED AGRICULTURAL PRODUCTIVITY

Progress towards achieving this goal is presented in Table 3.2. The results contribute to FTF:

- (i) Sub-IR 1.1 (Enhanced human and institutional capacity development for increased sustainable agricultural sector productivity) and
- (ii) Sub-IR 1.2: (Enhanced technology development, dissemination management and innovation).

Although targets indicated are for the whole program year, we are presenting results only for the first six months of the year. Achievements reported do not necessarily reflect overall annual performance as some activities can only take place during the cropping season. (e.g. demonstrations, technologies made available etc.)

**Table 3-2 Results of Sub IRs 1.2 and 1.2**

Indicator	PY 2012 Status	PY 2012 Target	% PY 2012 Target achieved
4.5(4) Gross margins per hectare (FTF, ACDIVOCA)	Maize	TBD	300
	Rice	TBD	1,000
	Soya	TBD	160
4.5.2(5) # of farmers and others who have applied new technologies or management practices as a result of USG assistance. (FTF,ACDIVOCA)	4,378.0	14,500.0	30%
4.5.2.(2) # of hectares under improved technologies or management practices as a result of USG assistance (FTF/ACDIVOCA/EG)	2,103.8	12,000	18%
4.5.2(11) Number of food security private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations(CBOs) receiving UCG assistance	189.0	145.0	130%
4.5.2.(27) Number of members of producer organizations and community based organizations receiving USG assistance	4,713.0	2,500.0	189.0%
4.5.2.(39)1 # of new technologies or management practices under field testing as a result of USG assistance.(FTF/EG)	1.0	3.0	33%
4.5.2. (39)2 # of new technologies or management practices made available. (FTF/EG)	1.0	4.0	25.0%
4.5.2(42) # of private enterprises, producer organizations, water user associations, trade and businesses associations and CBOs that applied new techs or mgt practices as a result of USG assistance.(FTF)	4.0	40.0	10.0%
1. Crop yield(ACDIVOCA)	Maize	TBD	3.0
	Rice	TBD	2.5
	Soya	TBD	1.8
2 # of beneficiaries trained in Farming as a Business (FaaB) or other business skills)(ACDIVOCA)	1,564	8,500	18.4%
3. # of demonstration sites created.(ACDIVOCA)	4.0	100	4.0%

## **Yields and Gross Margins**

Data collection against gross margins and crop yield is ongoing. Results will be determined and reported in ADVANCE PY 2012 Annual Report.

## ***Adoption of New Technologies***

During the reporting period, 4,378 people of whom 43 % (1,889) are women producers, adopted new technologies and/or management practices made available by the program. Notably, most rice farmers in irrigated fields have adopted the favored Togo Marshal and Jasmine 85 varieties for the first time. The seeds were supplied by aggregators and processors from the South. Five hundred and fifty-five (555) producers also practiced new post-harvest practices using threshers and tarpaulins to ensure quality. The seeds were applied on 2,678 hectares, representing 18% of the 12,000 target for PY 2012. Women contributed 46% (996 ha) to the total area under new technologies. Six nucleus farmers and four small enterprises (10% of the targeted 40) have adopted new management and record keeping templates that were introduced with ADVANCE volunteer assistance for planning and business decision making.

## ***Producer Organizations and Food Security Enterprises Receiving FTF Assistance***

A total of **189** FBOs (30% more than the PY 2012 target) with 4,713 members, benefited directly from project activities during the reporting period. The exceed target number can be attributed to project support to the nucleus farmers in developing more efficient ways of managing their outgrower schemes, and with more effective planning techniques.

## ***Capacity Building of Beneficiaries***

During the period under review, 10,830 beneficiaries (representing 83% of the PY 2012 target of 13,000) were trained to acquire new skills, knowledge and production technologies as well as management practices that will enable them to operate in a more businesslike manner. Forty-three percent (4,603) of beneficiaries trained were women. Ninety-six percent of all trainees were producers, 3.7% were from agricultural MSMEs, and less than one percent from MoFA and other government agencies. Additionally, 1564 beneficiaries, including 773 women (49%), were trained in “farming as a business”.

## ***Technology Demonstration***

A chief strategy for making technology available to smallholders is the use of demonstration sites, four of which (4% of the PY 2012 target of 100) were set up during the period in review. Three sites were set up in collaboration with the Crops Research Institute (CRI) to demonstrate the qualities of the Togo Marshal Rice variety, and one site on the use of inoculants for soybean. The ADVANCE project plans to set up more demonstration sites in the main cropping season between May and August and there is every indication that the project will meet targets set for the year.

## 3.2 EXPANDING MARKETS AND TRADE

Results achieved contribute to FTF Sub IR 2.4: improved access to business development, sound and affordable financial and risk management. Output targets and achievements are presented in Table 3.3.

**Table 3-3 Results of Sub IR2.4**

Indicator		PY 2012 Status	PY 2012 Target	% PY 2012 Target achieved
4.5.2.(23) Value of incremental sales (collected at farm level) attributed to FTF implementation.(FTF)	Maize	\$657,994.9	\$3,843,000.0	17.1%
		3,372.5 MT	12,810.0 MT	26.3%
	Rice	\$551,525.4	\$1,165,000.0	47.3%
		1,464.6 MT	2,330.0 MT	62.9%
	Soya	\$2,259,084.4	\$3,260,000.0	69.3%
		4,089.6 MT	8,151.0MT	50.2%
4.5.2.(29) Value of Agricultural and Rural Loans		-	\$800,000	0%
4.5.2 (30) Number of MSMEs receiving USG assistance to access bank loans		15	45	33%
4.5.2 (37) Number of MSMEs receiving business development services from USG assisted sources		513	120	428%
4. # of beneficiaries accessing BDS services.(ACDIVOCA		6,056	18,000.0	30.8%

### **Value of Sales**

During the reporting period, a total volume of 8,926.6 MT of all three commodities was purchased from producers with a total value of \$3,468,604. Data collection is on-going and these figures will be updated for use in the annual report. It is projected that the final figures will compare favourably to the PY 2012 annual target volume of 23,291 MT and value of \$8,268,000.

### **MSMEs Receiving BDS and Assistance to Access Bank Loans**

During the reporting period 15 MSMEs were supported to engage financial institutions to acquire credit facilities to improve their business. This is 33% of the PY 2012 target of 45. As we continue to engage the FIs and potential loan beneficiaries during the main 2012 farming season, we expect that many more MSMEs will access credit facilities.

Similarly, the project supported 513 MSMEs (including 75 buyer aggregators, 31 processors, 58 input firms, 308 mechanized service providers, 27 financial institutions and 14 radio stations) to improve their business services. This is over 300% above the target set for PY 2012. Support

to mechanized service providers was primarily focused on increasing patronage of their services by linking them to aggregators and producers participating in ADVANCE-supported supply chains. For input dealers, support included training on input service provision and assistance in undertaking promotional events to increase outreach and customer base. The project supported radio stations with technical assistance to improve the content of their agricultural programs, create links to sponsors and to participate in stakeholder forums.

The focus of engagement with the financial institutions during the reporting period was to increase their lending to the agricultural sector by creating strategic alliances with nucleus farmers, buyers/aggregators, processors and input firms. A total of 62 banking sector professionals from 24 financial institutions were trained in value chain financing, credit appraisal, strategies for proper monitoring and recovery of loans as well as strategies for developing appropriate financial products.

In total, 6,056 value chain actors (5,543 producers and 513 MSMEs) accessed services that improved their businesses during the reporting period. This is 34% of the PY 2012 target of 12,000.

### 3.3 INCREASED INVESTMENT IN AGRICULTURE AND NUTRITION-RELATED ACTIVITIES

Intermediate Result: 3 of FTF tracks investments by individuals, micro, small and medium enterprises (MSMEs) and government agencies as a result of project activities and support. Progress towards achieving FTF IR:3 is presented in Table 3.4.

#### **Investment in New Technology**

Within the reporting period, five nucleus farmers invested a total of US\$49,165 in farm machinery to support increased productivity and quality of produce. This amount represents six per cent of the PY 2012 target and the ADVANCE team expects higher investment in the various value chains during the farming season in May/June.

**Table 3-4 Results of IR3**

Indicator	PY 2012 Status	PY 2012 Target	% PY 2012 Target achieved
4.5.2 (38) Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation.	49,165	800,000	6.1%
4.5.2.(12) Number of public-private partnerships formed as a result of FtF assistance	1	2	50%

#### **Public-Private Partnership**

The project is partnering with the Center for Remote Sensing and Geographic Information Systems (CERGIS) to develop a sustainable system of mapping agricultural commodities and partially commercializing the data. The objective is to make this data available to the general public.

### Increased Resilience of Vulnerable Communities and Households

Progress towards achieving the FTF objective of improving nutritional status especially of women and children and sub IR 5 is presented in Table 3.5. The project contributes to IR5 by working with rural and vulnerable households.

**Table 3-5 Rural and Vulnerable HH Benefitting from FTF Assistance**

Indicator	PY 2012 Status	PY 2012 Target	% PY 2012 Target achieved
4.5.2.(13) # of rural HH benefitting directly from USG interventions(FTF/EG)	16,272	24,500	66%
4.5.2.(14) # of vulnerable HH benefitting directly from USG interventions (FTF/EG)	96	1,000	4%

During the reporting period, the project reached out to 16,272 rural households representing 66% of the 24,500 targeted for PY 2012. A total of 4,722 (29%) rural households continued from PY 2011 while 11,550 HH joined in the current reporting year. We expect that a greater number of beneficiaries will participate in the project as the farming season begins. The cumulative number of beneficiary rural households since project inception is 33,891. Table 3.6 shows the gendered household type of the rural households.

**Table 3-6 Gendered Household Type Reached by Project**

Gendered HH Type	Number	Percentage
Adult Female no adult male(FNM)	324	2.0
Adult Male and Adult female (M&F)	15,669	96.3
Adult Male no Adult female(MNF)	279.0	1.7

### Vulnerable Households

Out of the 16,272 rural HH that participated in project activities in the reporting period 96 HH, representing one per cent of all rural HH participants, are vulnerable. They generally live in communities that are prone to such conditions as flooding, violent conflict and bush fires.

## 4 PROGRESS WITH SPECIFIC COMMODITIES AND PROGRAM

### 4.1 MAIZE VALUE CHAIN

The reporting period coincides with the 2011 harvest season and preparation for the 2012 planting season. Maize farmers reported lower rainfall in 2011 resulting in lower yields than anticipated. This situation affected the northern regions and around Techiman and Nkoranza in the Brong Ahafo Region which is usually a high production area. The full impact of the lower rainfall will be known after all relevant harvest data has been collected.



Figure 4-1 A drought affected field at Kobeda near Techiman

#### 4.1.1 Access to Quality Maize Seed Ensured

Fifty-one Nucleus Farmers (NFs) have been identified to establish maize demonstration plots to educate their smallholder farmers on high yielding and/or high nutrient maize varieties. The qualities of *Mamaba* and *Obaatanpa* (both quality protein maize) and the drought-tolerant *Etubi* varieties are being promoted in 2012 through these demonstrations.

Ten commercial agro-input dealers are supporting the demonstrations are using the forum as an opportunity to promote their products. This will help them to further establish and extend their distribution and sales networks.

In the 2011 harvesting season, the project organised five farmer field days (two in Northern Region and three in Upper West Region) attended by 264 smallholders to highlight the performance of eight Pioneer/Dupont hybrid maize varieties. Nine NFs in Upper East and Upper West Regions who had been trained by SARI on growing certified seed were linked to foundation seed sources to enable them to produce seed in the coming season. Seven NFs in the Upper East Region, who are also seed growers have taken measures to produce their own certified hybrid maize seeds during the 2012 cropping season. Several of them were trained on production of certified hybrid seed at the SARI station at Manga. SARI and ADVANCE are supporting them to acquire the parental seed lines and the required inputs. In Wa, two nucleus farmers who were trained on the *Mamaba* variety have produced 1.6 MT of seed from the foundation seed they received during the SARI training. They will distribute this seed to their outgrowers this coming season.

