

PD-ABS-439
105834

**AFRICAN SMALLHOLDER FARMER INITIATIVE
(ASFI)**

involving Senegal, Mali, Ghana, Zimbabwe and Malawi
fy99-fy03

LOP Total Tonnage: Wheat 60,000 MT

Corn 75,000 MT

Dollar Value: \$13,000,152

100% Monetization

Section 202e request: WV \$540,383

WI \$1,354,997

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TABLE OF CONTENTS

Executive Summary

I.	Problem Analysis and Proposed Interventions	3
I.A	Nature of the Problem	3
I.A.1	Low and Declining Productivity among African Smallholders	3
1.A.1.1	The Smallholder Farmer Environment in Africa	3
1.A.1.2.	The Role of Women Farmers	4
I.A.2	Lack of Mechanisms for Effective Technology Transfer	5
1.A.2.1	Researcher to Farmers' Fields	5
1.A.2.2	Farmers' Fields to Researcher	5
1.A.3	Agricultural Marketing and the Need for Increased Farm Income	6
1.A.4	Cash Crop Production	6
1.A.4.1	Risks of Monocropping	6
1.A.4.2	Cost of Inputs	6
1.A.4.3	Market Access	6
I.B	Technical and Geographic Approach	7
I.B.1	Technical Approach	7
I.B.2	Geographic Areas	7
I.B.3	Institutional Involvement in Agricultural Research Application	8
I.C	Institutional Capacity of Cooperating Sponsors	9
I.C.1	World Vision	9
I.C.2	Winrock International	10
I.C.3	WV/WI Collaboration	11
II	Activity Objectives and Design	12
II.A	Specific Objectives, Rationale, and Related Activity Descriptions	12
II.A.1.1	Project Goal and Objective 1	12
II.A.2/3.1	Proposed Activity Interventions/Technical Areas Supporting Objective 1	12
II.A.2/3.1.1	Extension Model	13
II.A.2/3.1.2	Seed Technology	13
II.A.2/3.1.3	Farming Systems Technology	13
II.A.2/3.1.4	Dissemination of New Methods	14
II.A.2/3.1.5	Commercialization and Marketing	15
II.A.1.2	Objective 2	16
II.A.2/3.2	Proposed Activity Interventions/Technical Areas Supporting Objective 2	16
II.A.2/3.2.1	Information Exchange	16
II.A.2/3.2.2	Technical Resources Relating to Women Farmers	16
II.A.2/3.2.3	Collaboration and Integration with IARCs, NARSs, Farmers Associations, and the Private Sector	17
II.A.2/3.2.3.1	IARCs and NARSs	17
II.A.2/3.2.3.2	Smallholder Farmers and the Private Sector	17
II.A.2/3.2.3.3	Other NGOs	18

II.A.2/3.2.3.4	Regional Collaboration	18
II.A.2/3.3	Program Expansion	18
II.A.4	Environmental Review and Compliance	19
II.A.5	Key Assumptions and Risks	19
II.A.6	Sustainability Strategy	19
II.A.7	Lessons Learned	20
II.B	Performance Indicators and Targets	20
II.C.1	Monitoring and Evaluation Plan (table)	25
II.C.2	Monitoring and Evaluation Plan (narrative)	29
II.C.3	Monitoring and Evaluation Plan: Impact Indicators and Evaluations	29
II.C.3.1	Baseline Data Collection	29
II.C.3.2	Mid-term Evaluation	30
II.C.3.3	Final Evaluation	30
II.D	Implementation Schedule	31
III.	Complementarity	31
IV.	Bellmon Amendment: Disincentive Analysis and Storage Availability	32
V.	Activity Resource Requirements	32

Appendices

A.	FY 1999 Bellmon Disincentive Analysis / Monetization Plan
B.	Comprehensive Budget
C.	FY 1999 Detailed Line-Item Budget
D.	Section 202(e) Grant Request
E.	FY 1999 AER
F.	Title II Commodity Procurement Schedule and Life-of-Activity Commodity Requirement Worksheets
G.	Organizational Charts for WV and WI
H.	Certifications and Assurances
I.	Supporting Comments from IARCs and USAID Missions
J.	Seeds and Tools Distribution, WV Angola World Vision's Mozambique Program to Introduce Improved Varieties
K.	Poverty Indicators for West and Southern Africa
L.	Country Profiles
M.	Program Management and Technical Support
N.	Implementation Plan
O.	USAID Strategic Objective chart
P.	Logical Framework
Q.	ASFI Flowchart

C

ACRONYMS

ADP	Area Development Program
ASFI	African Smallholder Farmer Initiative
AWLAE	African Women Leadership in Agriculture and the Environment
CBO	Community-based Organization
CG	Consultative Group
CGIAR	Consultative Group on International Agricultural Research
CIAT	International Center for Tropical Agriculture
CIMMYT	International Maize and Wheat Improvement Center
CIP	International Potato Center
CRS	Catholic Relief Services
DAP	Development Assistance Program
DIP	Detailed Implementation Plan
FA	Farmers Association
FFP	Food for Peace
GDP	Gross Domestic Product
GIE	<i>Groupement d'Interet Economique</i>
IARC	International Agricultural Research Center
ICRAF	International Center for Research in Agroforestry
ICRISAT	International Crops Research Institute for the Semi-Arid Tropics
IFAD	International Fund for Agricultural Development
IFPRI	International Food Policy Research Institute
IITA	International Institute of Tropical Agriculture
LOP	Life of Project
MOA	Ministry of Agriculture
NARS	National Agricultural Research and Extension System
NGO	Non-governmental Organization
OFPEP	On-Farm Productivity Enhancement Program
ONFARM	On-Farm Agricultural Resources Management Program
PARTNER	Promoting a Responsive Training Network for Extension Revitalization
PSE	Private Sector Establishments
SADC	Southern Africa Development Community
SAFE	Sasakawa Africa Fund for Extension Education
SO	Strategic Objective
SPAAR	Special Program for African Agricultural Research
UNDP	United Nations Development Program
USAID	United States Agency for International Development
USDA	United States Department of Agriculture
WARDA	West Africa Rice Development Association
WI	Winrock International
WV	World Vision
WVA	World Vision Angola
WV/SARO	World Vision/Southern Africa Regional Office

AFRICAN SMALLHOLDER FARMER INITIATIVE (ASFI)

Executive Summary

This document introduces and invites support for the African Smallholder Farmer Initiative (ASFI), a program addressing food security and economic growth by increasing agricultural production among smallholders in five countries of West and Southern Africa: Mali, Senegal, Ghana, Malawi and Zimbabwe. It is a program conceived and developed by World Vision, Inc. (WV) in collaboration with the Winrock International Institute for Agricultural Development (WI) and based on the extensive agricultural experience of both organizations in dealing with the specific problems and issues involved in improving food security for smallholder farmers in Africa. It will be implemented within agricultural communities in focused areas of up to 24,000 farm households where WV and WI have established relationships.

Program Goal *Improved food security for all family members in targeted households in five countries in Sub-Saharan Africa* This will be done by making new production technologies, particularly of basic food crops, more readily available and accessible to farm families through the strengthening of extension networks and by enhancing their access to markets.

Program Purposes

(1) To increase food and cash crop production by targeted farmers, at least 50% of whom are women, in five countries in Sub-Saharan Africa;

(2) To develop and institutionalize a sustainable model for communication and technology diffusion between and among smallholder farmers, researchers, government, NGOs/CBOs, and the private sector.

Program implementation will involve wide ranging collaboration among: international agricultural research centers (IARCs), national agricultural research and extension systems (NARSs), nongovernment organizations (NGOs), community based organizations (CBOs), farmers' associations (FAs), and private sector establishments (PSEs).

Program Focus The ASFI will seek to identify effective ways to increase food security in participating countries through the development, testing, and demonstration of agricultural practices shown to increase food production and marketing by smallholder farmers. Models of improved practices will be identified from ongoing WV and WI agricultural programs, models developed by USAID, IARCs and NARSs, and work done by farmers groups, and through the work of the ASFI program itself. **The identification and diffusion of these models will show the extent to which NGOs and other entities can be useful long-term collaborators with the international, regional, and national research systems in**

improving diffusion of agricultural technologies to smallholder farmers. The program will also demonstrate how farmer groups and private commercial enterprises can better work together to solve production and marketing problems and to stimulate and institutionalize effective agricultural practices through improved and innovative extension services.

The African Small Farmer initiative will focus on women farmers, recognizing their central role in the production, marketing, and processing of agricultural commodities. This will be ensured through the targeting of women farmers for all extension activities, the recruitment of women extensionists and the establishment of links between the program and women agricultural scientist trained through Winrock's "African Women Leadership in Agriculture and the Environment" (AWLAE) Program.

All participating institutions will be encouraged to increase collaboration with commercial enterprises. This initiative will provide a strong model for improving access of smallholder farmers to support for agricultural inputs, commercial credit, and market outlets.

Program Experience

World Vision operates in more than 100 developing countries, and is the largest privately funded NGO in the world. National offices of WV in each of the program countries implement integrated rural development in targeted geographical zones through Area Development Programs (ADPs). ASFI will operate in these zones, where WV already has strong links with agricultural communities and an excellent reputation for developmental activity.

Winrock (WI), an NGO specialized in agriculture, began its involvement with IARCs and NARSs in 1987 with its USAID-funded On-Farm Seed Project, later renamed the On-Farm Productivity Enhancement Program (OFPEP), now operating in Senegal, Gambia, Kenya, Uganda and Ethiopia. It is now working with about 500,000 farmers in 12 countries, 11 in Africa. Winrock operates primarily with indigenous partners to create institutional capacity in the above countries.

I. Problem Analysis and Proposed Interventions

I.A Nature of the Problem

I.A.1 Low and Declining Productivity among African Smallholders

Sub-Saharan Africa is the most food insecure region of the world. USDA reports in its *Food Aid Needs: Projections for 2005* (1997), that West Africa will need an increase of 2.5 million tons of food imports annually, up to a total importation of 3.6 million tons by 2005, to maintain per capita consumption. Southern Africa's imported food needs will rise from one million tons in 1996 to 2.7 million tons in 2005. Reasons for low levels of agricultural production in these countries include unreliable rainfall, small farms, lack of animal traction and farm machinery, lack of access to or knowledge of optimum cultivation practices, poor seed quality, lack of agricultural inputs (e.g., fertilizer, herbicides), poor storage of harvested crops, and limited access to credit and markets. These constraints are exacerbated by factors such as civil strife leading to displacement, population pressure and worldwide climatic changes.

Declining levels of food production cripple family food security. As IFPRI notes, "South Asia and Sub-Saharan Africa have the highest percentage of poor--almost 50 percent in 1990-- and the highest percentage of hungry people--40 percent in Sub-Saharan Africa. Poverty rose in Sub-Saharan Africa between 1985 and 1990, and the incidence of hunger also rose." ("The Coexistence of Global Food Surpluses and Famine" by Nancy Birdsall, from *A 2020 Vision for Food, Agriculture and the Environment*, IFPRI, 1995)

I.A.1.1 The Smallholder Farmer Environment in Africa Smallholder farming in Sub-Saharan Africa accounts for 70 percent of total employment, 40 percent of total merchandise exports, and 33 percent of GDP on average (p 147, "Smallholder Income Generation from Agriculture" by Christopher Delgado in *Achieving Food Security in Southern Africa*, Lawrence Haddad, editor, IFPRI, Washington DC 1997.) Most African smallholder farmers reach the level of subsistence, living on crops produced in the previous harvest. They pass seed of often low yielding traditional varieties from one crop season to the next. Increased population puts pressure on the land; the size of farms becomes smaller, farming expands into marginal areas and the stress on soil is significantly increased.

A study commissioned by the Carter Center and USAID and published by Winrock International in 1997 cites as the major constraints to increased production low soil fertility, inappropriate use of the land (lack of rotation and non-use of land improvements such as contour ridges), and failure to apply appropriate organic and inorganic fertilizers, leading to nutrient "mining" of the land; it recommends adoption of modern production technologies such as improved varieties, fertilizers, and agronomic practices. The authors note that "First and foremost, there is an overriding need to make the *impact on farmers' fields* the primary measure for funding justification. Second, greater international and regional collaboration is essential especially in germplasm development, but in other research areas as well, since Sub-

Saharan governments cannot afford to duplicate research efforts.” *An Assessment of Strategic Opportunities for Sustainable Agricultural Intensification in Sub-Saharan Africa* (p.13)

Most smallholder African farmers have not benefited from modern seed and farming technologies because of limited budgets for national extension services to smallholders and the focus of international research and national research and extension systems on larger farms. As noted in a report of the USAID-funded Southern African Development Community On-Farm Seed Production Project of August 1993:

“Millions of farmers in the developing world are smallholders. Most live in places not readily reached by roads, public transportation or even mass media. They lack access to improved seeds, technical know-how production inputs, and information on improved cultural and marketing practices. The adequacy of extension services for these farmers varies greatly country by country and region within countries. National agricultural research systems generally do not place high priority on problems of smallholders, particularly in the production of basic food crops.” (Southern African Development Community On-Farm Seed Production Project, USAID/Winrock, 1993.)

Weather effects like those of *El Niño* and frequent droughts reduce production further and create a critical need for new technologies such as short-season varieties of seed, and improved root and tuber plants for the smallholder farmer. There have been severe droughts in 1974 and 1984 in West and East Africa and in 1982, 1983, 1987, 1992, and 1995 in Southern Africa.

I.A.1.2 Role of Women Farmers

Recognition that women farmers in Africa produce more than 70% of the food consumed in Africa and have a major impact on the use of land and forests has led to major changes in the emphasis of many research systems and associated extension systems. In developing countries as a whole, women perform 90 percent of food crop processing and provision of household water and fuelwood, 80 percent of the food storage and transport from farm to village, 90 percent of hoeing and weeding, and 60 percent of harvesting and marketing...” “Female farmers face particular constraints, including weak land rights, limited access to common property resources, lack of equipment and appropriate technology, limited contact with agricultural extension, lack of access to credit, and lower levels of education.” (Delgado, p. 163, citing Quisumbing)

At the same time, increases in women’s income and agricultural production directly benefit the household. An IFPRI study, *Women: The Key to Food Security* (1996) notes:

Women typically spend a high proportion of their income on food and health care for children, as well as other goods for general household consumption. In contrast, men retain discretionary control over a higher proportion of their own incomes for personal expenditure. Evidence from Africa, Asia and Latin America shows that women’s income has a greater effect on household food security and preschooler nutrition than men’s income. In southwestern Kenya, for a given household income level, female-controlled income share had a positive and significant effect on household calorie consumption, while men’s income had a negative effect.

I.A.2 Lack of Mechanisms for Effective Technology Transfer

I.A.2.1 Researcher to Farmers' Fields

An effective response to many of these agricultural problems already exists, given some of the outstanding results achieved by research, especially that of the international agricultural research centers operating under the oversight and support of the Consultative Group on International Agricultural Research (CGIAR). The CGIAR, sponsored by the World Bank (WB), Food and Agricultural Organization (FAO), United Nations Development Program (UNDP) and United Nations Environment Programme (UNEP) and private foundations, is an informal association of 57 public and private sector members (including USAID) established in 1971 that supports a network of 16 research centers (IARCs) and through them provides some services to the national agricultural research systems (NARSs).

These centers and the national systems linked with them have developed improved technologies, especially of high-yielding, disease and/or drought-resistant varieties, and supporting farming techniques to maximize production under the harsh soil, water, and related conditions of Africa. But the volume and rate of flow of these materials and associated information has been slow in reaching most smallholder farmers of Africa.

The Consultative Group (CG) centers are funded to do research and training and support the NARSs by making results of research available through transfer of germplasm and training. Within countries, the links between research and extension are frequently weak for lack of resources or because of ineffective organizational arrangements do not focus sufficiently on smallholder farmers, while research is inadequately supported. As Per Pinstrup-Andersen of IFPRI observes, "Low-income developing countries are grossly underinvesting in agricultural research compared with industrialized countries, even though agriculture accounts for a much larger share of their employment and incomes. Their public spending on agricultural research is typically less than a half of a percent of agricultural gross domestic product, compared with 2 to 5 percent in industrialized countries." (p.12, "The Challenge for a 2020 Vision", in *A 2020 Vision for Food, Agriculture and the Environment*, IFPRI, Washington DC, 1997.) In general, the agricultural research - extension system is not effective in getting research results to smallholder farmers. As the Carter/USAID report states, "The need to strengthen links between research-extension-farmers is of paramount importance" (p. 15).

I.A.2.2 Farmers' Fields to Researcher

Agricultural testing institutions in Africa often lack feedback from the farmers who have used improved seed and other technologies developed through research. There is a need for extension and farmer participatory activities through which large scale, on-farm testing can be implemented to determine those seed varieties and cultivation practices which make a significant difference in on-farm productivity. In many countries, constraints on communication are compounded by the fact that a majority of the smallholder farmers are women, who are frequently not included as targets for, or reached by, existing extension systems.