At policy level, the Government of Ghana has approved in parliament a GHC 4.5m subsidy for maize rice and soybeans seed. The seed subsidy will be implemented through designated seed

distributors at a fixed percentage discount tracked like the fertilizer subsidy through documentation. The project is closely following this development.

#### 4.1.2 Inter-Firm (Actor) Collaboration Enhanced

ADVANCE continued to strengthen linkages between buyers and maize producers with three buyer fora organized for Premium Foods with visits to eleven NFs in the Upper East, Upper West and Northern Regions. InterGrow also participated in two buyer fora in the Upper East and Upper West Regions, and one forum was with Akate Farms and Yedent to the Upper West Region.

In November 2011, ADVANCE, IFDC and NRG co-sponsored a Post-Harvest, Networking and Marketing Event that was hosted by the Ghana Grains Council (GGC) in Tamale. This event brought together southern buyers, northern producers, mechanized service providers and other value chain actors to discuss the sale and marketing of produce. Over 250 people attended this forum and several successful business linkages were formed between participants. Several producers who previously would have sold maize on the open market are now selling directly to poultry farmers in the Ashanti Region.

In addition to strengthening existing linkages, 15 new buyer links to Southern Ghana were established during the reporting period. Significant among these were links of Chief Moses and more than 400 farmers at Binaba to Premium Foods; Hajia Azaratu Alhassan, (an aggregator for the World Food Program) to 1,722 smallholder farmers; and Azara Iddisa to aggregate from Central and East Gonja districts. Five Nucleus farmers from the Upper West Region were also assisted to establish links with the three Southern Ghana based buyer end market, (Yedent, InterGrow and Akate farms).

Twenty-five business fora were organized where aggregators and smallholders discussed product specifications and strategies to improve the quality of grains and attract better prices. A total of 10 aggregators and 1,847 smallholders participated in these fora. As a result of the fora an additional four high-end markets (Agricare, Jokas Farms, Bogi Farms, Royal Golden Eggs) with a demand for 1,700 MT of maize per annum were linked to five aggregators (Dora Yeboah, Grace Manu, Agnes Fokuo, Peter Okrah and Kwadwo Matu). To date the aggregators have supplied over 1,000 MT of grains valued at USD 394,120.



Figure 4-2 A Resource person from MoFA training farmers in Kintampo South District to use weighing scales

Over 1,800 actors in maize supply chains were trained in making formal supply contracts, using performance incentives to improve their businesses negotiation skills, market specifications, weights and measures, costing and pricing.

Participants included lead farmers, aggregators, financial institutions, inputs importers and their distributors/retailers and mechanization service providers.

During these trainings, participants were introduced to innovative tools to access current prices including the Esoko mobile phone-based platform.

#### **4.1.3 Supporting Trade Associations**

The Ghana Grains Council (GGC) has shortlisted two warehouse operators to benefit from 500 MT capacity grain warehouses in Tamale, Northern Region, and Nkoranza, northern Brong Ahafo Region. Contracts are ready and construction will start in May 2012 after the necessary environmental and building permits have been approved by the relevant authorities.

In order to expand, GGC held six community-based membership drive fora involving ten NFs and 190 smallholders in the Northern Region. Seven of the ten NFs have signed up as GGC members. Also, over 3,500 smallholders were identified and are being linked to community warehouses in the Northern Region through existing supply chains (e.g. Gundaa Produce Company supply chain) or that of other NF-Outgrower relationships. GGC is also collaborating with the ASI A'rzakinmu AGRA-funded project to develop manuals for training operators and staff of soon-to-be certified warehouses. The people who will be trained have been identified and training will start next quarter.

#### **4.1.4 Improved Productivity Through Innovative Technologies**

A total of 2,156 farmers were trained on best harvest and post-harvest practices across all the field offices during the first quarter of PY 2012. In the Northern Region 289 farmers (154 males and 132 females) from seven communities in three districts were trained on post-harvest management including timely harvesting, need for de-husking and sorting of cobs prior to shelling, good drying methods, safe bagging and storage, and profitable marketing.

In the Upper East Region, 328 farmers (205 male and 123 female) drawn from the Bawku Municipal, Bawku West and Garu–Tempene districts were similarly trained. These farmers are all outgrowers of the three key nucleus farmers (Martin Arikui, Alhaji Mbilla Asaki, Baba Kumasi) working in supply chains facilitated by ADVANCE. Training topics included timely harvesting, handling of commodity, land management, drying, safe bagging, safe handling of agrochemicals for crop storage, use of the Purdue Improved Cowpea Storage (PIC) sacks to store produce, effective storage and warehousing. Resource persons for these trainings were private sector input dealers who also used the opportunity to educate participants on the proper handling of agrochemicals to preserve and store produce, and advised farmers to refrain from the common but unsafe practice of storing agrochemicals in bedrooms. A demonstration on how to pack bagged grains in store rooms or warehouses was carried out with farmers.

In the Upper West Region, four training sessions were organized for 860 farmers, (254 male and 606 female), drawn from 33 FBOs in the Jirapa, Wa East, Sissala East and Sissala West districts. Participants were trained by resource persons from MOFA at various points within the chain on post-harvest activities where losses commonly occur. Big Ajar and Mashood Dori, both

commercial nucleus farmers, paid for the costs of lunch at the training sessions. In Techiman 679 (475 males and 205 female) smallholders were also trained in post-harvest handling of produce, timely harvest, shelling, bagging, and grains storage management.



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## FIRST PERSON

### Linkage to Reliable Market: Aggregator Increases Her Supply Base



Dora showing improved maize she bought from farmers following post handling training organized by USAID

**USAID/Ghana's agricultural value chain project supports the Ghana Government's commitment to strengthening food security. The project, which is focusing on rice, maize and soya particularly on the northern part of Ghana, adopts a value chain approach where smallholder farmers are linked to markets, finance, inputs and equipment services as well as information.**

#### Telling Our Story

U.S. Agency for International Development  
Washington, DC 20523-1000  
<http://stories.usaid.gov>

Dora Yeboah, a mother of four has been a maize aggregator for over 10 years in the Sene District of the Brong Ahafo Region. She supports more than 500 smallholder farmers with cash and agro inputs for maize production to be repaid at harvest either in kind or cash. However, Dora faces some challenges: she lacks a structured market as well as proper coordination to buy produce from the farmers. The maximum quantity she aggregates and supplies is 45 metric tons per year and sells on the open market. In the open market, prices fluctuate and there are no formal contractual agreements among traders. This results in delays in payment and sometimes bad debts. She also faces challenges with low recovery of credit from farmers.

In October 2011, USAID/Ghana's agricultural value chain project linked her to a reliable market – a feed processing company (Agri-Care) to supply of 105 metric tons per week. This involves raising weekly purchase orders if the quality of maize conforms to the required standards and specification. To help her meet the demand, USAID assisted her to organize 500 farmers into groups headed by leaders who mobilize the produce. The leaders also recover in-kind payments from the farmers. In collaboration with the Ministry of Food and Agriculture and two local agro chemical dealers (B. Kaakyire Agro Chemical and T Agro), USAID organized a field post handling training for these 500 farmers to improve the quality of produce. She has also been linked to two local agro input dealers – “Allah is Stable” Agro Chemical and S.K. Donkor for improved seeds for the farmers.

Dora made her first supply of 3.5 metric tons valued at \$18,600 to the feed processing company in January 2012. With the guaranteed market, Dora is instituting an input credit scheme for the farmers acquire improved seed and other agro-inputs and tractor services. Dora is also looking forward to using the purchase orders from Agri-care to solicit financial support from her bankers, Amantin-Kasei Rural Bank. In addition, she is working at registering her business to become legal entity.

## 4.2 RICE VALUE CHAIN

During the review period ADVANCE worked with 12 nucleus rice farmers, 5,662 outgrowers and 58 farmer groups. Technical delivery through the nucleus farmer–outgrower model has been a good strategy for reaching smallholders. However, aggregators and processors are the main drivers of the rice value chain serving as market outlets for nucleus farmers and FBOs and as intermediaries with end-buyers or final consumers. They set market specifications and conditions, arrange transport, manage inventories, and process and package the rice for the end markets. An important role, facilitated with support of ADVANCE, is the development of commercial relationships and investments in their supply chains to ensure sustained access to markets for producers and, in turn, continued access to paddy rice for their own business operations.

### 4.2.1 Rice Productivity and Product Quality Improved

In the rice sector, ADVANCE is working to improve productivity and quality of locally produced rice. One way to achieve this objective is to improve the seed production and distribution system. During the reporting period, ADVANCE identified 39 rice seed growers, (29 male and 10 females) to work with on rice seed production. About 35 of the seed growers were selected from six communities in the Upper East Region and trained with assistance of the Seed Inspection Unit of MOFA. They produced 80MT of Jasmine 85 seed for sale to farmers. In the Northern Region, four seed growers were selected and trained in collaboration with the regional Seed Inspection Unit of MOFA. They produced 85MT of Togo Marshall, Jasmine, and Tox 31/33 seed for sale to farmers through MOFA.

Currently there are no sources of foundation seed for seed growers in the Upper East Region and Jasmine 85 seed is recycled. Three nucleus farmers (Isaac Barbere, Clement Kansake, Martin Pwayidi) and two commercial rice farmers (Paul Akoka and Ahmed Bogobire) were assisted by ADVANCE to access Togo Marshall rice seed from southern aggregators (Agnes Yankey and Rebecca Dorwokpor) to produce 40 MT of seed. The seed will be cleaned by the MOFA Seed Unit in Bolgatanga and supplied to about 200 outgrowers of the three nucleus farmers during the coming production season.

In the Northern Region, the MOFA Seed Unit obtains foundation seed from SARI for supply to seed growers. Four seed growers (Samuel Mahamadu, Chief Von Salifu, Amadu Alhassan and Alhaji Issahaku) were assisted by ADVANCE to access and cultivate certified Togo Marshall seed for supply to farmers. Also, the project is collaborating with the Ghana Rice Inter-Professional Body (GRIB) to ensure production of foundation seed of desired varieties by the Crop Research Institute and SARI for supply to seed growers to produce certified seed.

To facilitate expansion in rice cropped area, 551 smallholders from six farmer groups at ICOUR's site in the Upper East Region were linked to tractor services provided by four nucleus farmers (Maxwell Akandem, Isaac Babere, Martin Azuri and Martin Pwayidi) resulting in an additional 300 ha of new land under cultivation. In the Northern Region, discussion with Zocofarms (a nucleus farmer providing tractor services) led to 300 farmers receiving ploughing services at Bontanga Irrigation Scheme to cultivate 240 ha (600 acres) of rice.

Capacity building remains a key activity to improve productivity and rice quality and 1,759 farmers were trained in good agricultural practices (GAPs) and business management skills during the 2011 dry season, in preparation for the 2012 production season. GAPs training aimed at improving product quality and focused on best harvesting techniques, bulking, threshing on tarpaulins and storage. Most of the farmers trained have planted their crop on irrigated fields in January-February 2012 and will be monitored to assess how best they implement their new skills.

Four demonstrations were carried out on irrigated plots in the Upper East Region in collaboration with nucleus farmers during the review period. The results showed that yields were not significantly affected by variety but by agronomic practices. Similarly, two demonstration sites were established in the Northern Region at the Bontanga Irrigation Site. One of the demonstrations on System of Rice Intensification (SRI) was in collaboration with eight NFs who participated in the SRI training in Tamale in October 2011 and are expected to introduce farmers to the integrated nutrient management with incorporation of nitrogen-enriched compost. The eight farmers are currently working with ADVANCE to select sites for their demonstration plots. The other demonstration was a Togo Marshal model seed farm to introduce farmers to that rice variety.