WV's experience in Mozambique and Angola with farmer-selected varieties has shown that use of improved adapted varieties identified by small farmers, together with related production systems, can in many cases double production without additional labor, except at harvest and processing. (See Annex J). These increases lead to greater food security for the farm family, and serve as a major stimulus to involve those farmers in the market economy.

I.A.3 Agricultural Marketing and the Need for Increased Farm Income

To move from subsistence to market-driven agriculture four components are necessary:

1) improved seed and agricultural techniques; 2) a conducive business environment including access to credit; 3) strong general business skills, and 4) agricultural skills necessary to grow the intended crops. Through strengthened extension networks, the program will work with non-governmental organizations (NGOs), farmers' associations (FAs or *groupements d'interet economique*, GIEs), small agribusiness firms, and local extension agents to develop a friendly business environment for farmers by facilitating access to credit, encouragement of savings, provision of market information, training in general business skills, and technical training in agricultural practices, with particular emphasis on improved storage and bulking. Linkages will be maintained with national research institutions to enhance the flow of technical inputs into the program in these areas, and to ensure that research scientists, in turn, benefit from lessons learned during implementation.

I.A.4 Cash Crop Production

I.A.4.1 Risks of Monocropping In many ways, raising crops for export has been detrimental to smallholder family food security. Some governments have advocated focus on a single food/cash crop, such as maize, rather than continuing the traditional diversification of crops. With crop failure, the farm family has neither food nor income. Heavy reliance on maize in southern Africa has put small farmers at risk and has contributed to child undernutrition. In Malawi, for example, stunting among children under five ranges up to 60%, despite exports of maize and tobacco. The ASFI will actively encourage crop diversification and dissemination of nutritional information to women farmers.

I.A.4.2 Cost of Inputs

When government parastatals distribute hybrid seed and fertilizer, purchases often put small farmers into debt, and leave them without seed each year unless they can afford to purchase it. More balanced and diversified cropping systems are needed both for household food security and markets.

I.A.4.3 Market Access The lack of credit, weak farmer organizations, and poor storage and marketing systems have made it difficult for small producers to expand beyond traditional systems of marketing. Identification of markets and credit sources, provision of incentives for intermediaries who provide inputs, and an increased focus on the diversification of crop production can open the way for greater commercial involvement by smallholder farmers, and by the commercial agribusiness sector in support of smallholders.

To support marketing efforts the program will seek to identify appropriate credit programs in local areas, assist farmers to prepare loan applications, provide a central clearinghouse for information on enterprise management, business opportunities, credit facilities, and other support services. Training in market development, provision of market information and advice on product quality will also be provided.

Design of this program reflects and builds upon the approach of USAID to the facilitation of agricultural marketing through such programs as IDEA in Uganda. The program will work with and through existing research and development networks supported by USAID.

I. B Technical and Geographic Approach

I.B.1 Technical Approach World Vision (WV) and Winrock International (WI) are requesting Title II resources to implement the initial five years of a 10-year program, the Africa Smallholder Farmer Initiative (ASFI), aimed at 1) Increased Agricultural Production and Marketing, and 2) Institutionalization of a sustainable process that links research institutions, NGOs, CBOs, smallholder farmers, and the commercial sector (inputs, credit, markets.)

Activities in the initial years of the first five-year Development Assistance Program (DAP) will focus on increasing and institutionalizing two-way communication: 1) determining farmer needs, interests, and farming techniques; and 2) imparting new agricultural methods, technical materials and marketing information to participating farmers. They will include baseline data collection, extensive participatory appraisal led by extensionists at community level, introduction and on-farm testing of new varieties and cultivation practices, farmer training and support to farmer-to-farmer networks to facilitate the dissemination of information.

By year four, the institutions involved, in concert with the farmers, will determine the need, scope, and focus of a second five-year phase. A second-phase DAP is expected to focus on producing for diversification, processing, and commercialization, with greater involvement by CBOs and local NGOs.

Work plans for each ensuing year will be designed during these workshops.

I.B.2 Geographic Areas The countries participating in this program will be among those with some of the most serious food deficits in Africa, where USAID targets food security, or broad-based economic/agricultural growth as one of its major objectives. See Annex K for poverty data on project countries.

The criteria for choosing these countries are as follows:

- A poverty index in the top third of the poorest countries worldwide.
- An existing country program known for strong management by WV/WI, with established World Vision Area Development Programs (ADPs) or agricultural programs in proposed areas of ASFI activity, supported by private and/or public

funding, allowing for match with Title II resources and ensuring continuity of operations.

- Presence of areas with strong potential for agricultural development and populated by smallholder farmers.
- Peaceful conditions, with economic and currency stability.
- Positive macroeconomics policies in agriculture and host government policies that confirm the need for improved agricultural extension to, and focus on, the smallholder farmer.
- Supportive USAID missions or regional offices.

The ASFI will focus on target areas, identified through the long term involvement of WV and WI in these areas, where farmers have the potential to make significant increases in production by adopting and/or adapting improved farm technologies and where current extension services are not meeting farmer needs. The target groups will be smallholder farmers with 6 hectares or less, of whom 50% will be women.

The number of participating countries will be limited to five in two regions for reasonable management control, with potential for expansion into East Africa at a later date. See Annex L for Country Profiles.

I.B.3 Institutional Involvement in Agricultural Research Application USAID, the World Bank, and UN agencies are all major donors to the IARC system, and USAID Missions in Africa, as well as the Global Bureau of USAID, fund a variety of additional projects that support the IARCs and assist in getting technical information and materials from the IARCs to the NARSs and farmers. However, the budgets of the IARCs, the NARSs, and USAID have been reduced considerably over the past 8 years and this has affected their ability to support development of extension approaches and technologies.

USAID (Africa Bureau and Global Bureau) is funding a variety of regional agricultural research networks throughout Sub-Sahara Africa with which the ASFI plans to collaborate. In West Africa it is funding networks on maize with IITA, rice with WARDA, sorghum with ICRISAT, and cowpeas with IITA. In East Africa it is funding networks on beans with CIAT, potato/sweet potato with CIP, cassava with IITA, and agroforestry with ICRAF. In Southern Africa, USAID Malawi is funding a root and tuber network with IITA. These networks bring together the NARSs of the region to determine their research constraints and comparative advantages for the commodity of focus and jointly set research priorities. USAID funds provide for research development, technology transfer, and training to develop improved crop varieties and technologies appropriate for small farmers. The ASFI will develop liaisons with networks, funded by USAID and others, working on food crops, and extend these technologies to farm communities with which WV and WI have long established relationships.

I.C Institutional Capacity of Cooperating Sponsors

World Vision and Winrock International are submitting this proposal jointly. Both have comparative advantages as explained below.

I.C.1 World Vision

World Vision is the largest privately funded relief and development NGO in the world. It is an international Christian partnership operating in over 100 countries with private and public revenues of over \$400 million in 1996. WV serves people in need regardless of race, religion, creed, or national origin. In each of the countries proposed for the project WV has a sizable national program, with average budgets of approximately \$4 million in private and public funding. Each of these national offices has operated for at least 10 years. Intensive WV involvement with the IARCs and NARSs dates back to the late 1980s. WV has developed strong working relationships with key IARCs and NARSs to support work in Mozambique, Angola, southern Sudan, Rwanda and Sierra Leone. Using resources contributed from both USAID and other donors, they have collaborated in rehabilitating research and extension networks destroyed by war, and in providing seeds, tools, and technical advice to hundreds of thousands of displaced and refugee farmers in both countries.

As part of its \$80 million emergency relief efforts for Mozambique, WV developed a program to select and multiply farmer-selected seeds of improved and local varieties, resulting in major increased in production (see Table 2 in Annex J) Species varieties tested on-farm included maize, sorghum, millet, beans, cassava, sweet potato, cowpea, pigeon pea, tomatoes, and peppers.

In Angola the Seeds of Freedom Project (funded by the USAID Global Bureau) is part of a \$13 million WV relief and rehabilitation program. As a partnership between the Ministry of Agriculture, five IARCs, and seven NGOs established during the first cropping season of 1996, it has conducted 1,030 farmer trials of maize, beans, sorghum, and pearl millet in 13 of the 18 provinces of Angola. Foundation seeds of adapted and accepted varieties of maize, cassava, sweet potato, and groundnut now are being multiplied to contract commercial seed production.

Currently, WV is receiving financial support from USAID for agricultural recovery activities in Sierra Leone, Sudan and Rwanda in addition to support from the Africa Bureau and Global Bureau in support of seed and farm technology transfer between the IARCs and WV in Mozambique and Angola.

As a result of El Niño, the WV regional office in Southern Africa is receiving funds from WV Australia for a 3-year project to provide drought tolerant and short-season varieties to 170,000 farmers in Zimbabwe, Malawi, and Zambia. This project has a priority of on-farm testing of seed and multiplication of sorghum and millet seed. Another three year project funded by WV Australia promotes open pollinating seed production, by paying 100 contact farmers in cash to produce maize, groundnut, cassava, and pigeon and cow peas, to the level of 2,000 metric tons.

In all countries proposed for the ASFI program, WV has national offices (NOs), implementing community based development through Area Development Programs (ADPs). These project areas allow for the maximization of impact through long term WV involvement and synergies with other community based development initiatives in health, water and basic education; they facilitate the measurement of impact by staff on the ground through established monitoring and evaluation systems. WV has worked in most of these communities for several years, and has built up relationships which will strengthen implementation of the ASFI. ADPs are managed locally by staff living in the communities, coordinated by national staff based at headquarters. Thus, the ASFI program will have the advantage of WV infrastructure already in place at both the national and local levels. WV offices in all proposed program countries are managed and staffed by nationals and are moving toward establishing independent status as national NGOs.

Technical support to agricultural programs is provided through senior agriculturalists, most holders of Masters degrees in agriculture, based either at NO headquarters or in one of the ADPs. They will be supported by staff with experience in community facilitation, PRA and in monitoring and evaluation.

I.C.2 Winrock International Winrock International, with headquarters in Morrilton, Arkansas, began a close collaboration with the IARCs and NARSs in 1987, with its USAID-funded On-Farm Seed Project that, in 1992 was renamed and expanded as the On-Farm Productivity Enhancement Program (OFPEP). This program currently operates in Senegal, the Gambia, Kenya, Uganda, and Ethiopia. The objectives are to increase farmer access to seeds of improved varieties, enhance the ability of farmers to multiply, store, and select seeds, and to improve/conservate adequate soil fertility levels. The projects have improved nutrition, incomes, and well-being of small farmers, and have also helped some farmers to become local producers and marketers of seeds and cereals.

Winrock's approach has been based on the following criteria: (1) the project is participatory and demand driven, with smallholder farmers being partners in every sense; (2) it is collaborative, with activities implemented through a range of NGOs, farmer associations, and others; (3) it is incremental where the adoption of new technologies take the reality of smallholder farmers, and their socioeconomic context into account; and (4) varieties and technologies introduced to farmers are the products of research by IARCs and NARSs.

In 1996, Winrock integrated all its on-farm projects and programs, such as OFPEP, under an umbrella effort called the "On-Farm Agricultural Resources Management Program" (ONFARM), whose main objective is to assist farmers to move from subsistence agriculture to an agriculture that is market-driven, sustainable, and generates income. Assistance to farmers with seed technology, maintenance of soil fertility, and identification of credit and market opportunities remain central to the program. The success of this program has attracted funding from other donors, such as IFAD, USDA, Monsanto, the Food Industry Crusade Against Hunger, World Bank, local USAID Missions, and several foundations. About half a million farmers in 12 countries (11 in Africa and Indonesia) presently participate in the program.

This experience has led Winrock to conclude that food security at the farm or community level cannot depend upon subsistence agriculture. Farmers will need to increase farm productivity to be competitive with imported food produced more cheaply in other parts of the world.

Through other efforts, WI has staff working in Africa to improve management and effectiveness of extension services. WI is the lead institution for the PARTNER (Promoting a Responsive Training Network for Extension Revitalization) Initiative, and serves as the secretariat for the PARTNER Consortium, a network of participating African universities and colleges. These activities are intended to help African educational institutions to become active partners in grassroots development through increasing the competence of mid-career extensionists working in both public and private sectors. Graduates of the program will return to rural areas and apply their skills in managing extension programs that respond to the needs of farmers in the area.

The PARTNER Initiative builds on the institution-strengthening efforts initiated through the Sasakawa Africa Fund for Extension Education (SAFE), and it operates in countries where Sasakawa-Global 2000 (SG-2000) projects are implemented. These projects are joint ventures of two nongovernmental organizations: Sasakawa Africa Association and the Global 2000 program of the Carter Center.

LC.3 WV/WI Collaboration The resources of WV and WI complement each others. WV has over 80 national offices worldwide, funded mostly by private resources and staffed primarily by nationals. Since the early 1950s it has developed a strong, decentralized community presence and development strategy emphasizing self-reliance and community participation. Through its Food Security Program and extension experience in Mozambique, Angola, Sudan, Rwanda and Sierra Leone, it has developed links with the international and national agriculture networks to raise the quality of technical input.

Winrock has focused on community participation and collaboration with community based organizations, and the technical aspects of seed of improved varieties and soil fertility, with funding from USAID and private corporations. Another strength of WI is its expertise in monetization. Please see Annex M for more information on program Technical Support and Management.

II. Activity Objectives and Design

II.A Specific Objectives, Rationale, and Related Activity Descriptions

II.A.1.1 PROJECT GOAL AND OBJECTIVE 1

PROJECT GOAL: Improved food security for all family members in targeted households in five countries of sub-Saharan Africa.

OBJECTIVE 1

Increased food and cash crop production will have been achieved by targeted farmers, at least 50% of whom will be women, in 5 countries of West and Southern Africa by during LOA.

II.A.2/3.1 PROPOSED ACTIVITY INTERVENTIONS / TECHNICAL AREAS SUPPORTING OBJECTIVE 1

Food Use

The ASFI chose Title II food monetization because it has the flexibility to handle programs across regions in Africa, unlike most DA funding. Furthermore, DA funding has been cut severely across Africa in the last 5 years, and is not available for the ASFI. Funding from other institutions (World Bank, UN, other international donors) is either not available or not flexible enough to be considered. Additionally, by the sale of commodities in Sub-Saharan countries, there will be a secondary impact of making more food available on the open market.

Quantifiable Objectives Because of the variance of agricultural conditions in each country, the benchmarks for all quantifiable objectives will be set during the preparation of the Development Implementation Plan (DIP) for each project on an annual basis.

Proposed activities and technical interventions will be discussed together in the sections that follow.

Activity Summary

A total of up to 24,000 target farmers will be reached at each site during LOP through a modified and improved extension methodology which includes the recruitment and training of additional extension officers to each program site. These extensionists will focus on three areas:

- the establishment of on-farm trials for promising crop varieties identified by IARCS, NARSs and farmers themselves, and the use of farmer evaluation methods to determine most acceptable varieties. These will then be multiplied by contract farmers, if supplies are not adequate, and introduced through the 'leader-follow farmer' method, while ensuring that at a minimum of 50% of leader farmers are women. Commercial channels, backed up by information, will form the major mechanism for dissemination of new varieties.
- the introduction, through participatory extension methodologies, of a range of

agricultural practices already identified by or under development in IARCs and NARSs and by farmers themselves. Utilizing PLA and other direct community participation, extension staff will work with farmers to identify most appropriate and acceptable practices and their dissemination through the leader-follow farmer model.

- the dissemination of appropriate information and training on credit and marketing among targeted farmers.

Monetization proceeds would be used to support these activities which are expected to achieve a significant impact on food security in participating communities through increased production and farm household incomes.

II.A.2/3.1.1 Extension Model

Following baseline data collection, extensionists will be recruited in numbers which reflect the target population of farm households in each program focus area and the level of farmer organization. They are expected to range up to twelve per site, including collaborating WV and MoA staff. Each extensionist will each work with 20 leader farmers at each site, each year and each leader farmer will in turn work with 20 follow farmers, for a total of up to 4,800 follow farmers per site, per year. Over the five year LOP, a total of up to 120,000 farm households will have been reached at all sites. Actual figures will vary according to pre-existing needs and services, as well as the program model chosen.

II.A.2/3.1.2 Seed Technology

WV and WI have worked closely in Africa with several IARCs (particularly IITA, ICRISAT, CIMMYT, WARDA, CIAT, CIP, and ICRAF) and various NARSs since 1987. This collaboration has led to significant improvements in agricultural yields and farming practices. The model developed and successfully applied in post emergency situations for the identification and dissemination of improved varieties and practices will be adapted for introduction in stable countries with existing national extension services.

The WV/WI process for introducing seed of improved varieties includes the following steps:

- (1) receive seeds of local and improved varieties from IARCs and the NARSs, or from other WV or WI country projects (e.g., maize in Angola) or from farmers themselves;
- (2) test the varieties on WV/WI and/or government test plots;
- (3) test the best-performing varieties on participating farmers' fields with farmer collaboration;
- (4) invite participating farmers and their families to select the varieties they wish to plant based on yield, disease resistance, taste, appearance and other criteria; and,
- (5) multiply those seeds, usually by participating farmers who are paid for seed produced, for sale to the public. The process introduces the options; the farmers make the decisions about which varieties they wish to grow.

II.A.2/3.1.3 Farming Systems Technology

Equally as important as seeds, but likely to take much longer and have a lower return on investment than seed, are farming practices to address problems of soil depletion, erosion,

planting, intercropping, pest control, and a myriad of other issues. While farmers will participate in identification and analysis of their production problems, it is likely that the following farming practices, which have been shown to produce increased yields on stressed or poorly cultivated plots, will be included in the program:

- using appropriate and adequate seeding rate and plant density for the farming practice being used
- planting crops in rows along a contour where erosion is problematic
- mulching where adequate organic matter is available; controlled use of chemical fertilizer when affordable and available
- incorporating organic matter and crop residues into the topsoil profile instead of removing or burning it
- crop rotation and diversification
- introducing agroforestry trees in regions prone to drought or lack of timber
- conservation tillage and/or water harvesting where soils are fragile

II.A.2/3.1.4 Dissemination of New Methods

Participatory adaptive research will be the primary means of technology diffusion between project agronomists and smallholder farmers for improved crop productivity and profitability. Smallholder farmers will participate in these trials at all levels, including comprehensive examination of variety characteristics such as cooking time, palatability, growing time, and storability. Once evaluations from on-farm trials have been completed, WV/WI and the Ministry of Agriculture will introduce these farmer-tested improved varieties and farming techniques to larger groups of farmers.

This participatory method of identifying appropriate technologies will follow closely the successful methods developed in WI's OFPEP. The following is an excerpt from an outside evaluation of the WI OFPEP program:

"In contrast to traditional project-oriented technology programs, OFPEP is participatory and demand-driven. Rather than "promoting" technologies, OFPEP is working with farmers to identify constraints to production and then is "introducing" technologies from which farmers can choose to adopt or not adopt. Farmers are involved in program planning, implementation and monitoring and, consequently, this approach appears to be sustainable.

"An estimated 250,000 small and mostly poor farmers, many of them women, have learned or are learning about testing and implementing improved seed varieties and soil management technologies for producing basic food crops. Depending on the country, the local environment, and cultural practices, OFPEP has helped farmers to increase productivity of rice, sorghum, millet, groundnuts, maize, cowpeas, soybeans, cassava, wheat, teff, barley, and vegetables. Farmers have eliminated or are reducing the length of the "hungry season" and, in some cases, are producing surpluses for sale. --OFPEP Evaluation, Winrock International, 1996.

To enhance research-extension-farmer links, bringing farmers into closer contact with researchers and extension, the program will maximize the use of local facilitators, technicians, leader farmers, and follow farmers, seeking to involve women at all levels. Leader farmers, who are chosen by community members will be farmers who are innovative and are willing to share seeds of improved varieties and information about new technologies with other farmers. While they will be

trained on new cultivation methods and on the benefits of farmer-selected varieties, they will also feed new information on positive adaptive practices carried on by targeted farmers on their own plots into the evolving information base. These innovative practices will be documented and evaluated.

Networking among technical staff, local facilitators, leader farmers, and follow farmers will be encouraged through field days, local area and ADP-wide meetings, and periodic national and regional workshops. In order to maximize the access of target farmers to new information, the program's emphasis will be on building systems for the local exchange of information.

II.A.2/3.1.5 Commercialization and Marketing

In projects undertaken to date by WV/WI, increased agricultural production has led to increased commercial marketing of crops. WV/WI have helped farmers organize cooperative groups, suggested small-scale labor saving equipment, introduced credit, and encouraged diversification of crops, including cash crops as part of the crop mix. Support to marketing in the ASFI will respond to farmer-led demand.

Project extensionists, with input from agricultural specialists, will assist farmer groups to develop marketing plans and to incorporate sound business principles into their operations. Since market-driven interventions are most effective in increasing smallholder farmers' productivity and profitability, a logical first step in this collaboration would be diversification of production to include cash crops. To this end, ASFI will emphasize studies to identify and evaluate sources of production credit as well as the opportunities and options for post-harvest marketing and added value activities.

Once participating farmers have chosen the varieties they wish to grow, seeds will be multiplied commercially, by the participating farmers or by commercial seed companies, and distributed widely in each community. After the initial distribution, all seed will be procured by farmers on a commercial basis.

The program will pay special attention to access to markets and work closely with the private sector on provision of inputs at affordable rates and market access. The program will provide the following enterprise development assistance to smallholder farmers:

1. Assistance in linking targeted farmers with credit and savings facilities through one or more local NGOs or financial institutions.
2. Business and financial planning, assisting potential borrowers to prepare suitable loan applications, training entrepreneurs in financial management and credit processing, and providing a central clearinghouse for information on enterprise management, business opportunities, credit facilities, and other support services.
3. Market systems and market linkage development, e.g., providing training in market development, market information, quality control, contract negotiation, and value-added processes.

II.A.1.2 OBJECTIVE 2

A sustainable model for communication and technology diffusion among smallholder farmers, researchers in IARCs and NARSs, PVOs/NGOs/CBOs and private sector providers of inputs and markets will have been created by during LOA.

II.A.2/3.2 PROPOSED ACTIVITY INTERVENTIONS / TECHNICAL AREAS SUPPORTING OBJECTIVE 2

Activity Summary

This objective will be achieved through the establishment of training to provide permanent skills, both in technical areas and participatory methods of work; maximum involvement in program design and implementation by government and WV/WI staff and program participants -- including significant involvement of women farmers and staff; establishment of strong links, through shared activities and resources, with IARCs and NARSs, farmer groups, CBOs and the private sector and the facilitation of an economic base for market driven maintenance of program activities. The proposed privatization of extension services in Senegal may provide an appropriate testing ground for the development of a sustainable model for relationships between extension staff and farmer groups.

II.A.2/3.2.1 Information Exchange

Success of methods in use for information dissemination will be reviewed on an annual basis when agricultural institutions of each country gather to review the progress of the ASFI and participate in detailed planning for the next year. Every three years participating countries will meet regionally to compare best methods.

Agricultural staff of all WV and WI programs in the region will meet on a regular basis to discuss ASFI findings, and to incorporate the best lessons learned into their own extension efforts within the region. It is planned that all WV and WI agricultural programs in each of the regions -- not only those participating directly in the program -- will be able to raise their extension standards to the level of the ASFI as a result of these conferences.

II.A.2/3.2.2 Technical Resources Relating to Women Farmers

Since most of the farmers with whom the program will be working are women, WV and WI will make increasing the impact of women at all levels a priority. Both WV and WI have done this in previous programming. Through its AWLAE program, Winrock since 1989 has taken an innovative approach by working at both the macro and micro levels to increase the relevance of agricultural research to African women and to expand, through NGOs and other associations, their access to extension services, germplasm, and information on improved farming practices. Grants totaling about \$12 million since 1989, have funded 147 academic scholarships for African women scientists to pursue advanced degrees in agricultural sciences, prepared nine sets of training materials to prepare a cadre

of nearly 300 women leaders in national systems, helped establish nine fully-registered African NGOs and professional associations, and initiated collaborative work with major ministries, research institutes, and agricultural and environmental organizations through gender analysis task forces, training, and other activities. In program countries all of these existing resources will be utilized.

II.A.2/3.2.3 Collaboration and Integration with IARCs, NARSs, Farmer Associations, and the Private Sector

II.A.2/3.2.3.1 IARCs and NARSs: WV/WI will continue to foster and expand their excellent relationships with the IARCs through the ASFI. With the two top ASFI staff stationed, in all likelihood at one of the primary IARCs, and with these two staff assigned to facilitate the flow of technical information and seeds to the outreach staffs in participating national offices, there will be an increasingly close working relationship between the ASFI staff and the key IARCs.

In previous agricultural projects, WV and WI staff have collaborated actively with ministries of agriculture in country in setting up testing protocols and developing on-farm testing programs. MOA/ASFI collaboration will include a signed protocol between WV/WI and the particular NARSs.

Government extension agents and ASFI facilitators will work collaboratively in the field, traveling together and agreeing on processes. Annually, the country teams of the countries involved (including representatives of the IARC/NGO/NARSs, CBOs, FAs, PSEs), will meet formally to share ASFI program results and plan the next year's activities. This also will take place at year three and five regionally, as part of mid-term and final assessments, and decision-making on follow up activities. In some cases, MOA staff have already been seconded to WV/WI projects, and the project will seek to expand that arrangement.

II.A.2/3.2.3.2 Smallholder Farmers and the Private Sector Farmer associations, either formal or informal, provide one of the most important institutions of communication between the smallholder farmer and sources of new technology. If strong farmer groups can be organized and/or assisted to help market farmer production, then those groups should be able to attract and negotiate with the commercial sector over the long term without greatly expanding MOA outreach.

Strengthened links between the private commercial sector and smallholder farmer groups will enable the private sector to increase its role in disseminating agricultural technology. If both farmers and the commercial sector can profit by the alliance, it should develop and continue to prosper based on self-interest. The commercial sector includes transporters, material and supply sales (storage silos, small scale equipment, seed companies, fertilizer and herbicide sales, etc.), consultants in agricultural production and transformation, trainers, banks, and others. ASFI will work with village input suppliers, examining ways to strengthen their role, including support to regional warehousing and provision of

information on crop varieties and seed quality.

II.A.2/3.2.3.3 Other NGOs

WI has worked consistently with a variety of NGOs in all of its ONFARM-type programs, with local capacitation has been the focus of its efforts, while WV has recently been involved in collaboration with seven NGOs in Angola to promote on-farm trials with improved crop varieties through the Seeds of Freedom initiative funded by USAID. ASFI will further that collaboration by involving NGOs in each country in diffusion efforts, particularly after year three, when the program will be better established.

II.A.2/3.2.3.4 Regional Collaboration The ASFI is designed to operate in three countries in West Africa and two countries in Southern Africa during the first year. It is proposed that two new sites be added in year two or three, either in East Africa or in the existing regions. The regionalization of agricultural research and extension is critical to effectiveness, particularly in areas such as vector control. Regional organizations such as SADC have shown the value of specialization within a regional framework.

The ASFI will include regional agricultural institutions in program planning, particularly in years 3 and 5 when regional workshops will be held to: (1) review individual country accomplishments and recommend plans for the future; and (2) examine regional applicability of those findings.

II.A.2/3.3 Program Expansion

It is expected that the DAP funding from FFP will provide a platform for other funded projects throughout a planned ten year program. Two components that are needed are microenterprise credit and national communication for the smallholder farmer.

The proposed DAP program has addressed the issue of credit by proposing to facilitate the use of existing credit for the communities to be served. Efforts will be made by both WV and WI to add a credit component to the ASFI program early in its development, utilizing other resources.

It was also recommended by AID/FFP that the program consider the addition of a communication program which would distill the lessons learned from the ASFI and other technologically advanced agricultural efforts in each participating country, and project them in the local languages to smallholder farmers via radio. Radio is widely listened to in most rural communities. Additional communication efforts will be designed to get more sophisticated messages to agricultural extension workers and NGO staff. This addition will use resources outside of FFP and will be negotiated during the early years of the ASFI.

Within five years it is planned that a core group of private businesses, NGOs, government research and extension agents, farmers' organizations, and leader farmers will be in place with the skills and motivation necessary to continue the program in existing areas, as the first phase of the ASFI ends. Demand for the products necessary for increased agricultural

production will have been generated, and a group of private and NGO suppliers will be in place to meet the new demand. Significant demand will have been created for improved extension services.

II.A.4 Environmental Review and Compliance

WV and WI are obtaining materials to complete the environmental review. It is expected that an “umbrella” IEE will be submitted, since project activities are not now known in specifics, and will be changing slightly over the life of the program. A “negative determination with conditions” is expected. Negative environmental impact will be reduced by the practices of the ASFI. Introduced farming practices will improve soil conservation and reduce soil runoff. Both organic and inorganic fertilizers will be encouraged, but farmers will be trained in controlling amounts. There will be training on the appropriate use of pesticides. Appropriate technologies will be introduced that will decrease negative environmental impact. Workshops will be held on environmental impact of the ASFI inputs, and a review will be conducted annually.

II.A.5 Key Assumptions and Risks

Following are the key assumptions:

- Peace and economic stability, particularly low inflation and continued government support of the program, in each country.
- Each participating country will have adequate rains and adequate spacing on rains
- Appropriate MOUs will be signed and implemented between program staff and IARCs and NARSS.
- An appropriate MOU will be signed and implemented between WV and WI
- There will be sufficient opportunities for monetization in Sub-Saharan Africa during the LOP
- Opportunities will be available for expanding the program with additions of credit and communications initiatives

Social and economic unrest is not expected; if it arises, staff will monitor the effectiveness of the program in-country, with the possibility of office closure if problems become severe. Since this is a 10-year projected program, personalities will change. The MOUs are in place to assure continuity, to the extent possible. If it is not possible to monetize to the level anticipated in Sub-Saharan Africa, negotiations will be held with AID/FFP on options.

II.A.6 Sustainability Strategy

The development of a sustainable support and communication network between the agricultural technology sector and smallholder farmers is a key objective of the AFSL. Throughout the program, every planning workshop will have sustainability of the increasing interactions between key actors (farmers’ groups, NGOs, agricultural business

enterprises, IARCs/NARSs) as the focus, and the basis will be increased technical capability and exchange on the part of participating institutions. Ten years are considered necessary to institutionalize the relationships, and at the end of that period the ASFI will cease to exist as a separate entity. But it is planned that it will exist in other forms; those of strengthened institutions already existing in each country and region--smallholder farmers and their associations, village entrepreneurs, commercial enterprises, banks, IARCs, NARSs, and NGOs.

II.A.7 Lessons Learned

There has been no previous Title II program with WV or WI in the participating countries.

II.B Performance Indicators and Targets

GOAL

Improved food security for all family members in targeted households in five countries of sub-Saharan Africa.

LONG TERM IMPACT INDICATORS WITH TARGETS

- 1) Mean number of months of household grain self provision in targeted households will increase by 50% from the baseline by during LOA.
- 2) Stunting (height for age < 2 standard deviations below the norm) in children under five will decline from XX% to XX % during the LOA in targeted households.

RATIONALE

In areas with one major staple food crop, household food supplies of this crop at a given interval following the harvest is a critical indicator of food security. Experience in Malawi has shown it to be easily measurable in household survey, with a high degree of reliability. This indicator, as stated, will include a measure of ability to purchase grain in household which have diversified into cash crop production. The relevance of this indicator to West African agricultural conditions will be assessed during the detailed planning phase of the project. These data will be supplemented by annual measurement of yields in sampled households.

Incidence of stunting in under 5s is a summative indicator of household food security.

PROJECT OBJECTIVE 1

Increased food and cash crop production will have been achieved by targeted farmers, at least 50% of whom will be women, in 5 countries of West and Southern Africa by during

LOA.

LONG TERM IMPACT INDICATORS WITH TARGETS

Annual measurement of yields of targeted crops at household level.

RATIONALE

This is a standard indicator of increased production.

INTERMEDIATE RESULTS

IR 1.1. Adoption of improved cultivation practices.

INDICATORS AND TARGETS

Annual monitoring indicators

1.1.2: At least XX% of targeted farmers [of whom XX % are women] will have adopted one or more identified improved cultivation practices during at least two seasons by during LOA.

1.1.3: The mean number of improved crop varieties adopted by targeted program farmers during LOP will be at least one; the mean number of different crops under cultivation by targeted farmers will have increased by an average of XX during LOP [measured by monitoring and surveys at baseline and EOP].

RATIONALE

Adoption of improved crop varieties and improved cultivation practices are key behaviors toward achieving sustainable increases in yields and farm incomes.

IR 1.2: Effective participation in cash cropping

INDICATORS AND TARGETS

Annual Monitoring Indicators

1.2.1: At least XX % of targeted farmers, of whom XX % will be women, will have adequate access to inputs by project mid-term. This proportion will be XX% by EOP. [measured through monitoring in years 1 - 5]

1.2.2: At least XX % of targeted farmers, of whom XX% will be women, will be obtaining income from sales of agricultural products.

RATIONALE

Access to inputs is a pre-condition to enhanced levels of production, necessary for participation in the market.