#### 4.2.2 Supply Chain Relationships Strengthened

Several new buyer missions to northern Ghana were organised leading to successful commercial transactions. Aggregators from the Ashanti Region (Sadia Aggregator Group, Afranso Rice Marketing Group, Ejura Rice Buyers Group and AfiaBeyaa Rice Mills & Aggregator Group) purchased 245MT of paddy valued at US \$84,694 from rice producers in the Northern and Upper East Regions. Others buyers, like Raymond Duncan (from the Volta Region) and Tom Gambrah (Managing Director of Premium Foods Ltd), met with producers at the ICOUR irrigation site at Navrongo to discuss paddy supplies and the development of business relationships. Premium Food Ltd also visited Bontanga Irrigation Scheme on a similar mission. Currently we estimate that 500-600 MT of paddy rice will be produced at Bontanga during the 2011/2 dry season production.

To improve business relationships, the project trained 285 aggregators and producers to use standard weights and measures; after comparing the traditional measuring methods with that of standard weighing scales, the farmers resolved to adapt the weighing scales to avoid discrepancies.

##### **Aggregators & Nucleus Farmers Benefit from Using Weighing Scales and Measures, Upper East Region**

Alice Atindema (Aggregator) and Isaac Barbere (NF) rented a weighing scale from input dealer Simple Prince at USD\$ 6 (Ghc10) per day to purchase paddy to supply to southern aggregators. Farmers in communities of Bui appreciated the use of scales and now declare “no scales, no sale of paddy”.

Introducing weighing scales increased volumes purchased by the aggregator from an average of 48 mt valued at \$21,089 per month to 80 mt valued \$35,148. Alice, who had never used weighing scales before in paddy purchases made it possible for 608 smallholders to adapt to the use of standard weights in sale of their produce.

They suggested similar training for nucleus farmers and buyers who purchased their produce to ensure uniformity.

#### **4.2.3 Institutional Capacity of Rice Industry Associations**

During the review period, ADVANCE began collaboration with GRIB to promote the rice industry through improved yields, volumes and quality of rice for domestic markets. ADVANCE and GRIB mutually agreed to collaborate by signing a memorandum of understanding (MOU) in December 2011. GRIB is faced with a number of institutional constraints which hamper their ability to carry out their mandate and meet the objectives of members. Under the MOU, a number of activities will be implemented by ADVANCE to build capacity of GRIB including:

- An organizational needs assessment to determine the constraints mitigating against GRIB's capacity to fully provide required services for the members
- Building the organizational, technical and management capacity of the association to carry out its mandate to meet the business objectives of its members
- Collaborating in engendering business networking among rice industry stakeholders
- Supporting activities to enhance access to market information by rice stakeholders

In line with the MOU, ADVANCE engaged a consultant to conduct an organizational needs assessment of GRIB to identify constraints hampering the capacity of the association to fully provide required services to its members, and to provide recommendations to develop its effectiveness. The consultant submitted a draft report in March of 2012 which has been reviewed and is in finalisation. The consultant's recommendations will provide guidance on further actions that will be taken by the project.

#### **4.2.4 Rice Processing Capacity Improved**

During the reporting period two rice mills were upgraded through the 2011 grant program in the Ejura-Sekyedumasi District for the Aframso Rice Marketing and Processing Group, and at Fakwasi Rice Farmers Association in the Brong Ahafo Region. Other mills that have been upgraded through the project grant facility are located in Akpafu Odomi in the northern Volta Region, Okyereko in the Central Region, and in Kumasi in the Ashanti Region. Aggregators buying rice from producers in the north are linked to these mills to provide quality milling services.

A consultant was contracted to conduct an assessment of rice mills in northern Ghana which could be upgraded under the ADVANCE grants program. The consultant assessed 135 mills and it is expected that at least four mills in the Upper East, Northern and Brong Ahafo Regions will be selected for upgrading during the year.

Based on the recommendations from the needs assessment on rice mills, a training manual will be developed for rice millers. This manual will serve as a guide for facilitators to train mill operators in equipment handling, and how to effectively minimize environmental pollution associated with their operations.

### 4.3 SOYBEAN VALUE CHAIN

ADVANCE worked with 36 nucleus farmers with a total of 3,410 outgrowers. These farmers sold 2,758 MT of soybean valued at US \$1,343,065 to end market buyers in southern Ghana who processed the commodity into soy cake and oil. In less than a decade, Ghana's soybean production has doubled from 40,000 MT in 2007 to over 70,000 MT in 2010 (Source: MOFA statistics) but demand continues to outstrip supply. Ghana Nuts Limited alone can absorb almost twice Ghana's soybean production at the current installed capacity of 200 MT per day. ADVANCE's strategy is to improve soybean productivity to reduce importation of beans or cake which negatively impacts the smallholder soybean market opportunities.

#### 4.3.1 Improved Soybean Productivity and Production

Twenty soybean seed growers and six seed dealers were supported to produce seed in collaboration with the MOFA Seed Inspection Directorate. Ten of the seed growers from the Northern and Upper East Regions produced over 90MT of seed that will plant 2,200 ha of soybeans (the 2012 target is 80MT). The seed growers have been linked to NFs and smallholder farmers to sell their seed in the major season.

The 20 seed growers and six seed dealers were trained in GAPs, records keeping, costing and pricing. The training is expected to help them increase productivity, improve the quality of seed, enhance business practices, and improve efficiency in the seed delivery system. Six of the seed growers were further trained in seed promotion strategies including field days, seed fairs, branding, brochures and radio advertisements to increase sales and increase the farmer adoption rate for improved seed. Other seed producers will be trained in seed promotion in the third quarter of the reporting year. Yields of soybean continue to remain low in the north. However, it has been demonstrated by IITA/N2Africa that inoculants can increase current soybean yields by 30%. ADVANCE is committed to introducing this technology and other improved production technologies to farmers in the 2012 growing season. Over 550 farmers have expressed interest in using inoculants this year and we estimate that at least 440 ha of soybean fields will be treated with inoculants. We have made these estimates as a result of linkages we have built between nucleus farmers and input dealers.

To encourage domestic utilization of soybean, five women soybean groups were identified during the reporting period. One of the groups located in Bawku with 10 members process the soy into a local spice called 'Dawadawa'. In collaboration with the Women in Agricultural Development (WIAD) Unit of MOFA, the group will be supported to process the 'Dawadawa' under more hygienic conditions and to improve their packaging.

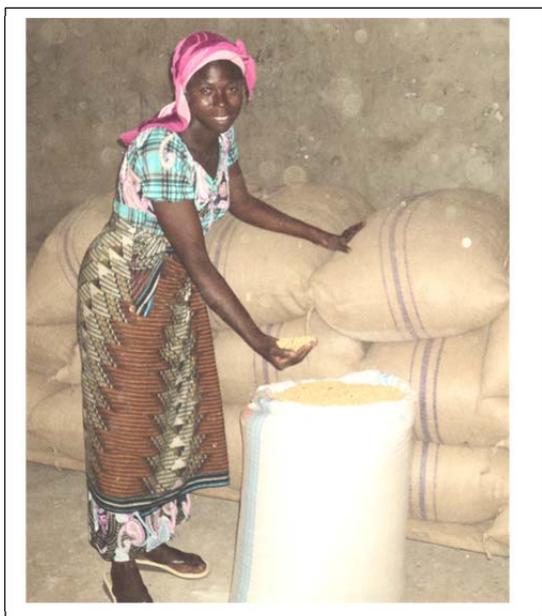
#### 4.3.2 Strengthened Supply Chain Relationships

A learning exchange visit was organized in March for 28 soybean farmers from northern Ghana to visit soybean processing companies in the south in order to build trust and relationships between the actors. As a result of the trip, there is better understanding of each other's businesses, and a temporary price of GHC 60 per 100 kg bag (farm gate Tamale, Bolga and Wa) was agreed upon between producers and processors.



## SUCCESS STORY

### Adoption of Technology leads to Increase in Yield and Profit



Tasari showing off soybean harvest due to the use of inoculants

Photo: Desmond Twumasi

**“This is a new approach I greatly appreciate. I am very happy now to have enough bags to sell, money to meet my household basic needs, and to have surplus to feed the family,” said Tasari.**

#### Telling Our Story

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For over two years, 34 year old single mother of four in Bulenga in the Wa East District of Ghana’s Upper West Region, Tasari Bamuo, never experienced any increase in yield from her one acre soybean farm. The maximum yield she realized was 350g (0.87Mt/Ha) which was the only source of livelihood for her family. A major constraint facing Tasari and other farmers in Bulenga was difficulty in accessing improved seeds.

In 2011, USAID/Ghana’s agricultural value chain project organized a demonstration on the use of inoculants for 200 smallholder farmers including Tasari. The farmers learnt techniques in mixing inoculants, the temperature requirement, the right time to grow after the inoculant application and the expected yields compared with the traditional way of growing soya.

A nucleus farmer working with the USAID/Ghana’s agricultural value chain project provided Tasari with financial support to buy the inoculants. She then put into practice the knowledge she had gained during the demonstration as well as previous training in good agricultural practices. Her first harvest yielded six and half 100-kg bags (1.6Mt/Ha) – almost a 100% increase from previous yields. She repaid the nucleus farmer with a bag and sold four bags at \$46 each earning a profit of \$86. She also kept the remaining one and half bags to prepare home-cooked dishes for her family.

Tasari now meets her household and social needs such as buying books and paying her children’s fees and contributes to the village group saving account. She has educated 18 women in her group on the importance to use the inoculants to increase their yields. She is looking forward to expanding her farm to two acres in the 2012 planting season.

## 4.4 INPUTS AND EQUIPMENT

The project's strategy for inputs and equipment is to promote mechanization, improve crop productivity through effective use of agro-inputs—especially certified and high yielding seed varieties—and improve the distribution system. We expect this strategy will lead to significant yield improvements.

### 4.4.1 Increased Use of Mechanization

After the move to the North, 19 equipment dealers were identified to collaborate with the project to sell equipment and provide services to producers, aggregators and processors in the coming season. The equipment dealers include ten companies who import and sell tractors, multi-crop shellers, power tillers, planters and rotovators to mechanization service providers and farmers. The remaining nine are local manufacturers of manual planters, dibblers, multi-crop shellers, and animal pulled carts, ploughs, and harrows.

Additionally, 39 mechanization service providers and one tractor service provider association (SATOA, Upper West Region with 71 members) have joined the program to offer improved mechanization services to farmers.

In partnership with MoFA, ADVANCE has drawn up a mechanization service inventory that maps the range of tractor equipment, brand, locations, concentration and serviceability across the three northern regions. Currently, there are an estimated 1,694 tractors in the three regions (Northern Region – 1,156, Upper West Region – 320, Upper East Region – 118).

ADVANCE, in partnership with MoFA, conducted three training sessions for a total of 204 mechanization service providers (one female). Topics included legal requirements of a tractor operator, safety precautions, tractor mechanics, tractor operation, maintenance and repairs, hitching and unhitching. The training sessions were interactive and interspersed with practical lessons as the participants engaged the resource persons in useful discussions. The tractor service providers testified to the importance and timeliness of the training and resolved to put the new knowledge into practice.

One of the challenges we have observed with mechanization service providers is their inability to properly record financial transactions, acreages ploughed, locations and other business-related information. We observed that the few service providers who keep good records seem to have better returns (up to 95% repayment) on the acreages ploughed compared to those that kept no or poor records. Through a volunteer consultant and in collaboration with the National

#### **Linking equipment dealers to farmers**

A meeting between eight NFs and SENAKY Enterprise, an equipment dealer for supply of tractors (new and second-hand), discussed the possibility of credit payment of USD 12,121 (GHC 20,000) as down payment for the total cost of USD\$ 32,484 (GHC 53,600) per Massey Ferguson tractor. After the initial payment the remainder would be spread over two years. SENAKY Enterprise agreed in principle to assess them for trust/credit worthiness before effecting the transaction.