Actual market participation is measured by 1.2.2.

PROJECT OBJECTIVE 2

A sustainable model for communication and technology diffusion among smallholder farmers, researchers in IARCs and NARSs, PVOs/NGOs/CBOs and private sector providers of inputs and markets will have been created during LOA.

LONG TERM IMPACT INDICATOR WITH TARGETS

- 1) At least XX % of targeted farmers, of whom XX % will be women, will have adequate access to agricultural credit, both for inputs and marketing (as self defined, among farmers seeking credit) by EOP.

RATIONALE

Ability to gain access to credit provided by institutions outside the operational control of AFSI is a key indicator of long term access both to inputs and to marketing opportunities. To date, WV and WI do not have an existing credit program operating in the areas of concern.

INTERMEDIATE RESULTS

IR 2.1: Increased participation by women at all levels in program activities over the LOP.

INDICATOR AND TARGETS

Annual monitoring indicator:

2.1.1: The number of women extension workers and leader farmers working with the project will be at least 20% by the end of the first year, will reach 30% by project mid-term and will remain at or above this level over the LOP.

RATIONALE

Direct measurement of women's participation through monitoring is reliable.

IR 2.2: Effective program coverage and utilization of participatory methods by both project staff extensionists and collaborating MoA extensionists in participating countries.

INDICATORS AND TARGETS

Annual monitoring indicators

2.2.1: At least 50% of extension agents collaborating with/ recruited by the project will have been trained in and will be utilizing PRA techniques for identification of most appropriate and feasible interventions with target farmers by the end of year 2; 100% will be using these techniques by project mid-term (end of year 3)

2.2.2: Participating extensionists and leader farmers will have achieved XX% of coverage of targeted farmers by the end of year 1, year 2, year 3, etc. All targeted farmers will have been reached during LOA, barring major unforeseen constraints such as drought, political instability, or major policy changes.

RATIONALE

The acquisition of both technical skills and new extension methods, and the actual use of these participatory methods by *all* collaborating extensionists during the LOA should correlate highly with a sustainable intervention.

Program coverage is critical to long term sustainability.

I.R 2.3: Effective information sharing mechanisms, formal and informal, among all key participants, including IARCs, NARSs, farmers, CBOs and the commercial sector will be in place by the EOP.

INDICATORS AND TARGETS

Annual monitoring indicators

2.3.1: Number of program participants who report having participated in an information sharing forum, including periodic meetings, workshops, use of a newsletter or other print medium, will increase by XX% during each year of the program, to reach 100% by EOP.

2.3.2: Number of extension workers/ lead farmers reporting having benefited from inter-group or inter-institutional collaboration will increase by XX % in each project year.

RATIONALE

Direct participation is an effective indicator of program coverage toward the objective of sustainability.

II C. 1 Monitoring and Evaluation Plan

ASFI: Monitoring and Evaluation Plan FY99 - 2003						
Indicator	Type of Data	Frequency of Collection	Methodology of Data Collection	Population Covered	Key Assumptions	Personnel Responsible
<p>Project Goal: Long Term Impact Indicators:</p> <p>Mean number of months of hh. grain provision</p>	Respondent estimation at household level in sample of targeted households.	Baseline and end of project.	Sample survey among targeted households	Targeted households which will include small producers, 50%female	Respondents are able to make accurate estimates; grain provision through cash income is included	Project extension staff in each area; TA by program M&E officer; WV/WI headquarters.
% of children < 5 who are < 2 std. devs. below norm	Anthropometric	“	Sample survey among targeted hhs. with oversampling among those with index children	Targeted households	No significant intervening factors such as inequitable intra-hh food distrib., drought, econ. depression, collapse of health systems or major nutritional impact of pediatric HI/AIDS	Project extension staff supported by WV health staff and MoH. TA from WV hq.
<p>Objective 1: Long Term Impact Indic:</p> <p>Annual yields of targeted crops (productivity)</p>	Yields per cultivated area, crop cuts, survey and monitoring data	Annual	Crop cuts (sampling methodology), household sample survey in yrs. 1 & 5; monitoring data	Targeted households and leader farmers for comparative purposes	Crop cut methodology represents entire target population and is applied reliably; no adverse climatic conditions [these will be monitored]	Program extension staff with TA from senior agriculturalists, ASFI and MoA

ASFI: Monitoring and Evaluation Plan FY99 - 2003

Indicator	Type of Data	Frequency of Collection	Methodology of Data Collection	Population Covered	Key Assumptions	Personnel Responsible
<p>IR 1.1: Annual Monitoring Indics:..</p> <p>Adoption of improved cultivation practices, over 2 or more seasons</p>	Annual monitoring data for targeted households; sample surveys in yrs. 1 & 5	Annual; surveys at baseline and EOP	Extension staff and leader farmers will report on agricultural practices among targeted households in program areas; surveys will be based on random sampling of targeted households	Targeted households throughout program areas	<p>Program extension staff and leader farmers will be trained to collect data on agricultural practices and monitoring system will function well;</p> <p>No adverse climatic conditions.</p>	Extension staff and leader farmers with TA from senior agriculturalists in ASFI and MoA
Increase in mean number of improved crop varieties adopted by targeted farmers	“	“	“	“	Program staff collect accurate data; new varieties will be available to farmers at affordable costs	“
<p>IR 1.2: Annual Monitoring Indics:</p> <p>Adequate access to agricultural inputs</p>	“	“	Annual monitoring including farmer respondent perceptions of adequacy of access to inputs; surveys, baseline and yr. 5	“	Accurate information is provided to project extensionists and leader farmers; commercial availability of inputs is = to better than at start of program throughout LOA.	“

ASFI: Monitoring and Evaluation Plan FY99 - 2003

Indicator	Type of Data	Frequency of Collection	Methodology of Data Collection	Population Covered	Key Assumptions	Personnel Responsible
Proportion of women in targeted hhs. obtaining income from agric. sales	Annual monitoring data for targeted households; sample surveys in yrs. 1 & 5	Annual; surveys at baseline and EOP	Extension staff and leader farmers will report on market participation; surveys will be randomized among target pop.	Target households throughout program areas.	Market conditions remain the same or improve; crop production rises as expected.	Project extension staff in each area;
Objective 2: Long term impact indic.: Adequate access to agricultural credit (inputs and marketing)	“	“	Annual monitoring reports, sample surveys, baseline and yr. 5	“	Accuracy of reporting; agreed upon definition of adequacy; no major economic changes in program countries which would affect access to credit during LOA.	“
IR 2.1: Annual Monitoring Indic. Number of women extension workers and leader farmers actively involved in the project	Annual monitoring data	“	Reports by project staff	All project staff and participating targeted farmers	Program staff are able to recruit women staff and extensionists and are willing to involve women farmers as leaders	Program staff, particularly senior staff (who will be accountable for meeting targets through recruiting and through accountability of staff for identification of women leaders.)

ASFI: Monitoring and Evaluation Plan FY99 - 2003

Indicator	Type of Data	Frequency of Collection	Methodology of Data Collection	Population Covered	Key Assumptions	Personnel Responsible
<p>I.R. 2.2: Annual Monitoring Indic.</p> <p>Proportion of project and collaborating extensionists who are utilizing participatory methods of work.</p>	Reports by extensionists and leader farmers	Monthly and quarterly compilation	Written reports and observations of extension activities, methods of work	Extension staff directly ; targeted households indirectly	PRA training will be timely, effective and will cover the required population.	Extension staff and their immediate supervisors.
Percentage coverage of targeted households by extension staff	Monitoring indicators; extensionist work reports.	Monthly with quarterly compilation.	Written reports and field spot checks on extension work.	“	No events such as political instability or major policy shifts vis-a-vis NGO extension activities will take place during LOA; motivated and energetic staff will be recruited/ collaborating.	“

II C.2 Monitoring and Evaluation Plan

Annual Monitoring Indicators

Data on annual monitoring indicators will be collected by program extension staff, assisted by leader farmers and representatives of farmer groups participating in the project. At each project site, a computerized management information system will be established, utilizing WV computer equipment already established in the field or machines purchased under this program. If feasible and appropriate, this will include a data base covering all registered, targeted households as well as the activities of extension agents. In this way, basic household information, extension visits, dissemination of new information, participation of farm households in activities implemented through the program and changes in the status of farm households vis-a-vis key monitoring indicators will be recorded and tabulated. A model of area coverage by community development animators developed in WV's privately funded ADPs in Ethiopia and Tanzania will be extended and refined. Through this mechanism, each extensionist and participating leader farmer will be responsible for geographical coverage of a defined number of households designated by need and potential to benefit from the program. It is envisioned that data will be entered on a weekly basis on paper by extensionists and then entered on computer by program staff employed in monitoring. Quarterly reviews of monitoring data will be used to adjust program implementation.

II. C. 3 Monitoring and Evaluation Plan: Impact Indicators and Evaluations

II.C.3.1 Baseline Data Collection

Baseline data collection will take two forms: diagnostic baseline data, gathered through qualitative exercises early in the life of the program, and a baseline survey, designed to measure major indicators of program impact. Both types of data collection will be carried out by program staff, with assistance from other WV staff at national offices and headquarters, and collaborating MoA and NARSs staff. It is anticipated that good quality data will be available at district or equivalent level but that information most relevant to quantitative assessment of agricultural practices, production levels, child nutrition, etc. will not be aggregated at the same level as program areas. For this reason, it will be essential to establish a comprehensive baseline for measurement of program impact.

The primary methodology for measurement of impact indicators at baseline will be a randomized household survey among the defined target population of each project site, carried out during the second quarter of the project, by extension staff. The sampling frame will include a defined number of farm households -- in most cases the entire program population. Exclusion of large scale commercial farmers and non-farm households is expected to have little impact on the total size of the target population. It is anticipated that a cluster sampling method will be used, with a sample size adequate to measure a relatively modest level of change in key variables. Prior to final design of the survey, literature and available data will be reviewed to determine the 'best guess' estimates of values of key variables and project areas will be visited by technical advisors to the project

to get a concrete picture of settlement patterns, farming practices, types and standards of assets and other information relevant to good questionnaire design.

Survey work and qualitative data collection will be supported by Technical assistance provided by WV Headquarters staff based in Washington and by the Program Coordinator, Center for PVO/University Collaboration in Development at Western Carolina University, with whom WI has a consultative relationship. These technical advisors will develop survey instruments, field test them, train extension staff in enumeration and assist with sampling and other aspects of survey design. Their time will be costed in the ASFI budget. Senior WV staff at national level with strong monitoring and evaluation skills will be included on survey teams to ensure continuity and transfer of skills. It is anticipated that each national office of WV will release either the most senior agriculturalist or a senior M&E technical person for this activity. Staff at project sites will be trained in good survey practices and in the logic of data analysis to maximize their involvement the data review activities which will follow the survey.

Following the initial baseline survey, all targets will be reviewed in light of new information provided on baseline indicators. This data is expected to be a key input to the detailed implementation planning. For ethical and practical reasons, no control group will be included in the household survey design at baseline and end of project. However, data which is collected on farm households in the course of WV operations in areas outside the project boundaries will provide some level of comparability for purposes of assessing the impact of the ASFI.

II.C.3.2 Mid-term Evaluation

Evaluations will be carried out at mid-term and in the immediate post harvest period in year five of the program. It is proposed that the mid-term evaluation be based primarily on qualitative data and focus on management and implementation issues in the programs, utilizing quantitative measures of effectiveness of program implementation derived from the annual monitoring indicators. In addition, external factors which may have affected program impact, such as climatic variability and a changing policy environment, will be assessed in depth and efforts made to estimate the magnitude of their effects. The time and cost necessary to implement a methodologically sound household sample survey across six program areas in five countries and the challenges to comparability posed by seasonality indicate that a mid-term survey may not be cost effective.

II.C.3.3 Final Evaluation

A final household sample survey will be carried out in all program areas during the last post harvest period prior to the third quarter of year five. It is expected to be implemented in the last quarter of year four or the first quarter of year five. It will provide a major data input to the final evaluation. The final external impact evaluation will include a review of this survey data as well as an examination of qualitative data or evidence which may explain unexpected results or strengthen the case for attribution of changes to program interventions and review of monitoring data.

An external evaluator will participate in a lead role and full consultation will be held with local USAID Missions, NARSs, IARCs which have a strong relationship with the program, government ministries, regional offices of USAID and BHR/FFP. The findings of the external evaluation will be utilized by WV and WI in the decision to request program funding for a further five years and in the design of any proposed program .

II.D Implementation Schedule

Please see Annex N for the ASFI Schedule for 1999.

III. Complementarity

Complementarity to USAID regional objectives The ASFI is designed to advance the agricultural goals of USAID (Africa Bureau and Office of Food for Peace) as formulated in its Food Security Policy Paper and strategy papers of the IARCs) and to support individual USAID Mission strategic objectives in both agriculture and broad-based enterprise development.

WV and WI representatives have met numerous times with representatives of USAID/W, USAID Missions, IARCs, and NARSs regarding the ASFI. All have been supportive of this effort and have made valuable contributions to its structure and emphasis. Letters of support are found in Annex I.

The ASFI Project and USAID Strategic Objectives The ASFI fits well within each of the USAID Mission's SO priorities. The following is a list of the most relevant SO for the project. Annex O outlines all the Strategic Objectives for each USAID Mission, with the most relevant SO in bold.

<u>Country</u>	<u>Strategic Objective</u>
• Ghana:	Increased Private Sector Growth
• Malawi	Increased Agricultural Incomes on a per capita basis
• Mali	Sustainable Economic Growth: Value Added from Specific Subsectors
• Senegal	Sustainable Increases in Private Sector Income Generating Activities
• Zimbabwe	Accelerated Regional Adoption of Agriculture Management Practices*

*Zimbabwe will receive oversight from the USAID Regional Office since the USAID office in Zimbabwe is closing.

WV and WI have met with and received strong support from the USAID offices in each country (the regional office for Southern Africa in the case of Zimbabwe), as well as from the Africa Bureau and Global Bureau of AID. Each is involved in projects to increase the impact of both the IARCs and NARSs, and each feels that the ASFI effort to collaborate

with existing efforts in promoting a stronger NGO role, will be helpful. In each country the concept for this initiative was presented to the NARSs (both research and extension) and to other related agencies. Where an IARC was located in a proposed program country, the initiative was presented to them. Each office visited was supportive of the initiative, willing to participate, and eager to see the final proposal. See the letters of support in Annex I.

In all countries, WV and WI have been engaged in agricultural initiatives for at least the past 10-15 years, and have developed an active network of collaborators. WV works through its national offices and WI through indigenous NGOs. The ASFI will depend on that network and trust for a rapid start up. One aim of this project is to replicate the successful model created in ASFI in the other West and Southern offices of WV and WI. In each country, the program will work with NGOs interested and willing to expand their agricultural potential by engaging them with other agricultural institutions in promoting smallholder farmer productivity.

IV. Bellmon Amendment

Disincentive Analysis and Storage Availability

Please see Annex A for the Disincentive Analysis.

V. Activity Resource Requirements

Financial Plan

See Annexes B and C for budgets. To clarify project authority and responsibility, and to facilitate communication, WV will be responsible for the budgets of its project sites in Southern Africa (Zimbabwe, Malawi) and for the English speaking Ghana of West Africa. WI will be responsible for West Africa (Senegal; sites of both WV and WI) and Mali. WI will subcontract the WV Senegal site to Senegal. This will result in near-equal AERs for both participants. Each cooperating sponsor will ensure participation of the agricultural technicians of the other by including them in national and regional meetings in both Southern and West Africa.

Monetization Plan

Winrock is proposing two types of monetization sales under this agreement. WV/WI propose to market the wheat through commercial channels with the aim of maintaining the normal procurement system for blending wheat in small mills in West Africa. The approach in the corn sale is less commercial in that it is targeted to one buyer with the purpose being the development of local corn mill. Annex A describes the details of the sales, including sale procedures, pricing, capacity and the background information required by Title II regulations.

The monetization activity is separate from the proposed program activities. Because of the nature of the sales, it is not believed host country agreements are required as the buyers for

both commodities are private entities and will import the commodity commercially, paying all required duties and fees.

Annexes

Monetization Plan

I. Preliminary Proposed Mechanics of the Monetization.

Winrock proposes to monetize between 10,000 to 12,000 tons of U.S. Northern Spring/Dark Northern Spring (NS/DNS) wheat in five countries located in West Africa and the Sub-Sahara region: Mali, Burkina, Niger, Benin, and Gabon.

1.1 Rationale for the commodity.

Each of these countries operates a flourmill. Benin has two flourmills. The flourmill in Mali is Les Grands Moulins du Mali (GMM) located in Bamako. The flourmill in Burkina is Les Grands Moulins du Burkina (GMB) located in Banfora. In Niger, the flourmill is Les Moulins du Sahel in Niamey. Benin has Les Grands Moulins du Bénin (GMB) et Les Moulins du Golfe, both located in Cotonou. The flourmill in Gabon is Société Meunière et Avicole du Gabon (SMAG), located in Libreville.

At present, these flourmills grind low quality wheat from the European Union that they receive either as donation or under the ACP subsidy system. These mills are in need of strong wheat with good protein to supplement the weak European wheat. In each of these counties, the consumers and the bakers demand a good quality flour with decent protein. This monetization would provide the type of wheat needed to blend with and improve the European wheat. From experience, the most suitable type of improving wheat is the U.S. spring wheat, grade number 2 or better, NS/DNS, with 13.5% protein minimum and 275 Falling Number minimum. This is the type of blending and improving wheat used by the more affluent flourmills in West Africa.

1.2 Proposed time frame for the sale.

Because the spring wheat will be blended with other wheat, the flourmills need to receive it in small shipments spread over time. The best supply schedule is for each of these mills to receive shipments of 2,000 tons each, spread over calendar 1999. Shipments to several mills can be combined; therefore two shipments of about 6,000 tons, one in early 1999 and the other mid 1999 are anticipated. There is no harvest consideration for the supply time frame as none of these countries grow wheat.

1.3 Justify the proposed location of the monetization.

Just about every flourmill in West Africa / Sub-Sahara needs to produce good quality flour. To achieve this aim, they blend high protein wheat with the weaker wheat received from Europe or Argentine. Some, like the flour mills in Ghana, import 100% high protein wheat and produce a

strong flour that is in demand even in neighboring countries. For example, the fanti bread bakers in Cote d'Ivoire import their flour from Ghana because they need a stronger flour than that produced by the local mill even though the latter improves its grist with U.S. spring wheat. The flourmills of the five countries targeted for this monetization are unable to purchase high protein spring wheat commercially because of their financial situation, especially in obtaining credit terms. The NS/DNS wheat supplied under this monetization will enable these flourmills to produce the type of flour in demand by the bakers and consumers.

The market structure is fairly straight-forward. Mali, Burkina, Niger, and Gabon are all serviced by one flourmill each as identified in 1.1, and Benin has two flour flourmills.

1.4 Sales methodology.

Flourmills in West Africa do not purchase wheat directly on the international market. Because of their low individual tonnage requirements, their uncertain supply schedule and their difficulties in managing purchase financing, most mills are unable to deal directly with the large international grain houses. They organize their wheat supplies through a consolidator who is able to combine the requirements of several mills into a decent size shipment. The consolidator is also able to switch destinations and allocations when a mill finds itself unable to honor a purchase commitment. The consolidator also follows each mill and is able to anticipate when supplies are needed and thus avoid having the mill in a stockout position, needing a spot supply at high prices.

Winrock wants to fit into this existing market structure and use the existing trade patterns of the flourmills. Winrock will sell the wheat to IFACO S.A., the trading and shipping firm in Geneva used by all the mills under this monetization program as their consolidator. Winrock will sell the wheat on a C&F West Africa basis to IFACO who will allocate the wheat to the mills in accord with its grinding schedule, need, and financial position.

Winrock will use existing payment channels. It will structure its C&F sale to IFACO on the basis of a letter of credit and thus be certain of receiving payment. IFACO assume the financial risk of dealing with each individual mill. IFACO already plays this role in supplying wheat to millers in West Africa.

1.5 Demand for the monetized commodities.

In each of the countries targeted for this monetization, there is a demand for improved wheat to blend with traditional weaker wheat that the millers import. Without blending with stronger wheat, the millers are unable to satisfy the consumer demand for good quality milling flour. This monetization will not displace any commercial supply of high protein wheat as these flourmills are unable at present to purchase such wheat in the commercial circuits. The proposed monetization will not displace imports under the Export Enhancement Program. The EEP for wheat is not currently active. This monetization will supply the flour mills in these countries with needed U.S. spring wheat that they are not receiving at present.

These flourmills are currently grinding between 3,000 to 5,000 tons of wheat per month. It is estimated that each mill can receive the spring wheat in lots of 2,000 tons. By combining shipments to several mills, Winrock anticipates a schedule of two shipments of approximately 6,000 tons each, one in early 1999 and one in mid 1999. Such a delivery schedule will enable the mills to receive regular and adequate supply of blending wheat.

1.6 Storage facilities.

Les Grand Moulins du Mali (GMM) imports its wheat through Dakar where the wheat is bagged and put on railcars for Bamako. GMM usually receives 2,000 ton lots of wheat. There is a custom bonded zone in the port of Dakar that has flat storage for the wheat destined for Mali. This storage space is sufficient for shipments 2,000 tons of wheat.

Les Grand Moulins du Burkina (GMB) imports its wheat through Abidjan where it is discharged via vacuators and transported to Banfora by trucks or rail. The port of Abidjan has adequate storage space to store the wheat before it is transported to Banfora. GMB imports its wheat in 2,000 ton lots.

Both mills in Benin, Les Grands Moulins du Bénin (GMB) and les Moulins du Golfe are located in Cotonou, a sea port. Benin has substantial silo storage space. Les Moulins du Sahel in Niamey imports wheat through Cotonou where there is ample storage space. The wheat is trucked to the mill in Niamey. Les Moulins du Sahel usually imports its wheat in 2,000 ton lots. SMAG of Gabon is located in Libreville whose port area is called Owendo. SMAG has its own silo storage and can receive lots of 2,000 to 4,000 tons.

2. Monetization Sales Budget.

This section details the pricing of the proposed monetization.

2.1 U.S. Commodity Price Indication.

Wheat market have shown extreme volatility. It is difficult to estimate the price of NS/DNSwheat for 1999. However a price of \$150.00 per metric ton FOB appears realistic.

2.2 Estimate of Ocean Freight.

NS/DNS wheat would be most likely to be shipped out of the U.S. Gulf. The ocean freight to West Africa is estimated at \$32.00 per metric ton.

2.3 Estimated Inland Transport.

The wheat will be sold to IFACO C&F port of import in West Africa (Dakar or Abidjan or Cotonou or Owendo) even for land locked countries such as Mali, Burkina, Niger. There will be

no inland transport cost incurred under this monetization.

2.4 Base Cost.

The base cost is \$150.00/mt (Wheat FOB) plus \$32.00/mt (Ocean Freight) = \$182.00/mt C&F West Africa (Dakar or Abidjan or Cotonou or Owendo).

2.5 Estimated Sales Revenue.

The Cost Recovery is estimated at 80% of the C&F price or \$145.60/mt. Total estimated revenue for this monetization is 12,000 tons @ \$145.60 = \$1,747,200.00.

2.6 Cost Recovery Estimate.

The Cost Recovery is estimated at no more than 80% of the C&F price. The price difference with the subsidized European wheat is too great to achieve anything more. Historically, the ACP subsidies have run between \$15 to \$20 per ton making EU wheat at about \$100/mt FOB or \$50.00/mt less than the FOB price for U.S. spring wheat.

3. Bellmon amendment.

A regional monetization is proposed for the five countries in West Africa: Mali, Burkina, Benin, Niger, and Gabon. This proposed monetization centers around one specific commodity that is in demand by all the flourmills located in these countries and that is not otherwise available from local sources. This commodity is U.S. spring wheat, grade number 2 or better, NS/DNS, with 13.5% protein minimum and 275 Falling Number minimum.

3.1 Disincentive to local production.

None of the countries considered for this monetization grow or produce any wheat, therefore there is no disincentive to local production. In all these countries, there is a demand for a better, more nutritional flour. The monetization of high protein U.S. spring wheat will serve this purpose by being blended with the low protein weak wheat that these countries import from Europe and thereby enable the local baker to produce a more nutritional bread.

3.2 Storage facilities.

All the flourmills located in the five countries targeted for this monetization import 100% of their wheat requirement. As such, they have all developed adequate storage and handling facilities. Below is a storage analysis per country.

3.2.1 Mali has one flourmill: Les Grands Moulins du Mali (GMM) located in Bamako. Bamako is located on a rail link to Dakar. GMM imports all its wheat through Dakar in the 2,000 ton lot

size. The wheat is bagged in Dakar and railed to GMM in Bamako. Dakar has flat storage space under custom bond for the wheat destined to GMM. GMM can store and process the monetized wheat without spoilage and waste

3.2.2 Burkina has one flourmill: Les Grands Moulins du Burkina (GMB) located in Banfora. Banfora is on a direct rail link from the port of Abidjan. GMB imports all its wheat through Abidjan. The wheat is discharged into flat storage in bond and then railed or trucked to Banfora. The port of Abidjan has ample storage space in bond as it serves as entry port for goods destined to Guinea, Mali and Burkina. GMB traditionally imports wheat in 2,000 ton size shipments. GMB can store and process the monetize wheat without spoilage and waste.

3.2.3 Benin has two flour mills: Les Grands Moulins du Bénin (GMB) et Les Moulins du Golfe (MG), both mills are located in Cotonou. GMD and MG import their wheat through Cotonou which has ample silo storage space. These mills have thus a great flexibility in the size of shipment they can receive. Both GMB and MG can store and process the monetize wheat without spoilage and waste.

3.2.4 Niger has one flourmill: Les Moulins du Sahel in Niamey. Les Moulins du Sahel imports all its wheat through Cotonou; ample silo storage space exists. The wheat is then trucked to the mill in Niamey for processing. Les Moulins du Sahel can store and process the monetize wheat without spoilage and waste.

3.2.5 Gabon has one flourmill: Société Meunière et Avicole du Gabon (SMAG), located in Libreville. SMAG imports its wheat through the port of Owendo which is next door to Libreville. The wheat is discharged from the ship and directly transferred to the mill for storage and processing. SMAG imports its wheat in 2,000 to 4,000 ton lots. SMAG can store and process the monetize wheat without spoilage and waste.

4. Commodity Procurement Schedule.

Winrock proposes to ship the monetized wheat in two shipments of approximately 6,000 tons each, one in early 1999 and another one in mid 1999. Each shipment will be divided between several mills and thus ensure a supply size that the receiving mills can handle. It will be part of IFACO's responsibilities to allocate the spring wheat shipments between the targeted mills.

5. Cost Recovery Justification.

This monetization will enhance the food security for the targeted countries and improve the nutritional value of the local wheat flour in the respective markets.

All the flour mills located in the targeted countries are experiencing financial difficulties. These difficulties sometimes result in the mill being unable to obtain timely wheat supplies and having to stop flour production. Such stoppages disrupt the availability of flour to the bakers and the consumers. The Cost Recovery allowance will enable these mills to access high protein wheat,

which will be, blended with their traditional cheap wheat and thus produce a more nutritional flour for the local market.

Winrock estimates that the Cost Recovery will be no more than 80% of the C&F value. The subsidized ACP wheat received by the mills has an FOB price level of about \$100 per ton or \$50 less than the FOB price of U.S. spring wheat. The C&F price estimate for U.S. spring wheat is \$182.00/mt. 80% thereof is \$145.60/mt which is about \$25/mt higher than the C&F price for the ACP wheat.

6. Supply Justification.

This monetization will have substantial effects both in terms of food supply and nutritional improvement.

Because of their financial situation, the flour mills in the targeted countries face an uncertain wheat supply. The monetized wheat will enable them to obtain supplies of wheat that would otherwise not be available to them.

The type of wheat traditionally imported by the flourmills is low protein subsidized European wheat. This monetization proposes to supply the mills with high protein U.S. spring wheat. This will enable the millers to blend it with the European wheat and produce a more nutritional type of flour. This will enable the local bakers to produce a more nutritional type of bread. Such higher protein bread will also have a much longer shelf life than the baguette type that spoils after a day. As part of a USDA sponsored program, we have developed a West Africa regional baking training center. The purpose of the center is to train small scale bakers, many of whom are women, in proper procedures for producing a high quality bread. Winrock will invite small bakers from the targeted countries to participate in training programs. No funds from this monetization will be used for this program.

7. Market Development Justification.

It is essential for the food security of the targeted countries that their flourmills, however small, remain in operation. This monetization will enable these mills to retain their market share of the local flour market. Without improving their grist with high protein wheat, the flourmills lose their markets to imports of flours. This threatens their existence.

It is equally important for these small flourmills to retain the use of their consolidator, IFACO. Each mill on its own would have severe difficulties in obtaining wheat supplies on the open market.

Finally, this monetization will expand the U.S. wheat market in an area of subsidized competition.

1. Preliminary Proposed Mechanics of the Monetization.

Winrock proposes to monetize yearly between 10,000 to 15,000 metric tons of U.S. grade number 2 or better yellow corn in Côte d'Ivoire for three years: FY 1999, 2000, and 2001. This monetization will be handled through a local corn-processing mill currently under development. This corn-processing mill is expected to commence operations during the first quarter of 1999. This will be the first industrial corn processing plant in Côte d'Ivoire and the Sub-Region.

1.1 Rationale for the commodity.

Mr. Daouda Kanté is a local industrialist who runs a poultry, a stock feed, and rice milling operation in the vicinity of Abidjan. Mr. Kanté started a small stock feed and egg laying hens operation in the mid 70s. His activities grew steadily and by 1989, Mr. Kanté opened a rice mill. Mr. Kanté's company, Côte d'Ivoire Céréales S.A., now operates a grain silo of 20,000 tons capacity, 2 grain dryers of 40 ton/hour capacity, a high capacity weighbridge, a rice mill, rolling stock, and this, in addition to the poultry and stock feed activity. Côte d'Ivoire Céréales S.A. has all its activities, plants and equipment located at PK 21, route de Dabou, in the vicinity of Abidjan.

With the help of a loan from the IFC currently under review, Mr. Kanté is setting up a 14,000 ton/year corn-processing mill that is expected to become operational first quarter 1999.

Although the mill anticipates getting some of its supplies from the local corn growers, most of the local corn production will be inadequate to supply the corn-processing mill both in terms of quality and quantity.

Quality: The local corn is high in humidity (up to 30% moisture when delivered to the mill) and thus has a high aflatoxin content. The corn grown in the north of the country is dryer but a great percentage of it is consumed by neighboring countries such as Burkina Faso. In any event, the local corn is mostly used for animal feed.

Quantity: In a normal year, the local corn production is barely sufficient for the animal feed industry. The current continued drought in Côte d'Ivoire is projected to cause severe shortages in corn with the current crop disappearing by the December 1999.

The corn processing mill will use the monetized U.S. corn primarily for human consumption for three types of products:

- Corn meal for human consumption. There is a large, untapped market for corn meal in Côte d'Ivoire and neighboring countries. Côte d'Ivoire Céréales S.A. will produce degermed cornmeal that has a long shelf life and thus is preferred by the consumer.
- The local vegetable oil processors will use the germs.
- The grits will be used by the local breweries.

Small residual by-products such as the bran will be used in animal feed.

1.2 Proposed time frame for the sale.

Winrock proposes to commence shipment of the corn during the first quarter of 1999 to coincide with the startup date of the corn-processing mill. As that time, no local corn is expected to be available; therefore Winrock anticipates to ship about half of the yearly program (between 5,000 to 7,000 tons). The other half will be shipped during the early summer as the local corn crop is not available until end August / early September on the assumption that some of it may be of sufficient quality for the corn processing operation.

1.3 Justify the proposed location of the monetization.

Côte d'Ivoire Céréales S.A. corn-processing mill will be the only one of its kind in the Sub-region. It will answer an unmet demand for cornmeal and thus will contribute to the food security of the low income population in the country.

As cornmeal is not currently available commercially in Côte d'Ivoire, it is difficult to identify market prices. Côte d'Ivoire Céréales S.A. will target its cornmeal production to low income groups in urban and rural areas. It will thus position its sales price of cornmeal to wholesalers below the price of Asian rice, which is a staple food item in Côte d'Ivoire. The projected price of cornmeal to wholesalers is CFA 150 per kilo (about 25 cents per kilo). The wholesalers will then market the cornmeal to the consumers through the retail distribution system.

1.4 Sales methodology.

Winrock will enter into a C&F Free Out Abidjan sales contract with Côte d'Ivoire Céréales S.A. for a price equivalent to 80% of the commercial C&F price.

Côte d'Ivoire Céréales S.A. will discharge the bulk corn at the port of Abidjan, custom clear it, and store the corn in its on site silo storage. It will then process and mill the corn in its newly erected mill and will sell the cornmeal to wholesalers for retailing to consumers. The germs will be sold directly to vegetable oil processors and the grits to brewers.

The terms of the Winrock C&F will provide for payment in CFA francs according to a "Collateral Management Agreement" whereby payments will be due as Côte d'Ivoire Céréales S.A. draws the corn from the silo for processing by the mill. Winrock will have a lien on the corn stored in the silo (tierce détention under the local legal system) until the corn is paid for and transferred to the mill for processing.