Board for Small Scale Industries (NBSSI), 71 members of SATOA and an additional 34 mechanized service providers were trained in business management skills. Key topics covered record keeping, operational costing, basic book keeping/accounting and cash flow analysis. We will continue to monitor the extent to which this knowledge is applied and subsequent impact.

An ADVANCE volunteer assisted SATOA to conduct business analysis of shelling and ploughing services to determine other profitable mechanization-related businesses for investment. The analysis showed that shelling is profitable with a net margin of 23%. Some of the tractor operators are considering investing in this activity in the coming season.

#### **4.4.2 Increased Productivity Through Effective Use of Agro-Inputs**

The program works closely with ten agro-input importers, seven distributors and 59 community retailers to expand services and improve profitability. It is expected that about 8,000 smallholder farmers will be able to better access agrochemicals and seed supply services in the project's operational areas during the coming 2012 cropping season.

At a workshop in November 2011 to assess the industry demand for inoculants, farmers showed a high interest in purchasing inoculants and carrying out additional trials in the 2012 season. Therefore a number of input dealers are considering bringing rhizobium inoculants onto the Ghanaian market and carrying out extensive outreach programs with Yara's Yaralegume fertilizer. As described in the soybean section of the report, a number of trials were carried out in collaboration with IITA/N2Africa/SARI project in the northern Ghana, to show the effectiveness of inoculants on soybean yields.

The project has been developing improved business models for selling spraying services to farmers. Four spray service providers (SSPs) from Navrongo, Bolgatanga and Bawku West with 17 members were trained in safe agro-chemical usage and handling by ADVANCE in collaboration with the EPA, CANDLE Ltd (an agro-input importer) and the Plant Protection and Regulation Department (PPRSD) of MoFA. The SSPs subsequently rendered spraying services to 2,300 farmers in six communities in Upper East Region and have capacity to reach as many as 5,300 farmers (Figure 4.3).



Figure 4-3 Provision of spraying services through Service Providers

Five agro-input distributors and 73 community agro-input retailers including four females were trained in basic record keeping, accounting, inventory management, and safe agro chemical usage and handling in the three northern regions. The project also trained 26 agro-input retailers (18 male, 8 female) on cost analysis, pricing of products and timeliness of delivery. The agro-input retailers will be further trained in inventory and sales management and are encouraged to adopt incentive measures that enable them maintain long-term business relationships. The ADVANCE-led trainings were conducted by resource persons from the Ministry of Agriculture, Kaakyire Agrochemicals, CANDEL, EPA and the environmental staff person on the program.

The safe use of pesticides and handling was another importance course provided for 417 maize farmers in six separate communities in northern part of Brong Ahafo Region (118 females, 299 males) of which 205 were rice farmers (54 female, 151 males), and 25 agro-input retailers. These courses were carried out in conjunction with input importer CANDEL Company Ltd. and an agro-input field consultant contracted by ADVANCE.

#### 4.4.3 Enhanced Availability and Use of Certified Seed

Thirty-nine registered seed growers are being supported to produce and supply certified seeds to farmers during the forthcoming production season. To further enhance their capacity, ADVANCE in collaboration with MoFA and NBSSI, trained 18 selected seed growers from Upper East and Northern Regions and three agro-input/seed dealers (Antika, MODAB and 18<sup>th</sup> April with 19 of their community retailers) from Upper West Region in GAPs, records keeping, costing, pricing, seed handling and storage.

Four seed growers/dealers in Tamale were engaged in hybrid seed production and as a result, 2.5 MT of Mamaba maize seed was produced and is available for the 2012 crop production. Also, an institutional business meeting was held between SARI and seed growers to build effective relationships, networking and collaboration. This resulted in three seed growers (Martin Ariku, alhaji Mbila and Baba Kumasi) being linked to SARI for supplying 90kg of Mamaba

certified foundation maize seeds. Likewise, nine seed growers in the Wenchi, Kintampo North/South districts, northern Brong Ahafo, Bawku Municipal/West districts, Upper East Region were linked to 23 input/seed dealers to supply certified seeds for sale to 2,000 farmers in Garu - Tempene, Bawku Municipal, Bawku West, Wenchi, Kintampo North/South districts in the Brong Ahafo and Upper East Regions.

### **Improve Inter-Firm Collaboration**

Eight equipment companies met with ADVANCE in Accra in March to discuss challenges to the sector in meeting farmer expectations. Topics discussed were the low tractor-farmer ratio 1:1500, access to quality spare parts, lack of skilled mechanics, limited information on equipment usage, and more after-sales training. Challenges raised by the companies include: farms are not contiguous; lands are not adequately prepared for ploughing; tractors operators lack proper skills, farmers not paying the actual ploughing cost, incorrect and acreage estimation. Equipment dealers also found it difficult to take advantage of tax exemptions from CEPS due to stringent measures by the Customs, Excise and Preventive Service.

#### **Investments by firms**

Four firms received a total of US\$45,452 from four FIs (2 commercial banks and 2 rural banks) to invest in their businesses either as working

In addition, four business fora were held in Tamale, Bolgatanga, Wa and Techiman that brought five importers, five distributors, EPA and YARA representatives, 132 retailers and nucleus farmers/aggregators) together to better understand agro-input business models, to brainstorm on current challenges in the agro-input business, to discuss sources of supply, and opportunities for growth and expansion in the Northern Ghana. Two key issues that emerged during these meetings were the non-adherence to GAIDA regulations, and the limited use of agrochemicals by smallholders. The project was able to use these meetings to develop agro-input supply chain models for Ganorma, Simple Prince, Antika, 18<sup>th</sup> April, and Timothy Agro-chemicals.

## **4.5 FINANCIAL SERVICES**

Over the first six months of the program year, ADVANCE focused on building the capacity of the financial institutions and value chain actors to appreciate various financing options. Risk-mitigating tools such as cash-flow based lending, account receivable financing and lead firm financing were introduced to 20 financial institutions during four value chain financing workshops held in all four operational areas. The ADVANCE financial services team provided this training to commercial banks, rural banks, savings and loans, credit unions and microfinance institutions.

On the client-side, ADVANCE provided a training series on the basics of value chain financing and the importance of building relationships in a win-win business environment to 1,137 value chain actors including aggregators, nucleus farmers, mechanization service providers, input dealers and farmers.

#### **4.5.1 Linkages Between Financial Institutions and Value Chain Actors Improved**

During this period the project conducted 16 financial stakeholder meetings followed by specific group interactions where issues and challenges were discussed in detail. Twelve field visits were organized in collaboration with rural banks and microfinance institutions to facilitate further interaction with nucleus farmers/outgrowers. As a result, 458 actors have utilized financial products such as savings or current accounts during the reporting period.

Generally, we observe that FIs in northern Brong Ahafo are more open and willing to try new ideas or products compared to the FIs in the other three regions. This can be partially attributed to the two cropping seasons in northern Brong Ahafo compared to only one in the northern regions. This enables the farmers in northern Brong Ahafo to generate income twice a year making lending a less risky investment for FIs (and actors). The project will continue to explore ways of supporting the FIs in the north to minimize risk and expand their agricultural lending portfolios.

#### **4.5.2 Improving Capacity of Financial Institutions to Provide Value Chain Financing**

In order to improve understanding of value chain financing among financial institutions, input dealers and nucleus farmers/aggregators, ADVANCE facilitated a number of trainings, meetings and stakeholder workshops in the three regions for 27 participating financial institutions; five in northern Brong Ahafo, nine in Upper East, seven in the Northern, and six in the Upper West Region. The financial institutions make up a diverse mix of 18 rural community banks, three commercial banks, three credit unions, one savings and loans, and two micro-finance institutions.

Twenty-one board of directors and 14 managers from 24 financial institutions, including 15 rural banks, were trained in value chain financing in four locations in February and March 2012. Fifteen rural banks, three credit unions, three micro-finance institutions, two commercial banks (including Ecobank) and one savings and loan bank attended the three-day trainings held over Fridays and weekends to fit in with the banks' schedules. Participants learned about the history of agriculture finance, agriculture value chain framework and agriculture dependent household loans. They also learned how to adopt reverse factoring and introduce leasing as a product. Commercial banks are already using cash flow tools to analyze credit, but the other FIs have only been introduced recently and show growing interest in cash flow analysis as a tool for assessing risk.

The project has supported FIs to improve their credit analysis and new product development skills. One example is the relationship between Yapra Rural Bank and an aggregator resulting in testing the reverse factoring model on a pilot basis. The maize aggregator, Grace Manu, will be able to pay her smallholder suppliers faster because of the USD \$6,060 (GHC 10,000) made available by Yapara Rural bank to begin the pilot (Figure 4.4).

## REVERSE FACTORING MODEL BTW GRACE MANU, YAPRA RB AND SMALLHOLDER (S/H) PRODUCERS

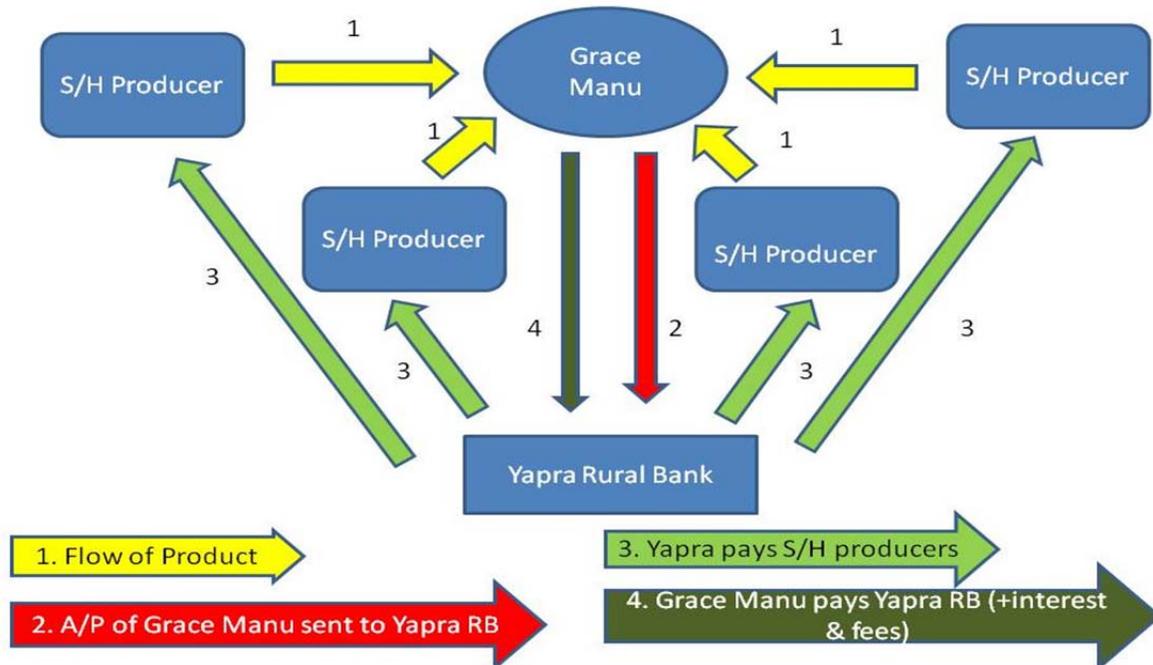


Figure 4-4 Reverse factoring model between an input dealer, a bank and smallholders

### 4.5.3 Enhanced Capacity of Value Chain Actors to Meet Credit Requirements

Based on assessments, 569 actors (which include FBOs, aggregators, NFs, seed growers, maize and rice processors) were identified to improve financial management systems in their businesses. Four local service providers were selected to provide training ranging from simple record keeping to more complicated pricing and profit margin analysis. Another 644 FBOs, aggregators, NF, seed growers, maize and rice processors were trained on the importance of record keeping and 155 actors were trained in managing credit efficiently.