1.5 Demand for the monetized commodities.

There is a strong demand for degermed corn meal (i.e. long shelf life), not only in Côte d'Ivoire but also in neighboring countries such as Liberia, Guinea, Mali, Burkina, and even Nigeria. Côte d'Ivoire Céréales S.A. will be the industrial corn-processing mill in that Sub-region. When in full

operation, this mill will provide for the food security of the lower income population in the whole area. At present, Côte d'Ivoire imports more than 500,000 tons of Asian rice per annum. Low cost Asian rice is one of the staples. By producing cornmeal at a price below that of imported Asian rice, this monetization will provide an alternative staple to the lower income population.

This monetization proposes to supply between 10,000 to 15,000 tons of corn per year for 3 years starting in 1999. This quantity represents most of the mill processing capacity as it is not expected that local corn will be available initially for the mill. The demand is expected to more than absorb the mill's production.

The proposed monetization is not competing with commercial imports under the Export Enhancement Program as no EEP is currently active in corn. There are no commercial export of cornmeal from the U.S. to Côte d'Ivoire.

1.6 Storage facilities.

Côte d'Ivoire Céréales S.A. has a modern grain silo storage adjacent to where the corn-processing mill is being erected. The grain silo has a total storage capacity of 20,000 tons divided in 8 bins of 2,500 tons each. This is more than enough to store the monetized corn. There will be a conveyor system to transfer the corn from the silo to the mill.

2. Monetization Sales Budget.

This section details the pricing of the proposed monetization.

2.1 U.S. Commodity Price Indication.

Grain markets have shown extreme volatility. It is difficult to estimate the price of corn wheat for 1999. However a price of \$105.00 per metric ton FOB for U.S. grade number 2 yellow corn in bulk appears realistic.

2.2 Estimate of Ocean Freight.

The corn will most likely be shipped out of the U.S. Gulf. Freight to Abidjan is estimated at \$32.00 per metric ton.

2.3 Estimated Inland Transport.

The corn will be sold to Côte d'Ivoire Céréales S.A C&F Abidjan. There will be no inland transportation cost incurred under this monetization.

2.4 Base Cost.

The base cost is \$105.00/mt (corn FOB) plus \$32.00/mt (Ocean Freight) = \$137.00/mt C&F Abidjan.

2.5 Estimated Sales Revenue.

The Cost Recovery is estimated at 80% of the C&F price or \$109.60/mt. Total estimated revenues: 15,000 tons @ \$109.60/mt = \$1,644,000 per year.

2.6 Cost Recovery Estimate.

The Cost Recovery is estimated at 80% of the C&F price, i.e. \$109.60 per metric ton. The main end product, degermed cornmeal is targeted as staple food item for low income groups and as such needs to be priced as low as possible.

3. Bellmon amendment.

Winrock proposes to monetize yellow corn through a new corn-processing mill in Côte d'Ivoire. This mill is expected to become operational in early 1999. It will be the only industrial corn-processing mill in Côte d'Ivoire and the Sub-region and thus address an as of yet untapped market.

3.1 Disincentive to local production.

This monetization will not cause a disincentive to local corn production. In a normal year, Côte d'Ivoire produces approximately 600,000 tons of corn per year. Most of the production (estimated at 95%) is consumed by the growers both for their subsistence and their livestock. The animal feed industry is using more than 100,000 tons however local corn supplies are not adequate to meet the year round demand for feed grains. The feed industry has to import corn to supplement local supplies.

Local corn production is seasonal. The rainy season last from March to October with the crop becoming available end August through October. Because of high moisture content and poor quality, the local corn does not store well and is no longer available by the end of the year.

Because of the drought, the current year will see substantial shortfall in the local corn production. It is too early to tell the extent of the corn shortage but it is expected to be severe, with little of no availability of corn projected later on this year. Without the monetized corn, Côte d'Ivoire Céréales S.A would not have raw material when its corn-processing mill opens in early 1999.

In addition to the availability problem, the local corn presents a quality problem for a corn processor. It has a high aflatoxin content, high moisture and would produce a cornmeal of low quality.

In sum, the monetized corn does not represent a disincentive for the local production as the latter is already in short supply for its traditional uses.

3.2 Impact of Title II commodities.

The main impact of the monetized corn will be to introduce a nutritional, long shelf life staple food item to the low income population. At present, the staple item for such group is the low quality Asian rice. The monetized corn will permit the mill to produce cornmeal at about CFA 100 per kilo less than Asian rice (at the wholesale price level).

As a long term benefit for Côte d'Ivoire, the corn-processing mill will create an additional demand of better quality corn for the Ivorien growers. By using better quality seeds, growers in the northern part of the country could in time produce corn fit for processing into quality food items.

3.3 Storage facilities.

The bulk corn will be shipped through the port of Abidjan, a large, modern port with 34 berths and all the necessary equipment to discharge bulk grain cargoes. The corn will be discharged into hoppers and transferred into trucks. With such a discharge set up, the receivers can achieve a discharge rate of 1,000 to 1,500 tons per day, depending on overtime. The trucks will run the short distance to Côte d'Ivoire Céréales S.A. (PK 21, route de Dabou) where the corn will be transferred and stored into a modern grain silo with a storage capacity of 20,000 tons divided in 8 bins of 2,500 tons each. This is more than enough to store the monetized corn. There will be a conveyor system to transfer the corn from the silo to the mill. Côte d'Ivoire Céréales S.A. also has grain cleaners and dryers. No spoilage or waste of the monetized corn is anticipated.

4. Commodity Procurement Schedule.

The mill needs to have corn stocks on hand when it becomes operational in first quarter 1999. Winrock expects to ship half of the yearly program (5,000 to 7,000 tons) during the first quarter of 1999 and the second half toward the end of the second quarter.

5. Justification for Monetization.

This monetization serves several purposes. It helps create a new food production facility in Côte d'Ivoire. It introduces a hitherto unavailable staple food. It creates an additional demand for the Ivorien corn growers.

5.1 Cost recovery justification.

Winrock believes that a cost recovery of 80% of the C&F value will be adequate to supply corn to the corn-processing mill at a price that will let it sell cornmeal at a wholesale price below the wholesale price of Asian rice. The three year monetization should be adequate to outlast the

current drought and let the local corn growers gear up for producing better quality corn suitable for processing at the mill.

5.2 Supply justification.

Winrock believes that the creation of this corn-processing mill is extremely important for the population of Côte d'Ivoire and the neighboring countries. It will be the only food producing unit of its kind and will enhance the food security of the whole Sub-region. It will provide a staple food item for a large segment of the population. The mill will also provide a local source of supply in germs and grits to the vegetable oil processors and breweries who currently import these items.

5.3 Market Development Justification.

This monetization is essential to the initial success of Côte d'Ivoire Céréales S.A. corn-processing mill. The creation of this mill by a local entrepreneur (Mr. Kanté) will have a profound impact on the market. This will create a new demand for good quality corn from the local corn growers. It will provide a staple food item through the whole retail sector. The availability of quality, long shelf life cornmeal will also have a positive socio-economic impact by freeing homemakers from the daily, time-consuming task of grinding and pounding corn for meal preparation.

BUDGET NARRATIVE
World Vision Relief & Development
Development Activity Plan
Africa Small Farmholders Initiative

PERSONNEL - Salary for Regional IARC Coordinator is consistent with WV compensation for the corresponding job grade level. National staff salaries are consistent with the WV compensation for the corresponding job grade levels in each country. Fringe benefits are included with the salary amounts and are in conformity to international personnel policies for job grade level, and to field office policy and local law for national staff.

SUPPLIES - Includes the cost of purchase of office supplies for each programmatic country, purchases of improved variety seed, administrative materials for each national IARC, and agricultural inputs for two test plots in each country.

TRAVEL - A total of 15 international trips are budgeted for the IARC Coordinator from Harare, Zimbabwe to the programmatic field offices. International airfare, per diem, and other expenses are the average costs for WV travel to Africa, as the anticipated target field. International travel is also provided for travel of survey and evaluation consultants from the United States to each of the programmatic countries. Other travel costs are for in-country travel and based on the relative cost of travel for each country.

TRAINING - Includes the cost to conduct farmer and extensionist training each of the programmatic countries, and covers the costs for food and lodging of training participants. Also includes an annual national conference in each country each year, and a regional conference in years two and five.

OTHER DIRECT COSTS - Includes costs to conduct baseline survey in each country project, a midterm evaluation, and a final evaluation, and includes the consultancy fee, per diem, and local costs to conduct each evaluation in each programmatic country. Additionally, funding is budgeted to cover a monitoring and evaluation consultancy in year one and an agricultural consultancy for each of the project years. International travel for these consultancies is covered under the Travel line item.

EQUIPMENT - Includes a vehicle for each programmatic country and for the IARC Coordinator, a motorcycle for each extensionist, three computers for each programmatic country and the IARC Coordinator, and office equipment for each programmatic country. Costs are based on WV experience of purchasing of equipment. Vehicles will be of non-US origin and manufacture due to the use of local currency for purchase. Equipment is split into "Minor Equipment" and "Major Equipment" to identify the threshold of the US Government's definition of equipment at minimum purchase value of \$5,000. WVRD maintains an internal definition of equipment of minimum purchased value of \$1,000.

INDIRECT COSTS - Based on WVRD's Negotiated Indirect Cost Rate Agreement at 23.88% of total direct costs less equipment.

WORLD VISION RELIEF & DEVELOPMENT
 AFRICA SMALL FARMHOLDERS INITIATIVE (ASFI)
 COUNTRY: MULTI-COUNTRY AFRICA (Ghana, Zimbabwe, Malawi)
 DEVELOPMENT ACTIVITY PROPOSAL

Annex C

	FTE	\$	Variable	Effort	FY99		FY00		FY01		FY02		FY03		TOTAL		
					Monetiz	202(e)	Monetiz	202(e)	Monetiz	202(e)	Monetiz	202(e)	Monetiz	202(e)	Monetiz	202(e)	
Salaries/Benefits																	
Expatriates																	
Regional IARC Coordinator	1 x	7,000 x	12 months	x	80%	67,200	0	70,560	0	74,088	0	77,792	0	81,682	0	371,322	0
Sub-total	1					67,200	0	70,560	0	74,088	0	77,792	0	81,682	0	371,322	0
National Salaries																	
Country Coordinators	3 x	840 x	13 months	x	100%	32,760	0	34,398	0	36,118	0	37,924	0	39,820	0	181,020	0
Extension Coordinators	3 x	650 x	13 months	x	100%	25,350	0	26,618	0	27,948	0	29,346	0	30,813	0	140,075	0
Agriculture Technicians	36 x	570 x	13 months	x	100%	266,760	0	280,098	0	294,103	0	308,808	0	324,248	0	1,474,017	0
Bookkeeper	3 x	460 x	13 months	x	100%	17,940	0	18,837	0	19,779	0	20,768	0	21,806	0	99,130	0
Secretary	3 x	350 x	13 months	x	100%	13,650	0	14,333	0	15,049	0	15,802	0	16,592	0	75,425	0
Driver	4 x	260 x	13 months	x	100%	13,520	0	14,196	0	14,906	0	15,651	0	16,434	0	74,707	0
IARC Coord Assistant	1 x	300 x	13 months	x	80%	3,120	0	3,276	0	3,440	0	3,612	0	3,792	0	17,240	0
ADP Director	3 x	1,500 x	13 months	x	10%	5,850	0	6,143	0	6,450	0	6,772	0	7,111	0	32,325	0
Country Ops Director	3 x	1,250 x	13 months	x	5%	2,438	0	2,559	0	2,687	0	2,822	0	2,963	0	13,469	0
Country Finance Mgr	3 x	1,000 x	13 months	x	5%	1,950	0	2,048	0	2,150	0	2,257	0	2,370	0	10,775	0
Sub-total Salaries	62					383,338	0	402,504	0	422,630	0	443,761	0	465,949	0	2,118,182	0
National Benefits																	
Social Security		4%				15,334	0	16,100	0	16,905	0	17,750	0	18,638	0	84,727	0
Medical		200 /Employee				12,400	0	13,020	0	13,671	0	14,355	0	15,072	0	68,518	0
Sub-total Benefits						27,734	0	29,120	0	30,576	0	32,105	0	33,710	0	153,245	0
Total Salaries/Benefits	63					478,271	0	502,185	0	527,294	0	553,658	0	581,341	0	2,642,749	0
Supplies																	
Office Supplies		5,000 x	3 offices			15,000	0	15,750	0	16,538	0	17,364	0	18,233	0	82,884	0
Seed Purchases		800 x	48 mt			38,400	0	40,320	0	42,336	0	44,453	0	46,675	0	212,184	0
IARC Materials		5,000 x	3 IARCs			15,000	0	15,750	0	16,538	0	17,364	0	18,233	0	82,884	0
Test Plot Inputs		10,000 x	6 plots			60,000	0	63,000	0	66,150	0	69,458	0	72,930	0	331,538	0
Total Supplies						128,400	0	134,820	0	141,561	0	148,639	0	156,071	0	709,491	0
Travel/Transportation																	
International Travel:																	
IARC Coordinator	1 x	2,500 x	3 trips			7,500	0	7,875	0	8,269	0	8,682	0	9,116	0	41,442	0
(from Zimbabwe to each country, each year)																	
Baseline Consultant	1 x	2,500 x	1 trips			2,500	0	0	0	0	0	0	0	0	0	2,500	0
(from U.S. to each country)																	
Mid-term Consultant	1 x	2,500 x	1 trips			0	0	0	2,500	0	0	0	0	0	0	2,500	0
(from U.S. to each country)																	
Final Eval. Consultant	1 x	2,500 x	1 trips			0	0	0	0	0	0	0	0	2,500	0	2,500	0
(from U.S. to each country)																	
M&E Consultant	1 x	2,500 x	1 trips			2,500	0	0	0	0	0	0	0	0	0	2,500	0
(from U.S. to each country)																	
Agriculture Consultant	1 x	2,500 x	1 trips			2,500	0	2,625	0	2,756	0	2,894	0	3,039	0	13,814	0
(from U.S. to each country, each year)																	
In-Country Travel:																	
Technician Travel	36 x	20 x	12 months			8,640	0	9,072	0	9,526	0	10,002	0	10,502	0	47,741	0
Coordinator Travel	3 x	100 x	12 months			3,600	0	3,780	0	3,969	0	4,167	0	4,376	0	19,892	0
Vehicles																	
Maintenance		5,000 x	4 veh			20,000	0	21,000	0	22,050	0	23,153	0	24,310	0	110,513	0
Fuel		3,600 x	4 veh			14,400	0	15,120	0	15,876	0	16,670	0	17,503	0	79,569	0
Insurance/Registration		1,500 x	4 veh			6,000	0	6,300	0	6,615	0	6,946	0	7,293	0	33,154	0

WORLD VISION RELIEF & DEVELOPMENT
AFRICA SMALL FARMHOLDERS INITIATIVE (ASFI)
COUNTRY: MULTI-COUNTRY AFRICA (Ghana, Zimbabwe, Malawi)
DEVELOPMENT ACTIVITY PROPOSAL