A total of 619 actors received training on simple record keeping and credit management to help selected firms follow proper business practices and meet credit requirements of financial institutions. Topics included the importance of record keeping, types of records, the cash book, credit sales and purchases books, banking culture, costing and pricing, price negotiation, marketing and marketing skills, analysis of margins, and price setting. The actors included NFs, rice aggregators, tractor service providers, input dealers and executives of selected FBOs.

#### Actors trained on record keeping

##### Northern Region

370 in total of which 23 were input dealers/retailers, 8 seed growers, 13 mechanize service providers, 20 soybean NF, 212 soybean outgrowers and 94 rice FBO members.

##### Upper West Region

A total of 124: 22 input dealers, 2 NFs and 100 outgrowers.

##### Upper East Region

NBSSI was identified to train the commercial actors. 125 in total of which 19 tractor service providers, 1 NF, 25 lead farmers, 69 OGs, 10 input dealers and 1 aggregator.

Additionally, six key nucleus farmers operating outgrower programs were trained to develop profit/loss and cash flow statements for their individual businesses. During the training, most NFs were able to calculate separate profit centers for their own commercial farms as well as their outgrower schemes. Simple lessons were also learned: they observed that expanding outgrower schemes without expanding plowing services is not prudent, and they should expand only when they have invested in their equipment first.

#### 4.5.4 Improved Access to Multi-Party Financing Options

Twenty-seven actors were trained and provided with templates to track their financial transactions. A total of 1,140 actors were trained on VCF and the importance of building and maintaining productive relationships.

ADVANCE facilitated discussions with two financial institutions (Baduman Rural Bank and Amantin Kasei Community Bank) to pilot a purchase order financing model with two aggregators (Peter Okrah and Dora Yeboah). The end-markets for the aggregators (Royal Golden egg and Agricare Ltd in Kumasi who before ADVANCE’s intervention, were not issuing purchase orders) have now adopted the purchase order financing model when ordering stock from these aggregators. Baduman Rural Bank has rolled out the model with Peter Okrah who supplies maize to Royal Golden Egg with an initial amount of US \$6,060 per month. The aggregator can now make immediate payments to 200 smallholders when they supply maize.

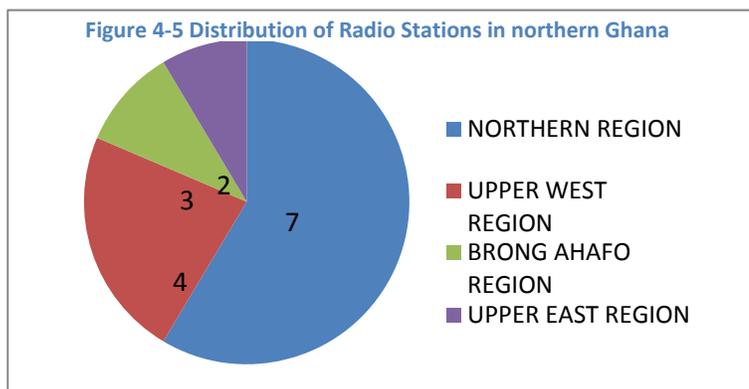
Similarly, 14 maize and seven rice aggregators were identified in northern Brong Ahafo Region to provide trade credit to up to 1,700 smallholder farmers. Three of the aggregators have been trained to use templates that are designed to track trade finance within the value chain. These templates will assist aggregators track investment within the chain and improve collection from the smallholders at the end of the season.

### 4.6 OUTREACH AND TRAINING

The ADVANCE Project trained 16 radio stations during the current reporting period to build their capacity to provide better agricultural content in their programs. The project also used various approaches including audio visual materials, participatory drama, and listenership programs to disseminate information on agricultural marketing, post-harvest handling and good agronomic practices to farmers.

#### 4.6.1 Assist Radio Stations to Deliver Appropriate Agricultural Messages

There are a total of 16 radio stations operating in the ADVANCE project area. The project collaborated with Farm Radio International to train 13 of them on how to prepare different types of radio drama scripts containing information on GAPs and gave them a catalogue of useful websites on agriculture and food security issues for African



broadcasters. Working sessions on *the eight steps of 'The Story-Based Approach to Farm Radio Programming'* were also held. The program linked the 16 radio stations to resource persons from MoFA, Environmental Protection Agency (EPA), Savanna Agricultural Research Institute (SARI), National Disaster Management Organization (NADMO), Irrigation Company of Upper Region (ICOUR), Fire Service, agrochemical dealers and nucleus farmers to participate in live radio discussions on rice, maize and soya commodity value chains, and environmental aspects such as bush fires, climate, use of agrochemicals, etc. Seven of the 16 radio stations in northern Ghana are urban based with good access to resource persons. To reduce the impact of a lack of resource persons the project trained the remaining nine radio stations on how to record field interviews, carry out phone interviews, and save the materials to air on shows afterwards.

The ADVANCE Project also held a planning session with all 16 radio stations to produce a twelve-month agricultural program guide. Knowledge was shared on pricing, climate, environment, agribusiness finance, agricultural practices, food processing and storage by MoFA with contributions from ADVANCE environmental and watershed volunteers, and from ADVANCE staff. Each program began with a 15-minute "Farmer Digest" on market prices received through SMS from Esoko Ghana Limited and targeted at 16,000 smallholders.

To help radio stations improve programming for gender equity, a training workshop was held for 13 agricultural programmers from the Northern Region. The workshop trained participants to better understand the gender gaps that exist in the radio programs aired and how best to produce and deliver high quality, gender-sensitive, agricultural information. The training was implemented by gender volunteers and Farm Radio International. One gender gap was the absence of female resource persons to speak on agriculture or in panel discussions. As a result of this observation, a "Gender Sources Database" that will include women speakers is in development.

In collaboration with the EPA and PPRSD of MoFA, ADVANCE produced guidelines to help streamline radio commercials on agro-chemicals to ensure safe use. The project organized a one-day workshop to train 23 (20 men and 3 women) radio station presenters, input importers, distributors and retailers of agro-chemicals on the guidelines for agro-chemical radio commercials. Copies of the guidelines will be made available for use by all radio stations partnering with the ADVANCE program.

#### **4.6.2 Promote the use of Drama/Festival/Videos for Disseminating Messages on GAPs**

Eight value chain actors, (3 NFs, 2 agrochemical dealers, 2 aggregators and 1 radio station) were identified to use drama as a tool to disseminate extension information to smallholder

#### **Improving the relationship between Radio and other VC actors**

"I am happy that now Nabina FM sees us as partners that can work together to help our community, since our community is a farming community," said Issah A Bukari, ICOUR Director, Upper East Region

George Abubakar, Deputy Manager of Radio Builsa also remarked, "This innovation (the 12-month agric. program guide) will go a long way to equip the farmers in the community to improve their production and livelihood."

farmers. The project is working closely with these actors to utilize this tool in the coming cropping season.

Two cultural crop-related festivals; *Fao* celebrated by the people of Navrongo in the Kasena Nankana District, and *Kakube* by the Nandom people, were appropriate venues for the project to organize drama performances. The first event focused on the misuse of agrochemicals and targeted 1,500 rice farmers at the *Fao* festival in Navrongo. Organizations and private sector companies collaborated to put together the event, including ADVANCE, Simple Prince Agrochemicals, Nabina Fm, ICOUR and MoFA. Follow-up visits showed that the majority of farmers are no longer using agro-chemical containers to hold drinking water and are now disposing of containers appropriately. In the Korania and Biu communities, in the Upper East Region, farmers were observed spraying agro-chemicals in protective clothing, not a common practice before the festival.

A second performance, held at the *Kakube* festival at Nandom, also in the Upper East Region, focused on appropriate timing for harvesting maize, benefits of using tarpaulins during shelling, best drying and storage practices, and marketing. Cletus Zabie, a maize nucleus farmer along with 75 of his outgrowers, attended the event with other stakeholders including representatives of 18<sup>th</sup> April Agrochemicals and MoFA.

Another drama dealt with the benefits of belonging to an outgrower scheme, and was held at Bussie in the Upper West Region to mark this year's International Women's Day. Sambotima, a nucleus farmer, and 400 of his outgrowers, including six women's groups, attended this event. As an additional incentive, Ghana Nuts Ltd and Yedent Ltd sponsored prizes for the best traditional meals incorporating soybeans which were prepared by six women's groups.

#### **4.6.3 Effective Use of Communication and ICT Tools By Businesses**

Smallholders tend to produce and buy in small quantities, are generally far apart from each other, and typically live far from urban centers; all factors that lead to higher transaction costs. To overcome some of these challenges, ADVANCE is collaborating with three ICT firms (Softtribe Limited, Esoko Ghana and Hekimax Solutions Ghana Limited) to develop SMS platforms for nucleus farmers, aggregators and banking institutions to improve direct communication with their clients at affordable rates. Three actors (YAPRA Rural Bank, Sissala Rural Bank, and Kharma Farms Enterprise) have signed up for pilot SMS packages for the coming season. The packages include a nine-month contract for a pilot voice messaging service to send out audio messages to approximately 880 of Kharma Farms' outgrowers. The districts covered include Tibali, Gushegu and Bimbilla, located in the Northern Region. Messages will be sent via voice in the local Dagbani language and this service is being offered by Hekimax Solutions Ghana Ltd.

Four hundred and fifty-five of NF Martin Arikui's outgrowers in Bazua, Upper East Region, were introduced to methods of accessing market information on prices of commodities using the Esoko SMS system. Follow-up work indicates that 89% of these outgrowers with mobile phones

now access market prices of maize and soya regularly. Similarly, 27 NFs and 24 lead farmers (maize, rice, and soy) in the Upper East Region were trained and are accessing market prices of commodities on their mobile phones.

To reduce risks and delays associated with cash transactions, various businesses were introduced to E-zwich this reporting period. Several actors have explored the electronic payment option to pay outgrowers and casual labourers with successful results. With ADVANCE's assistance, Ghana Nuts Ltd adopted the E-zwich system to pay 400 casual workers. Approximately US\$165,000 was paid to casual workers on their smart cards, reducing transaction difficulties and allowing for timely payment of wages.

A maize and soy aggregator, Mary Anabiga in Upper East Region, has also been introduced to the E-zwich payment system to be used for transacting business with her 105 outgrowers in Garu. We will report the impact of this intervention in the annual report.

**MTN Mobile Money**– Two input dealers, 18<sup>th</sup> April Agrochemicals and Antika Ltd in the Upper West Region, are piloting MTN mobile money, and have been trained by MTN to be set up as *mobile merchants*. Under this system they will receive payments from 12 community agro-retailers who are part of their supply chains and are located in remote communities. The pilot is expected to eliminate difficulties relating to transferring daily sales to the input dealer and associated loss of money through thefts.



## PHOTO AND CAPTION

### E-PAYMENT TECHNOLOGY RELIEVES WORKERS OF STRESS



One of the casual workers displaying his e-zwich card

Photo: Zach Jalil

“One of the casual workers displaying his e-zwich card. He and his colleagues no longer go through long queues and its attendant challenges to receive their monthly wages. Thanks to the e-zwich Payment Distribution System, Ghana Nuts pays speedily to hundreds of its casual workers.

#### **Telling Our Story**

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## 5 ADVANCE VOLUNTEER PROGRAM

### 5.1 OVERALL PROGRAM IMPLEMENTATION

#### Overall program implementation

The volunteer target number for this reporting period is 54 (20 and 34 for the ADVANCE and Farmer-to-Farmer programs respectively). For the ADVANCE program, five short-term and two long-term assignments have been completed with seven long-term assignments still in progress. The ADVANCE volunteers provided 1135 days of technical assistance with 217 days remaining to complete their assignments. For the Farmer-to-Farmer Leader Award, 21 volunteers completed assignments with 20 host organizations providing 447 days of service.

Thirty-six new volunteer assignments (12 and 24 for FtF and ADVANCE respectively) are in the pipeline for recruitment for the next six months. Seventy-one (71) direct beneficiaries received volunteer assistance with 4,328 indirect beneficiaries for the ADVANCE Project. The program has introduced cross-cutting topics that focus on gender equality, environmental and nutrition related issues to enable volunteers to bring these important issues to the attention of beneficiaries.

#### Summary of Implementation (October 2011-March 2012)

The volunteer program has seven objectives and the progress made in these areas is detailed in this section:

**Strengthen existing agribusiness groups:** During the period under review, an assignment was conducted by volunteer Diana Lilla during to assess the outgrower enterprise of Sanbotima Enterprise. The outgrowers had 80% women members with an average of 2 acres of land each. The volunteer observed the saving culture of the women groups and recommended that this be replicated in other areas in which the ADVANCE program is working. Another assignment was conducted by Daryl Meyor with the Nuamakrom Rice Farmers' Association.

**Promote best practice through the use of appropriate technology:** Two new assignments have been developed, one for a volunteer to develop materials on good agronomic practices for maize, rice and soybean cultivation. Another has been developed to assess the need for inoculants for soybean which will help input dealers acquire the right amount of inoculants for the 2012 planting season in Northern Ghana.

**Inculcate sound business practice among value chain actors:** The majority of the volunteer assistance was focused on record keeping and business plan development. Five nucleus farmers, four input dealers, two aggregators, two local organizations and one individual private enterprise were trained in record keeping, farm management and business plan development. Templates were developed for use by beneficiaries during most of these assignments. It is expected that there will be more requests in this area before the year ends.

**Improve financial services in program value chains:** New long-term assignments have been designed for four financial service volunteers to conduct risk assessments with financial institutions. Two volunteers have been identified for these assignments and will start in June 2012. Each of the volunteers will work with rural banks in one of the four Northern Ghana ADVANCE intervention regions. The volunteers will assist the financial institutions to update or create uniform, clear procedures for evaluating credit especially for agriculture. The volunteers will also train staff of the institutions on risk quantification as well as risk analyses. Additionally, a scope of work is being developed to build the ICT capacity of 12 pre-identified rural banks in all four ADVANCE intervention zones.

**Mitigate environmental threats through the adoption of innovative environmental technology:** Two volunteer assignments are currently underway to address environmental issues. In the first quarter of this year, Sovi Lambert Ahouansou, an Environmental Specialist, began work to support the overall implementation of the ADVANCE Environmental Mitigation and Management Plan (EMMP). The second assignment with volunteer Doe Adovor deals with indigenous coping strategies for water availability and management.

A new scope of work has been developed and is at the recruitment stage for a soil management expert to conduct studies on soil management in Northern Ghana and recommend best soil management practices that will suit the conditions in the north.

**Integrate practical gender mainstreaming mechanisms in program implementation:** Four six-month gender volunteers began work in November 2011. Gender based constraints in the project operational areas have been identified and intervention options are being tested in the different cultural contexts. These assignments will be completed by the end of May, 2012.

**Understand and incorporate the nutritional needs of consumers:** In the first quarter of the year, the program focused on identifying nutrient rich varieties of maize rice and soybean to enable actors to grow, and/or process them to preserve their nutritional value. A nutrition volunteer has been identified to start work in July 2012 to follow the commodities through the supply chain and determine nutritional loss and gain in the processes.

## 6 CROSS CUTTING PROGRAM SERVICES

### 6.1 ADVANCE GENDER PROGRAM

#### 6.1.1 Ensuring Gender Equity in all Activities

The ADVANCE team continues to ensure gender equity in all of the project's activities. To ensure that volunteer assignments have a gender dimension, the project developed *Gender Tips for Volunteers* to guide implementation of field activities. To further strengthen the program's capacity to implement the gender strategy, four gender volunteers were recruited to assist with gender activities in the field. Subsequently, we have achieved an appreciable level of equity: forty-two per cent of all project beneficiaries receiving training are women, 43% of those applying new technology or management practices are women, 48% of members of FBOs receiving project assistance are women, and 49% of those trained in *Farming as a Business (FaaB)* are women.

As part of efforts to reduce gender-related information gaps, the project held a workshop with thirteen radio stations from the three Northern Regions to help improve their programming to better address women's needs. One of the gender gaps identified during the workshop was the dearth of female sources in agriculture reports or panels for radio discussions. The program content was developed for agricultural financing, FaaB, good agronomic practices, marketing, bush fire management, safe use of agro-chemicals, and FBO development.

#### 6.1.2 Celebration of International Women's Day

ADVANCE marked this year's International Women's Day celebration at Bussie Community, Wa on March 8, 2012. ADVANCE organized the celebration around the theme "*Women Who Feed the Future*" with an aim to acknowledge the efforts and contribution of women in the agricultural value chain. A drama was used to educate the community members present on the benefits of operating a NF/outgrower scheme. As a direct result of this event, members of the Bussie community, and at least one neighboring community, expressed interest in the outgrower scheme as portrayed through the drama. Six local women's farming groups with over 200 women, the chief and his assemblymen, three representatives from the Women in Agricultural Development (WIAD) Unit of MoFA and Plan Ghana, among others attended the function. Ghana Nuts and Yedent Ltd (both soybean processing companies) supported the program by

#### ***Women actors appreciating use of weighing scale***

During the period under review, three aggregators were trained and encouraged to use standard weights and measures. Alice Atindema, a local rice aggregator in Navrongo adopted this measure and was well received by her smallholder suppliers. She has supplied 337mt of paddy valued at US\$78,895 to aggregators from the south (from Asutuare /Akuse and Kumasi).

Two other female maize aggregators and their 339 (248 males and 91 female) out growers were also trained on the use of scales and standard for transactions.

providing cooking oil and fortified foods which were given as prizes to winners of the cooking contest.



## FIRST PERSON

### Celebrating ‘Women Who Feed the World’



Women enacting drama to emphasize the importance of harmonious relationships

**Photo: Mona Hakimi**

“I look forward to sharing a similar message with others in Fiang so they too may benefit from forming groups and working with a nucleus farmer.”  
—International Women’s Day attendee from Fiang who appreciated the value of outgrowers working with a nucleus farmer.

#### Telling Our Story

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## 6.2 ENVIRONMENTAL COMPLIANCE

The project addressed four thematic environmental management areas in this reporting period:

1. Improving agrochemical management,
2. Researching into soil and water management technologies,
3. Improving smallholder adaptation to climate change and
4. General compliance with title 22 of the code of federal regulations section 216(22CFR216).

Project management also kept track of all indicators to be represented in this report. The results are summarized and presented in Annex 3.

### 6.2.1 Improvement in Agrochemical Handling

During the period under review, 48 persons in the agro-input supply chain in the three northern regions were trained on environmental aspects of pesticide handling and safeguards. They included 12 inputs dealers, 17 Spraying Service Providers (SSPs), 14 subsidiaries and five (5) shop attendants. Topics included legal (laws and regulations) compliance with the Ghana Environmental Agency (GEPA), proper pesticide storage and sales, the importance of using appropriate Personal Protective Equipment (PPE) during pesticide handling, training for employees (distributors, retailers), and safe methods for the disposal of obsolete pesticides and used pesticide containers.

The Techiman regional office of the program collaborated with the EPA regional office in Sunyani to develop a brochure to guide radio stations on agrochemical advertisement in both print and electronic media. The EPA also used the occasion to conduct training for media practitioners on agrochemical classifications, highlighting the class one and banned pesticides. Practitioners were also cautioned on the dangers of advertising banned chemicals as it may lead to misuse and poor handling that could cause environmental hazards.

### 6.2.2 Research into Soil and Water Management Technologies

A survey on water management techniques has been carried out in nine (9) communities across seven (7) districts in the three northern regions. Data has been collected on indigenous water management technologies as well as water utilization in the three northern regions. The survey also collected data on farmer utilization of water resources in dry season farming in order to establish the factors that would influence water resource management. The final report on this survey will inform the ADVANCE strategy in water management.

### 6.2.3 Improved Adaptation and Resilience to Climate Change

The ADVANCE Project collaborated with GAIP and GIZ to educate farmers on reducing the risk of crop failure as a result of drought by using a drought index insurance scheme. ADVANCE field officers have been trained to support the sensitization of farmers on the availability of a drought index insurance scheme which will buy down the risk of crop failure as a result of drought. Sixty (60) value chain actors across the maize, soybean and rice value chains were trained on drought index insurance and ADVANCE will support GAIP/GIZ to sell the insurance product during the coming season.

ADVANCE has also completed the procurement process for five (5) automated weather stations to support the Ghana Meteorological Agency (GMET) to effectively monitor and collect rainfall data to enhance the drought index insurance scheme and provide more accurate weather information to farmers.

#### 6.2.4 General Compliance with USAID Environmental Regulations

The ADVANCE management team has ensured that all project activities have remained consistent with the IEE conditions for the period under review. Field officers received refresher training on the ADVANCE Project's IEE conditions and monitoring as well as implementation of the ADVANCE Environmental Mitigation and Monitoring Plan (EMMP). Topics covered in the training session include implementation of the PERSUAP in the field as well as data gathering for monitoring the environmental indicators. Environmental and Safety Plans (ESP) have also been developed for all enterprises that have received direct grant assistance for farm equipment to enhance safety and environmental safeguards. During the current reporting period ADVANCE submitted two Environmental Assessment forms (EA1) to the EPA for processing of permits for two 500MT warehouses currently under construction. The program continues to use the environmental review forms and the USAID visual field guides to conduct reviews for all grants and new activities.

### 6.3 GRANTS PROGRAM

To complement the technical program in the field, the grants program funds procurement and technical activities that assist beneficiaries to increase production, improve post-harvest practices and storage facilities, and to maintain uniform standards in weighing and measuring of produce during trade activities. During this reporting period, 31 grants, worth US \$803,914 was awarded to five (5) NGOs, eight FBOs and 18 nucleus farmers/aggregators. This brings the total number of signed agreements to date to 64, with a total obligated amount of \$2,127,750.

To provide an incentive to farmers to purchase production and harvesting equipment for soya, maize and rice for the 2012 season, ADVANCE has introduced the Agricultural Equipment Grants Program for small scale equipment including, but not limited to, dibblers, animal traction equipment, threshers and shellers. The program is implemented on a pilot basis through August 2012 in collaboration with pre-selected equipment manufacturers/vendors from the Northern and Brong Ahafo Regions. These local vendors primarily manufacture equipment locally and have sale points in the regions.