	FTE	\$	Variable	Effort	FY99		FY00		FY01		FY02		FY03		TOTAL	
					Monetiz	202(e)	Monetiz	202(e)	Monetiz	202(e)	Monetiz	202(e)	Monetiz	202(e)	Monetiz	202(e)
Motorcycles																
Maintenance	1,000 x		36 mc		36,000	0	37,800	0	39,690	0	41,675	0	43,758	0	198,923	0
Fuel	1,200 x		36 mc		43,200	0	45,360	0	47,628	0	50,009	0	52,510	0	238,707	0
Registration	50 x		36 mc		1,800	0	1,890	0	1,985	0	2,084	0	2,188	0	9,946	0
Total Travel/Transportation					148,640	0	150,822	0	180,863	0	166,281	0	177,095	0	803,702	0
Training																
Farmer Training	5,000 x		3 offices		0	15,000	0	15,750	0	16,538	0	17,364	0	18,233	0	82,884
Training Supplies	10,000 x		3 offices		0	30,000	0	31,500	0	33,075	0	34,729	0	36,465	0	165,769
Extensionist Training	300 x		36 extensionists		0	10,800	0	11,340	0	11,907	0	12,502	0	13,127	0	59,877
Curriculum Development	5,000 x		1 units		0	5,000	0	0	0	0	0	0	0	0	0	5,000
National Conferences	5,000 x		3 offices		0	15,000	0	15,750	0	16,538	0	17,364	0	18,233	0	82,884
Regional Conference	20,000 x		1 units		0	0	0	20,000	0	0	0	0	0	20,000	0	40,000
Total Training Per Diem					0	75,800	0	94,340	0	78,057	0	81,960	0	106,058	0	436,215
Other Direct Costs																
Baseline Survey	9,167 x		3 offices		27,500	0	0	0	0	0	0	0	0	0	27,500	0
Midterm Evaluation	4,167 x		3 offices		0	0	0	0	12,500	0	0	0	0	0	12,500	0
Final Evaluation	9,167 x		3 offices		0	0	0	0	0	0	0	0	27,500	0	27,500	0
M&E Consultancy	7,500 x		1 months		7,500	0	0	0	0	0	0	0	0	0	7,500	0
Agriculture Consultancy	7,500 x		1 months		7,500	0	7,875	0	8,269	0	8,682	0	9,116	0	41,442	0
Occupancy	6,000 x		3 offices		18,000	0	18,900	0	19,845	0	20,837	0	21,879	0	99,461	0
Communications	6,000 x		3 offices		18,000	0	18,900	0	19,845	0	20,837	0	21,879	0	99,461	0
Total Other Direct Costs					78,500	0	45,675	0	60,459	0	50,357	0	80,375	0	315,365	0
Capital Expenditure																
Minor Equipment:																
Office Equipment	5,000 x		3 units		15,000	0	0	0	0	0	0	0	0	0	15,000	0
Motorcycles	3,000 x		36 units		108,000	0	0	0	0	0	0	0	0	0	108,000	0
Computer Hardware	5,000 x		10 units		50,000	0	0	0	0	0	0	0	0	0	50,000	0
Major Equipment:																
Vehicles	30,000 x		4 units		120,000	0	0	0	0	0	0	0	0	0	120,000	0
Total Capital Expenditure					293,000	0	0	0	0	0	0	0	0	0	293,000	0
Total Direct Costs					1,126,811	75,800	833,502	94,340	890,177	78,057	918,935	81,960	994,882	106,058	4,764,307	436,215
Indirect Costs	NICRA	23.88%			199,114	18,101	199,040	22,528	212,574	18,640	219,442	19,572	237,578	25,327	1,067,748	104,168
Total Costs					1,325,925	93,901	1,032,542	116,868	1,102,751	96,697	1,138,377	101,532	1,232,460	131,384	5,832,055	540,383

49

Winrock International/ASFI

			Year 1			Year 2			Year 3			Year 4			Year 5			Total						
	rate	units	Total	202e (US\$)	local currency	units	Total	202e (US\$)	local currency	units	Total	202e (US\$)	local currency	units	Total	202e (US\$)	local currency	units	Total	202e (US\$)	local currency			
I. SALARIES																								
A. INTERNATIONAL STAFF																								
Program Director	7,700	2	15,400	15,400	0	2	15,862	15,862	0	2	16,338	16,338	0	2	16,338	16,338	0	2	16,338	16,338	0	80,276	80,276	0
Monetization Specialist	6,500	3	19,500	19,500	0	3	20,085	20,085	0	3	20,688	20,688	0	3	20,688	20,688	0	3	20,688	20,688	0	101,648	101,648	0
B. WEST AFRICA STAFF																								
Tech. Coord West Africa/Senegal	3,500	9	31,500	10,500	21,000	9	32,445	0	32,445	9	33,418	0	33,418	9	33,418	0	33,418	9	33,418	0	33,418	164,200	10,500	153,700
Team Leader, Mali	1,600	9	14,400	4,800	9,600	9	14,832	0	14,832	9	15,277	0	15,277	9	15,277	0	15,277	9	15,277	0	15,277	75,063	4,800	70,263
Office Manager, Senegal	1,500	9	13,500	4,500	9,000	9	13,905	0	13,905	9	14,322	0	14,322	9	14,322	0	14,322	9	14,322	0	14,322	70,371	4,500	65,871
Office Manager, Mali	1,500	9	13,500	4,500	9,000	9	13,905	0	13,905	9	14,322	0	14,322	9	14,322	0	14,322	9	14,322	0	14,322	70,371	4,500	65,871
Total Salaries			107,900	59,200	48,600		111,034	35,947	75,087		114,365	37,025	77,340		114,365	37,025	77,340		114,365	37,025	77,340	561,929	206,223	355,706
II. FRINGE BENEFITS																								
International Staff		45%	15,705	15,705	0	45%	16,176	16,176	0	45%	16,661	16,661	0	45%	16,661	16,661	0	45%	16,661	16,661	0	81,865	81,865	0
West Africa Staff		30%	21,870	7,436	14,434	30%	22,526	0	22,526	30%	23,202	0	23,202	30%	23,202	0	23,202	30%	23,202	0	23,202	114,002	7,436	106,566
Total Fringe Benefits			37,575	23,141	14,434		38,702	16,176	22,526		39,863	16,661	23,202		39,863	16,661	23,202		39,863	16,661	23,202	195,867	89,301	106,566
III. CONSULTANTS																								
Monitoring & Eval Specialist	3,500	2	5,250	5,250	0	2	5,408	5,408	0	2	5,570	5,570	0	2	5,570	5,570	0	2	5,570	5,570	0	27,367	27,367	0
Regional Consultants	3,500	4	14,000	0	14,000	4	14,420	0	14,420	4	14,853	0	14,853	4	14,853	0	14,853	4	14,853	0	14,853	72,978	0	72,978
Total Consultants			19,250	5,250	14,000		19,828	5,408	14,420		20,422	5,570	14,853		20,422	5,570	14,853		20,422	5,570	14,853	100,344	27,367	72,978
IV. TRAVEL AND PER DIEM																								
A. Airfares																								
1. International	3,500	10	35,000	35,000	0	10	36,050	36,050	0	10	37,132	37,132	0	10	37,132	37,132	0	10	37,132	37,132	0	182,445	182,445	0
2. West Africa	600	10	6,000	6,000	0	10	6,180	6,180	0	10	6,365	6,365	0	10	6,365	6,365	0	10	6,365	6,365	0	31,276	31,276	0
B. Per diem																								
1. International staff	130	150	19,500	19,500	0	150	20,085	20,085	0	150	20,688	20,688	0	150	20,688	20,688	0	150	20,688	20,688	0	101,648	101,648	0
2. West Africa Staff	80	300	24,000	0	24,000	300	24,720	0	24,720	300	25,462	0	25,462	300	25,462	0	25,462	300	25,462	0	25,462	125,105	0	125,105
3. Consultants	110	180	19,800	9,900	9,900	180	20,394	10,197	10,197	180	21,006	10,503	10,503	180	21,006	10,503	10,503	180	21,006	10,503	10,503	103,211	51,606	51,606
C. Visas, inoculations, taxis ..	100	15	1,500	1,500	0	15	1,545	1,545	0	15	1,591	1,591	0	15	1,591	1,591	0	15	1,591	1,591	0	7,819	7,819	0
Total Travel and Per Diem			105,800	71,900	33,900		108,974	74,057	34,917		112,243	76,279	35,965		112,243	76,279	35,965		112,243	76,279	35,965	551,504	374,793	176,711
V. PROCUREMENT																								
4-d vehicles, Mali, Senegal	25,000	2.00	50,000	0	50,000		0	0	0		0	0	0		0	0	0		0	0	0	50,000	0	50,000
Motorbikes, Mali, Senegal	3,500	6.00	21,000	0	21,000		0	0	0		0	0	0		0	0	0		0	0	0	21,000	0	21,000
Office equipment	12,000	2.00	24,000	0	24,000	1	6,180	0	6,180	1	6,365	0	6,365	1	6,365	0	6,365	1	6,365	0	6,365	49,276	0	49,276
Supplies, bicycles, spare parts	5,000	2.00	10,000	0	10,000	4	20,600	0	20,600	6	31,827	0	31,827	6	31,827	0	31,827	6	31,827	0	31,827	126,081	0	126,081
Total Procurement			105,000	0	105,000		26,780	0	26,780		38,192	0	38,192		38,192	0	38,192		38,192	0	38,192	246,357	0	246,357
VI. OTHER DIRECT COSTS																								
Postage, communications	600	12	7,200	7,200	0	12	7,416	7,416	0	12	7,638	7,638	0	12	7,638	7,638	0	12	7,638	7,638	0	37,531	37,531	0
Foreign workers compensation	19,250	3%	578	578	0	0	595	595	0	0	613	613	0	0	613	613	0	0	613	613	0	3,010	3,010	0
Office supplies, miscellaneous	250	12	3,000	3,000	0	12	3,090	3,090	0	12	3,183	3,183	0	12	3,183	3,183	0	12	3,183	3,183	0	15,638	15,638	0
Total Other Direct Costs			10,778	10,778	0		11,101	11,101	0		11,434	11,434	0		11,434	11,434	0		11,434	11,434	0	56,180	56,180	0

Winrock International/ASFI

			Year 1				Year 2				Year 3				Year 4				Year 5				Total	
	rate	units	Total	202e (US\$)	local currency	units	Total	202e (US\$)	local currency	units	Total	202e (US\$)	local currency	units	Total	202e (US\$)	local currency	units	Total	202e (US\$)	local currency	Total	202e (US\$)	local currency
VII IN COUNTRY COSTS																								
A. SENEGAL																								
1 Local staff																								
Microenterprise specialist	1,000	9	9,000	2,250	6,750	9	9,270	0	9,270	9	9,548	0	9,548	9	9,548	0	9,548	9	9,548	0	9,548	46,914	2,250	44,664
Secretary	300	9	2,700	675	2,025	9	2,781	0	2,781	9	2,864	0	2,864	9	2,864	0	2,864	9	2,864	0	2,864	14,074	675	13,399
Accountant	400	9	3,600	900	2,700	9	3,708	0	3,708	9	3,819	0	3,819	9	3,819	0	3,819	9	3,819	0	3,819	18,766	900	17,866
Extension agents (3)	500	27	13,500	3,375	10,125	27	13,905	0	13,905	27	14,322	0	14,322	27	14,322	0	14,322	27	14,322	0	14,322	70,371	3,375	66,996
Field technicians (6)	350	72	25,200	6,300	18,900	72	25,956	0	25,956	72	26,735	0	26,735	72	26,735	0	26,735	72	26,735	0	26,735	131,360	6,300	125,060
Drivers (2)	250	21	5,250	1,313	3,938	21	5,570	0	5,570	21	5,729	0	5,729	21	5,729	0	5,729	21	5,729	0	5,729	22,474	1,313	21,162
Guards (3)	150	36	5,400	1,350	4,050	36	5,562	0	5,562	36	5,729	0	5,729	36	5,729	0	5,729	36	5,729	0	5,729	28,149	1,350	26,799
Consultants	2,500	4	10,000	2,500	7,500	4	10,300	0	10,300	4	10,609	0	10,609	4	10,609	0	10,609	4	10,609	0	10,609	52,127	2,500	49,627
2. Direct costs																								
Office rental; utilities, Dakar	800	12	9,600	2,400	7,200	12	9,888	0	9,888	12	10,185	0	10,185	12	10,185	0	10,185	12	10,185	0	10,185	50,042	2,400	47,642
Other office space	600	12	7,200	1,800	5,400	12	7,416	0	7,416	12	7,638	0	7,638	12	7,638	0	7,638	12	7,638	0	7,638	37,531	1,800	35,731
Office supplies	300	12	3,600	900	2,700	12	3,708	0	3,708	12	3,819	0	3,819	12	3,819	0	3,819	12	3,819	0	3,819	18,766	900	17,866
Communications	900	12	10,800	2,700	8,100	12	11,124	0	11,124	12	11,458	0	11,458	12	11,458	0	11,458	12	11,458	0	11,458	56,297	2,700	53,597
Reports, copies, publications	300	12	3,600	900	2,700	12	3,708	0	3,708	12	3,819	0	3,819	12	3,819	0	3,819	12	3,819	0	3,819	18,766	900	17,866
Demonstrations	900	12	10,800	2,700	8,100	12	11,124	0	11,124	12	11,458	0	11,458	12	11,458	0	11,458	12	11,458	0	11,458	56,297	2,700	53,597
Workshops	750	12	9,000	2,250	6,750	12	9,270	0	9,270	12	9,548	0	9,548	12	9,548	0	9,548	12	9,548	0	9,548	46,914	2,250	44,664
Field visits	750	12	9,000	2,250	6,750	12	9,270	0	9,270	12	9,548	0	9,548	12	9,548	0	9,548	12	9,548	0	9,548	46,914	2,250	44,664
Car/Motorbike Travel & Maintenance	1,000	12	12,000	3,000	9,000	18	18,540	0	18,540	24	25,462	0	25,462	24	25,462	0	25,462	24	25,462	0	25,462	106,925	3,000	103,925
Lodging and food, local staff	750	12	9,000	2,250	6,750	12	9,270	0	9,270	12	9,548	0	9,548	12	9,548	0	9,548	12	9,548	0	9,548	46,914	2,250	44,664
Other expenses	500	12	6,000	1,500	4,500	12	6,180	0	6,180	12	6,365	0	6,365	12	6,365	0	6,365	12	6,365	0	6,365	31,276	1,500	29,776
B. MALI																								
1. Local staff																								
Microenterprise Specialist	1,000	9	9,000	2,250	6,750	9	9,270	0	9,270	9	9,548	0	9,548	9	9,548	0	9,548	9	9,548	0	9,548	46,914	2,250	44,664
Secretary	300	9	2,700	675	2,025	9	2,781	0	2,781	9	2,864	0	2,864	9	2,864	0	2,864	9	2,864	0	2,864	14,074	675	13,399
Accountant	400	9	3,600	900	2,700	9	3,708	0	3,708	9	3,819	0	3,819	9	3,819	0	3,819	9	3,819	0	3,819	18,766	900	17,866
Extension agents (3)	500	27	13,500	3,375	10,125	27	13,905	0	13,905	27	14,322	0	14,322	27	14,322	0	14,322	27	14,322	0	14,322	70,371	3,375	66,996
Field technicians (6)	350	72	25,200	6,300	18,900	72	25,956	0	25,956	72	26,735	0	26,735	72	26,735	0	26,735	72	26,735	0	26,735	131,360	6,300	125,060
Drivers (2)	250	21	5,250	1,313	3,938	21	5,408	0	5,408	21	5,570	0	5,570	21	5,570	0	5,570	21	5,570	0	5,570	27,367	1,313	26,054
Guards (3)	150	36	5,400	1,350	4,050	36	5,562	0	5,562	36	5,729	0	5,729	36	5,729	0	5,729	36	5,729	0	5,729	28,149	1,350	26,799
Consultants	2,500	4	10,000	2,500	7,500	4	10,300	0	10,300	4	10,609	0	10,609	4	10,609	0	10,609	4	10,609	0	10,609	52,127	2,500	49,627
2. Direct costs																								
Office rental; utilities, Bamako	800	12	9,600	2,400	7,200	12	9,888	0	9,888	12	10,185	0	10,185	12	10,185	0	10,185	12	10,185	0	10,185	50,042	2,400	47,642
Other office space	600	12	7,200	1,800	5,400	12	7,416	0	7,416	12	7,638	0	7,638	12	7,638	0	7,638	12	7,638	0	7,638	37,531	1,800	35,731
Office supplies	300	12	3,600	900	2,700	12	3,708	0	3,708	12	3,819	0	3,819	12	3,819	0	3,819	12	3,819	0	3,819	18,766	900	17,866
Communications	900	12	10,800	2,700	8,100	12	11,124	0	11,124	12	11,458	0	11,458	12	11,458	0	11,458	12	11,458	0	11,458	56,297	2,700	53,597
Reporting, photocopies, publications	300	12	3,600	900	2,700	12	3,708	0	3,708	12	3,819	0	3,819	12	3,819	0	3,819	12	3,819	0	3,819	18,766	900	17,866
Demonstrations	900	12	10,800	2,700	8,100	12	11,124	0	11,124	12	11,458	0	11,458	12	11,458	0	11,458	12	11,458	0	11,458	56,297	2,700	53,597
Workshops	750	12	9,000	2,250	6,750	12	9,270	0	9,270	12	9,548	0	9,548	12	9,548	0	9,548	12	9,548	0	9,548	46,914	2,250	44,664
Field visits	750	12	9,000	2,250	6,750	12	9,270	0	9,270	12	9,548	0	9,548	12	9,548	0	9,548	12	9,548	0	9,548	46,914	2,250	44,664
Car/Motorbike Travel & Maintenance	1,000	12	12,000	3,000	9,000	18	18,540	0	18,540	24	25,462	0	25,462	24	25,462	0	25,462	24	25,462	0	25,462	106,925	3,000	103,925
Lodging and food, local staff	750	12	9,000	2,250	6,750	12	9,270	0	9,270	12	9,548	0	9,548	12	9,548	0	9,548	12	9,548	0	9,548	46,914	2,250	44,664