#### Highlights of Grant Achievements

- US\$2,127,750 obligated
- 2,521 direct beneficiaries
- 66,443 indirect beneficiaries
  - 78 FBOs
  - 8 NGOs
  - 16 firms
  - 5 Processors
  - 12 Aggregators
  - 29 Nucleus farmers

**Table 6-1 Completed and on-going activities**

<b>Activity</b>	<b>Status</b>
Agricultural Equipment Procurement Support for Improved Mechanization	Three beneficiaries in northern Ghana received assistance to procure 72HP tractors for the upcoming season; an additional tractor purchased earlier in 2011 was delivered to a beneficiary in the Brong Ahafo Region. The beneficiaries are Zocco Farms (Northern Region), Simple Prince (Upper East), Agrofarms (Upper East) and Ohumpong Investments (Brong Ahafo).
Procurement of Tarpaulins to Improve Produce Quality	ADVANCE procured 251 tarpaulins for farmers selected through their nucleus farmers to ensure quality of produce during threshing. Beneficiaries were FBOs and nucleus farmers who will make tarpaulins available to their outgrowers during harvesting. 251 tarpaulins were procured, of which 50 were delivered and 201 tarpaulins will be delivered in May.
Procurement of Weighing Scales and Moisture Meters to Promote Adherence to Standards	The ADVANCE Project is encouraging the use of weighing scales and moisture meters to selected beneficiaries to ensure uniformity and fairness in trading activities. Under the program, 61 beneficiaries will receive 123 (200kg) platform-type weighing scales and 41 moisture meters. Using moisture meters, farmers will be able to accurately and efficiently measure the moisture levels in harvested crops which should reflect on a better price of grain. The delivery of all equipment is scheduled for the third quarter of this year. It is expected that 13,052 farmers will benefit from this activity.
Rice Mill Upgrading to Improve Quality of Locally Produced Rice	Equipment consisting of graders, winnowers, whiteners and cleaners was delivered to complete the upgrading of rice mills that started in 2011. Four rice mills including Aframso Rice Processing and Marketing Group, Gomoa Okyereko Irrigation Coop and Rice Farming Society, Akpafu Odomi Cooperative, and Fakwasi Rice Mill Farmers Association benefited from the upgrading equipment. It is expected that 596 rice farmers would benefit from the use of these rice mills.
Outreach Radio Programs	Four grants were awarded to Radio FREED, Radio North Star, Radio Progress and Nabiina Radio to support weekly broadcast of agricultural radio programming over the period of six months. The topics for discussion cover production and post-harvest handling, good agricultural practices, environment protection, among others.
Procurement of Weather Stations to Support the Ghana Agricultural Insurance Program	As part of our collaboration on crop insurance program with GIZ "Innovative Insurance Products for the Adaptation to Climate Change (IIPACC)" program, and the Ghana Agricultural Insurance Programme (GAIP) ADVANCE has procured 5 weather stations to be placed in areas where ADVANCE Project beneficiaries are concentrated. The weather stations have been granted to the Meteorological Department of Ghana and will be used to collect and report rainfall data to various stakeholders under the crop insurance program. The estimated arrival of the weather stations is May 2012.
Support to the Ghana Grains Council (GGC)	A grant was awarded to Ghana Grains Council for operational costs and training activities related to the implementation of the warehouse receipt program, as well as establishment of an electronic warehouse receipt platform.
Support the Construction of Small Storage Facilities	During the reporting period, the project completed upgrading of the first four of 30 community storage facilities in collaboration with the AGRA funded Arzankimu project. An additional ten warehouses have been identified and grant agreements signed for the works to start in April, with expected completion in June 2012.
Pineapple Suckers Distribution	Under the contract with Bomart Farms, ADVANCE is providing 5 million disease free, smooth cayenne pineapple suckers to 14 FBOs, two private companies and 13 nucleus farmers. Since the beginning of the distribution in October the project has delivered 705,000 pineapple suckers with the remaining amount to be delivered through July 2012

The program assists farmers to select and obtain needed agricultural equipment while creating direct contacts and building sustained relationships between ADVANCE stakeholders and the equipment vendors. The program is open to all ADVANCE supply chain participants who are able and willing to make a down payment of 30 per cent of the total cost of the purchased equipment directly to the vendor.

## 6.4 PUBLIC RELATIONS AND COMMUNICATION

The ADVANCE Project continued to ensure strict compliance with its marking and branding plan during this reporting period. The project was further promoted by the development of a quarterly newsletter distributed to partners, clients, and actors involved in the project.

### 6.4.1 ADVANCE Actors Gain Market Access

In October 2011, six actors participated in the Third National Food and Agricultural Fair dubbed “FAGRO 2011”. These actors were Agnes Yankey of Anointed Rice and Rebecca Dowokpor of Sweet Rice (both rice aggregators); Hajia Salamatu (a maize aggregator), the Tamale Implement Factory, NAAMSECO and the Ghana Grains Council. This event exposed these actors to potential clients and enabled them to learn from other exhibitors techniques for branding and product promotion.

### 6.4.2 Contribution to USAID publications

USAID published three of the ADVANCE Project’s “Telling our Story” write-ups in its 50th anniversary program book and on the USAID Ghana website during the agency’s celebrations in November 2011. The story featured Memunata Alhassan, a woman outgrower in the Nanumba North District (one of Kharma Farms’s outgrowers) who increased her income from USD120 to USD360 from her one hectare soybean farm in just a year after joining the outgrower scheme. The publication also highlighted the success of Mabel Meteku, an input dealer expand her market from 800 farmers to 1200 with support from the project. The third story focused on Rebecca Dowokpor, a rice aggregator who received a loan of USD3,000 from the First Allied Savings and Loan Bank and acquired processing equipment to process the “Sweet Rice” brand of Jasmine and Togo Marshall rice varieties.

### Views and experiences of some participating actors

#### Agnes Yankey,

“Thanks to the fair, officials of the School Feeding Program made initial contact with me to supply broken rice to the program for distribution to various schools,” said Agnes Yankey, rice aggregator and producer of ‘Anointed Rice’. “Hopefully in January 2012, I will sign an official contract with them.”

Agnes made sales of more than US \$5,500 at the fair. An official of the Burkina Faso’s Ministry of Agriculture invited her to a fair in February 2012 which she honoured.

#### Rebecca Dowokpor

“At the fair, I saw real competition. Other competitors had specific weight packages such as 5kg and 10 kg for the market. I also had the opportunity to interact with the Deputy Minister for Food and Agriculture on how best the government can support rice production in the country. I had the chance to speak about our company’s operations and market our products on a local radio station, Rite FM,” said Evelyn Owusu, representing a rice aggregator and producer of “Sweet Rice” – Rebecca Dowokpor.

## 7 MONITORING AND EVALUATION

At the start of the year ADVANCE management reviewed the Monitoring and Evaluation (M&E) Plan in line with the goal and objectives of the Feed the Future (FTF) program. ACDIVOCA Director for M&E visited the project to support the management team to review project targets and upgrade the MIS database for easier data entry, retrieval and analysis, assessment of data quality and establishment of a strategy for data quality assurance. Measures were also taken to strengthen staff capacity to assess and attribute change to project activities, and report effectively and accurately.

### 7.1 Performance Monitoring Plan, Indicators and Targets

The program performance monitoring plan was updated during the reporting period and approved by USAID. Key revisions to the document were as follows:

- Revision of indicators to be in line with the FTF set of indicators.
- Revision of performance indicator definitions where necessary to reflect program context and new direction from PY 2012
- Revision and/or setting of annual and life of project targets for all ADVANCE performance indicators in line with FTF.
- Update of Performance Indicator Reference Sheets to reflect revised indicator definitions where applicable as well as baseline values and annual targets for respective indicators.

Copies of the revised monitoring and evaluation plan have been distributed to all staff to guide them in implementing project activities.

### 7.2 Data Collection, Analysis and Data Quality Assurance

During the reporting period two key activities were undertaken to improve FTF data collection and quality assurance standards; the ADVANCE MIS database upgrade was contracted and a data quality strategy was finalized.

### 7.3 Management Information System Database Upgrade

The ADVANCE Management Information System (MIS) database is being upgraded in line with the FTF indicators and newly-required disaggregations. Major changes include changing from a Lotus to MS Access platform to allow for more flexibility in managing data, modification of data templates such that gendered household types can be disaggregated and determined instantly without having to further export data. Similarly, updates were made to data collection instruments to allow them to adequately capture data required to report to the FTF indicators. The full complement of data collection forms has been compiled into a toolkit for use by all field staff.

Nine national service personnel were recruited to support the Accra and field offices with data collection and entry. This has greatly improved the time lag between data collection and data entry, the volume of data entered on the MIS database, and the speed at which the M&E team is able to respond to requests for information.

## **7.4 Data Quality Assurance**

During the reporting period, an external data quality assessment was conducted by the Monitoring and Evaluation Technical Support Services (METSS), a USAID M&E support project. The assessment focused on the USAID Economic Growth indicators reported in the PY 2011 annual report and preparedness of the ADVANCE Project to maintain data quality during FTF implementation. Whilst we await the report of the assessment, we believe that the exercise was very useful and helped management appreciate the effectiveness of the project's M&E system.

A data quality strategy was developed for the program that describes how ADVANCE ensures the validity, relevance, reliability, precision and timeliness of all data that is collected, recorded, analysed, reported and used for decision-making. The strategy has been distributed to all field staff. This strategy will guide all staff to collect quality data and maintain the integrity of data.

## **7.5 Staff Capacity Development in Monitoring and Evaluation**

During the period under review a refresher orientation on the principles and practices of project monitoring and evaluation was organized for all M&E staff. The orientation covered methods for data collection for indicators requiring technical knowledge such as crop yields and gross margin analysis for tracking. Staff were also trained on how to use the crop cut method for computation of crop yields and gross margins. These capacity building activities have further enhanced the ability of project staff to perform their M&E functions effectively.

## **7.6 Geographic Information System (GIS)**

The project continued to use GIS as a tool to improve the efficiency and competitiveness of specific supply chains, and to provide general support to M&E functions. The project is progressively taking GIS mapping to the next level and broadening the application of geospatial technology to agriculture.

### **7.6.1 Implementation of the Enterprise/Web GIS Platform**

To sustain the application of GIS technologies to agribusiness development in Ghana, the ADVANCE Project is developing an enterprise GIS platform on which all GIS data collected by the project will be posted online. This is expected to increase the efficiency of value chain actors as it will allow managers to base critical management decisions on reliable data that is readily available.

During the period under review ADVANCE contracted a private GIS and IT firm, GeoKings Associates, to develop this web-based platform. The system is expected to be completed by the end of the third quarter. All GIS data collected by ADVANCE and its predecessor TIPCEE Project as well as spatial data from ADRA Ghana Food Security Programs have been examined, validated and submitted to the system developer for uploading onto the platform. This includes data from citrus, mango, cashew, rice, maize, and soybean commodity chains.

### **7.6.2 Select a private GIS firm as a strategic partner to manage the database**

The project's key GIS sustainability strategy is its strategic partnership with the Centre for Remote Sensing and Geographic Information Services (CERSGIS) of the University of Ghana.

This public-private partnership (PPP) is expected to provide the avenue for GIS data sharing and continued updating and maintenance of all GIS data collected by the project. During the period under review, the project has signed a Memorandum of Understanding (MOU) with CERSGIS. The purpose of this MOU is to outline the framework of cooperation between the project and CERSGIS to leverage resources towards the realization of the first geo-portal system for agriculture in Ghana while enabling the Centre to have increased capacity to serve as the repository of reliable spatial database that is available to all stakeholders on demand.

### **7.6.3 Undertake GIS Mapping of Rice, Maize and Soya Fields in Northern Ghana.**

To increase the productivity and competitiveness of nucleus farmers and their out growers and also provide baseline data in northern Ghana for M & E purposes, the project surveyed and mapped farms of 5,600 commercial and smallholder farmers in the three northern regions during the fourth quarter of PY 2011. During the period under review, the spatial processing and analysis of the data obtained from that survey was completed. The results are being shared with the participating farmers. The results revealed that the average farm holding per household in northern Ghana is 1.79ha (4.48 acres). At the commodity level, average farm size for maize was found to be 0.99ha (2.49acres), rice 0.77ha (1.93acres) and soya 0.84ha (2.11acres).

### **7.6.4 GIS Database for Mechanized Service Providers**

The ADVANCE Project is also developing an inventory and spatial database of mechanized service providers in northern Ghana. Some factors contributing to poor mechanization service delivery are lack of data in regards to distribution of tractors in the region, poor access to spare parts and training. As part of the project's continued engagement with MoFA, due focus has been given to improving access to tractor/mechanized services to farmers in the region.

During the period under review this activity was started in the Upper West Region where 29 MoFA extension officers were trained on the use of GPS receivers to pick the coordinates of all mechanized service providers in the region. The resulting data is now being processed to develop a database for tractor service providers in the region with information on the brand, number, serviceable/not serviceable, locations/concentration, NFs/FBOs locations etc. The database will be used in planning training programs, fostering linkages to NFs/producers to improve efficiency in the service delivery and will be shared with other stakeholders like equipment/implement suppliers and spare part dealers.

## ANNEXES

### Annex 1 ADVANCE operational districts and commodities

Region	District	Commodity
Northern	Tamale Metropolitan	maize, rice
	Gushegu	maize, soybean, rice
	West Gonja	maize
	Nanumba North	maize/soybean/rice
	Namuba South	maize
	Savelugu/Nanton	maize
	Central Gonja	maize, soybean
	Tolon Kumbungu	maize, rice
	East Gonja	maize, soybean, rice
	Yendi	maize, soybean, rice
	Karaga	maize, rice
	Zabzugu/ Tatala	rice, soybean
	Chereponi	soybean
	Saboba	soybean
	Karaga	soybean/maize
	Wes Mamprusi	soybean/maize
	Bumkpurugu Yunnyo	Maize and Soy
Sawla/Tulna/Kalba	Maize	
Upper East	Builsa	Rice and Soy
	Kassena Nankana	Rice
	Bongo	Rice and Soy
	Bolgatanga	Rice and Soy
	Bawku West	Maize and Soy
	Garu - Tempene	Maize and Soy
	Bawku Municipal	Maize and Soy
	Talensi - Nabdan	Maize and Soy
Upper West	Wa East	Maize/Soya
	Wa Municipal	Maize/Soya
	Wa West	Maize/Soya
	Jirapa	Maize
	Sissala East	Maize/Soya
	Sissala West	Maize/Soya
	Nandom	Maize
	Lambusie	Maize
	Nadowli	Maize/Soya
Brong Ahafo	Kintampo North	Maize/Rice
	Kintampo South	Maize
	Pru	Maize/Rice
	Tain	Maize
	Sene	Maize//Rice

## Annex 2 ADVANCE staffing

Staff Category	Number
<b>Technical Staff:</b>	
<ul style="list-style-type: none"> <li>• COP,</li> <li>• DCOP,</li> <li>• Project Director(PD)</li> </ul>	
Technical Leads and Regional Coordinators	10
M&E Manager and M&E Officers	5
Business Facilitators(BFs)	26
Program Services(Gender, Environment, Grants, PR&C)	12
<b>Support Staff</b>	
Accounts	5
Administration & Logistics	12
Drivers	17
Security	4

### Annex 3 Results of environmental monitoring indicators

N o.	Monitoring Indicator	Results
1	New land converted to agricultural use as result of project assistance	No green fields have been converted for agricultural land use as a result of project assistance, all expansions have been in areas that were fallow for a period
2	# of beneficiary plots where compost is applied	In this reporting period no soil amendment practices were recorded but education on how to use compost took place in some areas and the results will be available in the next review period
3	# of plots cleared using alternative methods	This information will be available after the season
4	# of cost share agreements with aggregators, buyers, and input and service providers to provide extension services directly # of beneficiaries who receive technical assistance and training directly from project	The cost share agreements to provide services are currently under way and the information will be available after major season
5	# of beneficiary plots where conservation agriculture (low or zero tillage) adopted and applied	Technologies such as minimal tillage and other conservation agricultural practices will be tracked during the major production season and this will be reported in at the end of the major season
6	# of farm plots on slopes exceeding 45%	None, areas under current production is relatively flat lands in the savannah and transition zones and critical slopes are rarely encountered.
7	# of plots implementing terracing, contour farming, agroforestry or other measures on slopes exceeding 12%	Tracking of this indicator is currently underway as farmers prepare their fields and the results will be available in the next reporting period
8	Area of forest or mangrove habitat cleared attributable to project assistance, grants or inputs	None. GIS mapping of production areas supported by the project has confirmed that no forest or mangrove habitats have been cleared attributable to project assistance
9	# of agricultural plots established in protected or sensitive areas attributable to project assistance, grants or inputs	None, the program has ensured that no farms are established in any sensitive habitats and our GIS mapping results has confirmed this
10	# of agrochemical dealers providing pesticide spray/application services	Two (2) spray service providers have been identified in the Upper east region and their services will be tracked for the major season and reported in the next reporting period
11	# of buyers and aggregators using performance incentives # of buyers and aggregators who have established clearly-defined production goals with farmers	10,830 have entered into written agreements for clearly defined production and supply goals with incentives for meeting the set goals
12	# of input dealers providing services	Fifty eight (58) input dealers provided services during the period in review
13	% of introduced seed varieties that are "low-input"	No new seed varieties were introduced this season
14	GMOs introduced	The ADVANCE program has not promoted the use of any GMOs
15	% of grant proposals screened	No new proposals have been screened for this reporting period

#### Annex 4 ADVANCE program: upcoming volunteer assignments

#	Volunteer	Host	Assignment Title	Start Date	End Date	Region	Type of technical assistance 1	Status of assignment
1	Doe Adovor	ACDI/VOCA ADVANCE	Watershed Management	27-Jan-12	15-Apr-12	Northern	Environmental	In progress
2	Julia Leanne Shuck	ACDI/VOCA ADVANCE	Outreach & Public Relations Volunteer	07-Jan-12	07-Apr-12	Northern	Technical/Technology transfer	In progress
3	Sovi Lambert Ahouansou	ACDI/VOCA ADVANCE	Environmental Expert	15-Nov-11	15-May-12	Greater Accra	Technical/Technology transfer	In progress
4	Joya Taft-Dick	ACDI/VOCA ADVANCE	Gender Specialist	15-Nov-11	15-May-12	Upper West	Technical/Technology transfer	In progress
5	Mona Hakimi	ACDI/VOCA ADVANCE	Gender Specialist	15-Nov-11	15-May-12	Northern	Technical/Technology transfer	In progress
6	Naa Adjeley Suta	ACDI/VOCA ADVANCE	Gender Specialist	1-Nov-11	15-May-12	Brong Ahafo	Technical/Technology transfer	In progress

#	Volunteer	Host	Assignment Title	Start Date	End Date	Region	Type of technical assistance 1	Status of assignment
7	Rashid Alhassan	ACDI/VOCA ADVANCE	Gender Specialist	1-Nov-11	1-May-12	Upper East	Technical/ Technology transfer	In progress
8		ACDI/VOCA ADVANCE	Nutrition Expert					Recruitment of Volunteer
9		Farmers in ADVANCE Operational Areas	Soil Management Expert			Northern	Soil and Nutrient Management	Recruitment of Volunteer
10		Royal Golden EGG Enterprises Limited	Finance and Administrative Assistance			Brong Ahafo	Organizational Development	SOW in Development
11-		Royal Golden EGG Enterprises Limited	Poultry Nutritionist Assistance			Brong Ahafo	Organizational Development	SOW in Development
12		Antika Company	Marketing and Business Plan Development			Upper West	Organizational Development	SOW sent to HQ

#	Volunteer	Host	Assignment Title	Start Date	End Date	Region	Type of technical assistance 1	Status of assignment
13		Builsa Community Bank, BESSFA Rural Bank, Toende Rural Bank, East Mamprusi Rural Bank	Credit manual: Builsa, BESSFA, etc.			Upper East	Organizational Development	Recruitment of Volcon
14		Bonzali Rural Bank, Sissala Rural Bank, Nandom Rural Bank, Sonzele Rural Bank	Credit manual: Bonzali, Sissala, etc.			Northern, Upper West	Organizational Development	Recruitment of Volcon
15		Kintampo Rural Bank, Yabra Rural Bank, Amantin Rural Bank, Mawuye Financial Services	Credit manual: Kintampo, Yabra, etc.			Brong Ahafo	Organizational Development	Recruitment of Volcon

#	Volunteer	Host	Assignment Title	Start Date	End Date	Region	Type of technical assistance 1	Status of assignment
16		Bawulonso One Stop RB Ltd, Sinapi Aba Trust, Tizaa Rural Bank, Zabzugu Rural Bank	Credit manual: Bawulonso, Sinapi, etc.			Northern	Organizational Development	Recruitment of Volcon
17		Heritage Seed Company	Assessment of Business Model			Northern	Business/Enterprise Development	Hold-Recruit
18		Ariku Enterprise	Organisational Capacity Building			Upper East	Organizational Development	Recruitment of Volcon
19		AMSIG Resources Limited	Improved Management Practices and Business Planning			Northern	Business/Enterprise Development	Recruitment of Volunteer
20		ADVANCE Project Farmers	Assessment and Production of Information, Education, Communication and Training			Northern	Business/Enterprise Development	Recruitment of Vounteer

#	Volunteer	Host	Assignment Title	Start Date	End Date	Region	Type of technical assistance 1	Status of assignment
			Material on Relevant Topics for the Advance Program					
21		Kana Investment Limited (KIL)	Improved Farm Management			Northern	Organizational Development	Recruitment of Volunteer
22		Muyo Farms (MF)	Improved Record Keeping and Farm Management Practices			Northern	Organizational Development	Recruitment of Volunteer
23		Farmers in ADVANCE Operational Areas	Setting up of on-farm demonstration centres			Northern	Technical/Technology transfer	Recruitment of Volunteer
24		Yizumah Farms (YF)	Farming as a Business and Strategic Business Plan			Upper West	Organizational Development	Recruitment of Volunteer

FtF upcoming assignments for 2012

#	Volunteer	Host	Assignment Title	Start Date	End Date	Region	Type of technical assistance <sup>1</sup>	Status of assignment
1	Ralph Kurtzman	Bemcom Youth Association	Mushroom Spawn Production	06-Apr-12	25-Apr-12		Technical/Technology transfer	Volunteer recruited but yet to serve
2	Mark Kopecky	Peace & Love Vegetables Growers Association (PLVGA)	Improved Agronomic Practices for Vegetable Production	24-Mar-12	07-Apr-12		Technical/Technology transfer	Volunteer recruited but yet to serve
3	TBD	Sissala East and West Secondary Level FBOs	Group Assessment and Strengthening	TBD	TBD	Upper West	Organizational Development	SOW sent to HQ
4	TBD	Beullah Farms	Improved Financial Management and Business Plan development	TBD	TBD		Organizational Development	SOW sent to HQ
5	TBD	Deka Wowor Rice Growers Association (DWRGA)	Group Assessment and Strengthening	TBD	TBD		Organizational Development	Volunteer being Recruited
6	TBD	Okagyakrom & Adidiem Young Farmers League Co-operative Society	Farming as a Business	TBD	TBD		Business/Enterprise Development	SOW sent to HQ

#	Volunteer	Host	Assignment Title	Start Date	End Date	Region	Type of technical assistance <sup>1</sup>	Status of assignment
		Limited (OAYFLCSL)						
7	TBD	Tumalala Farms (TF)	Improved Farm Management	TBD	TBD		Organizational Development	SOW in Development
8	TBD	Kukunansor Women Organization (KWO)	Organizational Capacity Building	TBD	TBD		Organizational Development	SOW sent to HQ
9	TBD	Worawora Rice Mills Ltd. (WRML)	Improved Business Operations and Business Plan Development	TBD	TBD		Business/Enterprise Development	SOW sent to HQ
10	TBD	ODO Group	Farming as a Business and General Farm Management Practices	TBD	TBD		Organizational Development	SOW sent to HQ
11	TBD	EDA Wanim Group (EWG)	Farming as a Business and Group Dynamics	TBD	TBD		Organizational Development	SOW sent to HQ

#	Volunteer	Host	Assignment Title	Start Date	End Date	Region	Type of technical assistance <sup>1</sup>	Status of assignment
12	TBD	Nkabom Ye Onuador Group	Farming as a business and General Farm Management Practices	TBD	TBD		Organizational Development	Volunteer being Recruited