51

Winrock International/ASFI

			Year 1			Year 2			Year 3			Year 4			Year 5			Total						
	rate	units	Total	202e (US\$)	local currency	units	Total	202e (US\$)	local currency	units	Total	202e (US\$)	local currency	units	Total	202e (US\$)	local currency	units	Total	202e (US\$)	local currency			
Other expenses	500	12	6,000	1,500	4,500	12	6,180	0	6,180	12	6,365	0	6,365	12	6,365	0	6,365	12	6,365	0	6,365	31,276	1,500	29,776
C. COTE D'IVOIRE																								
Monetization Accountant	2,000	3	6,000	1,500	4,500	3	6,180	0	6,180	3	6,365	0	6,365	3	6,365	0	6,365	3	6,365	0	6,365	31,276	1,500	29,776
Bank fees	2,000	12	24,000	6,000	18,000	12	24,720	0	24,720	12	25,462	0	25,462	12	25,462	0	25,462	12	25,462	0	25,462	125,105	6,000	119,105
Communications	250	12	3,000	750	2,250	12	3,090	0	3,090	12	3,183	0	3,183	12	3,183	0	3,183	12	3,183	0	3,183	15,638	750	14,888
Office supplies	250	12	3,000	750	2,250	12	3,090	0	3,090	12	3,183	0	3,183	12	3,183	0	3,183	12	3,183	0	3,183	15,638	750	14,888
Total In-country Costs			366,500	91,625	274,875		384,963	0	384,963		414,281	0	414,281		414,281	0	414,281		414,281	0	414,281	1,994,307	91,625	1,902,682
VIII. AUDIT			20,000		20,000		20,600		20,600		21,218		21,218		21,218		21,218		21,218		21,218	104,254	0	104,254
IX. EVALUATION							15,000	15,000			25,000	25,000			25,000	25,000			25,000	25,000		90,000	90,000	0
SUBTOTAL DIRECT COSTS			772,703	261,894	510,809		736,981	157,688	578,293		797,020	171,969	625,050		797,020	171,969	625,050		797,020	171,969	625,050	3,900,742	935,490	2,965,253
X. SUBGRANTS																								
A. World Vision			466,129	26,263	439,866		354,628	27,576	327,052		378,552	28,954	349,598		378,552	28,954	349,598		378,552	28,954	349,598	1,956,413	140,701	1,815,712
B. Other partners	25,000	3	75,000		75,000	3	77,250		77,250	3	79,568		79,568	3	79,568		79,568	3	79,568		79,568	390,953	0	390,953
Total Subgrants			541,129	26,263	514,866		431,878	27,576	404,302		458,120	28,954	429,166		458,120	28,954	429,166		458,120	28,954	429,166	2,347,366	140,701	2,206,665
IX. INDIRECT COSTS																								
A. Overhead	60.50%		99,598	52,992	46,606		102,586	34,806	67,780		105,664	35,850	69,813		105,664	35,850	69,813		105,664	35,850	69,813	519,175	195,349	323,826
B. G&A	8.47%		65,448	22,182	43,266		62,422	13,356	49,066		67,508	14,566	52,942		67,508	14,566	52,942		67,508	14,566	52,942	330,393	79,236	251,157
C. Management fee	3.00%		16,234	788	15,446		12,956	827	12,129		13,744	869	12,875		13,744	869	12,875		13,744	869	12,875	70,421	4,221	66,200
SUBTOTAL INDIRECT COSTS			181,280	75,963	105,317		177,965	48,990	128,975		186,915	51,285	135,630		186,915	51,285	135,630		186,915	51,285	135,630	919,989	278,806	641,183
TOTAL COSTS			1,495,111	384,120	1,130,992		1,346,824	234,254	1,112,570		1,442,054	252,208	1,189,846		1,442,054	252,208	1,189,846		1,442,054	252,208	1,189,846	7,168,097	1,354,997	5,813,101

52

Section 202(e) Proposal World Vision

A. Introduction

These funds are to be used to support the Africa Smallholder Farmer Initiative, a five country, six project effort to increase the agricultural production of the smallholder farmer in selected test areas, and to institutionalize the lessons learned in developing that increased production and marketing. This joint effort by World Vision and Winrock International, two NGOs with considerable agricultural expertise, is directed at improving the linkage between a variety of agricultural institutions including the International Agricultural Research Systems (IARCs), the national agricultural research and extension systems (NARS), nongovernmental organizations (NGOs), community based organizations (CBOs), farmers associations (FAs), and private sector establishments (PSEs). World Vision will be supporting three offices: Zimbabwe, Malawi and Ghana. Winrock will be supporting Senegal and Mali, with a subcontract for the World Vision project in Senegal.

Since each project will be operating in a different agricultural system, both in West and Southern Africa, each project training program will be individually designed to take advantage of the training institutions in each area, the agricultural conditions, the strengths of farmer groups, of government agricultural systems, etc. The training package needed for each of the six projects will be designed during the Development Implementation Plan (DIP) at the beginning of each year. There is a sketch of each country involved in the annex of the ASFI document.

B. Budget

The five year budget request of 202(e) is \$436,215, plus \$104,168 in indirect costs. The average per year is \$87,243, with the first year being \$75,800. These funds will be dedicated totally to training, which is the cornerstone of the program. Reference to these expenditures is found in the comprehensive budget.

1. *Farmer Training*: Each project will have an average of 12 agricultural extension workers, who will in turn be working with 20 leader farmers, and each leader farmer will work with 20 follow farmers. The critical elements are: determining what the farmers' needs are; determining what technologically advanced farming practices (improved seed, contour plowing, composting, inter-cropping, etc) would be most applicable to the farmers and groups of farmers; assisting the farmers in marketing any surplus production caused by improved seed and agricultural practices. Two way training between the farmer and extension worker is the motor that will drive the engine of change for these farmers and farmers groups. This training will take place in the farmers' fields through individual contact, and with farmers' groups. (First year budget:\$5000 for three projects: Zimbabwe, Malawi, Ghana. Training supplies will be an additional \$10,000 for the three offices.)

2. *Extensionist Training*: Each of the 12 extension workers in each project will receive in-depth training. Generally they will have agricultural degrees but they will need training in a wide variety of newer agricultural techniques and training in how the ASFI will operate, to ensure appropriate monitoring and reporting. (\$300 for each extensionist with 36 extensionists)

3. *Curriculum Development* There are two regional coordinators, one from World Vision and one Winrock. They will collaborate on a standard curriculum, with the assistance of the IARCs and NARS, and will produce a package which can be used in each project, particularly at the extensionist level.

4. *National Conference* Each year each ASFI project will develop an annual plan in consort with the primary agricultural actors in the country as listed in paragraph one, so that all share, both in reviewing the progress and problems to date, but also the projections of what should take place. This conference is an effort to better institutionalize national agricultural planning to engage the smallholder farmer. (\$5000 per conference per year)

5. *Regional Conference* In years two and five, there will be a regional conference for all countries participating within the region to allow for the exchange of ideas between countries, and to take advantage of the various regional institutions which have an important agricultural role.

TITLE II, PL 480 COMMODITIES
ANNUAL ESTIMATE OF REQUIREMENTS - FY 1999

Form Approved
O.M.B. No 24-250051

1 COUNTRY
West Africa for Senegal/Mali
2 COOPERATING SPONSOR
Winrock International

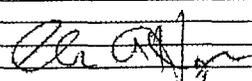
3 RECIPIENT CATEGORIES	3a Feeding Days per Month	4 Recipients	5 Months Operating	5a Distrib per Year	6. PROPOSED DISTRIBUTION														
					Yellow Corn#2			a.			a			a TOTAL					
					b Number Recipients	c Rate KGs	d (000) Kilograms	b Number Recipients	c Rate KGs	d (000) Kilograms	b Number Recipients	c Rate KGs	d (000) Kilograms	b. Number Recipients	c Rate KGs	d (000) Kilograms			
Mother Child Health - Mother	30				0		0	0	0	0	0	0	0	0	0	0			
Mother Child Health - Child	30				0		0	0	0	0	0	0	0	0	0	0			
Preschool Child Feeding	25				0		0	0	0	0	0	0	0	0	0	0			
Other Child Feeding - Institution	30				0		0	0	0	0	0	0	0	0	0	0			
Other Child Feeding - Day Care	25				0		0	0	0	0	0	0	0	0	0	0			
School Feeding	20				0		0	0	0	0	0	0	0	0	0	0			
Food for Work - Workers	30				0		0	0	0	0	0	0	0	0	0	0			
Food for Work - Dependents	30				0		0	0	0	0	0	0	0	0	0	0			
General Relief					0		0	0	0	0	0	0	0	0	0	0			
					0		0	0	0	0	0	0	0	0	0	0			
					0		0	0	0	0	0	0	0	0	0	0			
					0		0	0	0	0	0	0	0	0	0	0			
Monetization							15,000												
7 TOTAL RECIPIENTS		0			0				0			0			0				
8 TOTAL REQUIREMENTS FOR FY 1999							15,000				0			0		0			
ADJUSTED REQUIREMENTS FOR SHIPMENT																			
9	Quantity on Hand September 30, 1997						0												
10	Quantity Received October 1 through February 28, 1998						0			0			0			0			
10a	From Prior Year Approval						0												
10b	From Current Year Approval						0												
11	Quantity on Hand February 28, 1998						0												
12	Quantity Due or Rec'd for Current FY Programs After Feb 1998						0												
13	Total Line 11 Plus Line 12						0			0			0			0			
14	Projected Distribution March 1 through September 30, 1998						0												
15	Estimated Inventory, September 30, 1998						0			0			0			0			
16	Desired Commodities for Initial Follow-on Year Distribution						0			0			0			0			
17	Adjusted Total Requirements FY 1999						15,000			0			0			0			
CLEARANCES					SIGNATURE					TITLE					DATE				
18	Submitted by (Field Representative)	<i>Lawrence Barbieri</i>					Monetization Specialist - Lawrence Barbieri					10/02/98							
19	Reviewed and Recommended by US AID or Embassy	<i>[Signature]</i>					Vice President					10/02/98							
20	Cooperating Sponsor Approval	<i>[Signature]</i>					Richard Cobb					10/02/98							
21	ISC/AID Washington Approval																		

55

TITLE II, PL 480 COMMODITIES
ANNUAL ESTIMATE OF REQUIREMENTS - FY 19

Form Approved
O.M.B. No. 24-250051

1. COUNTRY Senegal, Ghana, Zimbabwe, Malawi
2 COOPERATING SPONSOR World Vision U.S.

3 RECIPIENT CATEGORIES	3a. Feeding Days per Month	4 Recipients	5. Months Operating	5a. Distnb per Year	6. PROPOSED DISTRIBUTION												
					a. grain wheat			a.			a			TOTAL			
					b Number Recipients	c. Rate KGs	d. (000) Kilograms	b. Number Recipients	c Rate KGs	d. (000) Kilograms	b. Number Recipients	c. Rate KGs	d. (000) Kilograms	b. Number Recipients	c Rate KGs	d (000) Kilograms	
Mother Child Health - Mother	30				0		0	0	0	0	0	0	0	0	0	0	
Mother Child Health - Child	30				0		0	0	0	0	0	0	0	0	0	0	
Preschool Child Feeding	25				0		0	0	0	0	0	0	0	0	0	0	
Other Child Feeding - Institution	30				0		0	0	0	0	0	0	0	0	0	0	
Other Child Feeding - Day Care	25				0		0	0	0	0	0	0	0	0	0	0	
School Feeding	20				0		0	0	0	0	0	0	0	0	0	0	
Food for Work - Workers	30				0		0	0	0	0	0	0	0	0	0	0	
Food for Work - Dependents	30				0		0	0	0	0	0	0	0	0	0	0	
General Relief					0		0	0	0	0	0	0	0	0	0	0	
					0		0	0	0	0	0	0	0	0	0	0	
					0		0	0	0	0	0	0	0	0	0	0	
Monetization	19,200 (1)																
7. TOTAL RECIPIENTS			0		0				0			0			0		
8. TOTAL REQUIREMENTS FOR FY 1999							12,000				0			0		0	
ADJUSTED REQUIREMENTS FOR SHIPMENT																	
9. Quantity on Hand September 30, 19																	
10. Quantity Received October 1 through February 28, 19							0			0			0			0	
10a. From Prior Year Approval																	
10b. From Current Year Approval																	
11. Quantity on Hand February 28, 19																	
12. Quantity Due or Rec'd for Current FY Programs After Feb 19																	
13. Total Line 11 Plus Line 12							0			0			0			0	
14. Projected Distribution March 1 through September 30, 19																	
15. Estimated Inventory, September 30, 19							0			0			0			0	
16. Desired Commodities for Initial Follow-on Year Distribution							0			0			0			0	
17. Adjusted Total Requirements FY 1999							12000 (2)			0			0			0	
CLEARANCES				SIGNATURE				TITLE				DATE					
18. Submitted by (Field Representative)									Chris Hogue, Finance Officer								
19. Reviewed and Recommended by US AID or Embassy													10/14/98				
20. Cooperating Sponsor Approval																	
21. ISCAID Washington Approval																	

USAID 1550-3

(1) 12 extensionists per site X 20 leader farmers X 4 sites X 20 follow farmers = 19,200
 (2) This 12,000 mt is currently priced at \$145.60 totalling \$1,747,200. This amount exceeds the submitted WV budget of \$1,325,925 by \$421,275. There will be variance in the sales price, but whatever amount is in excess of budget will be carried over to the following year

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56

LOA COMMODITY REQUIREMENT WORKSHEET (by AER category)

COUNTRY: West Africa

COOP. SPONS Winrock/World Vision

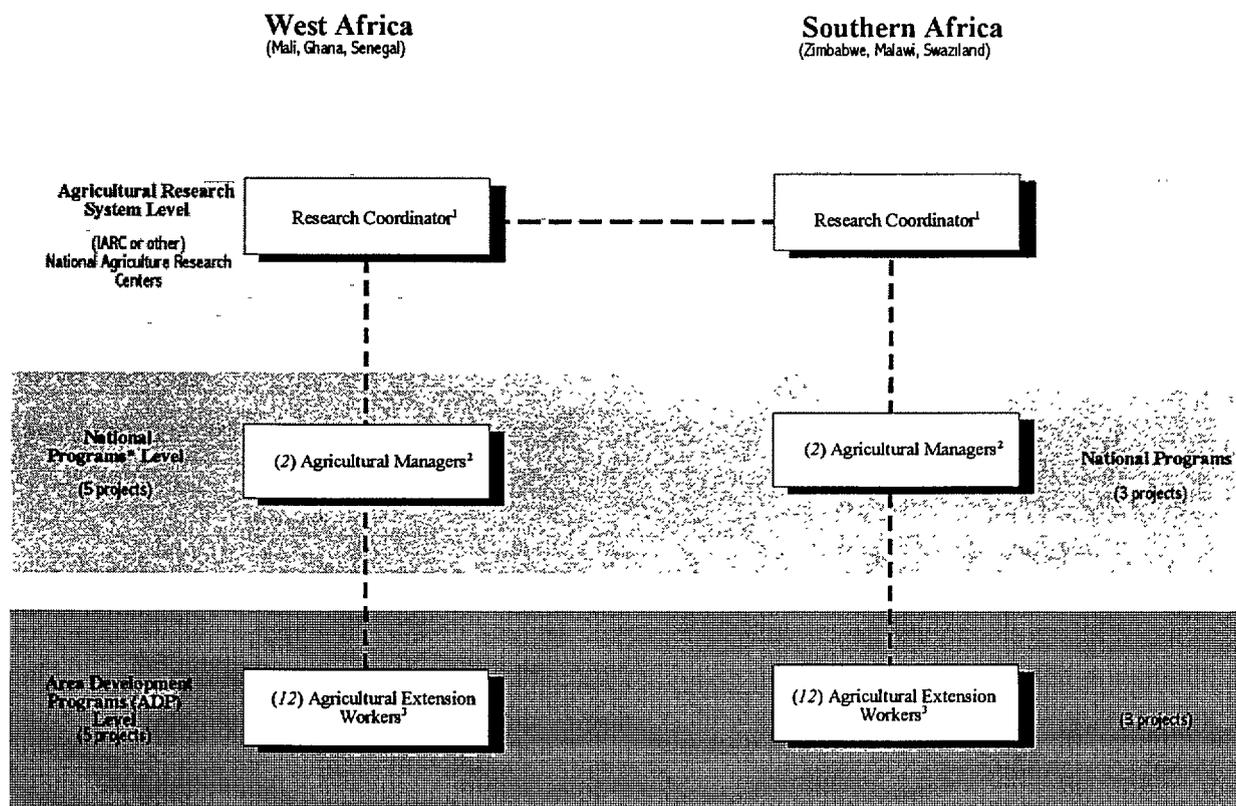
AER Category	Commodity	FY99 Line 8	FY00 Line 8	FY01 Line 8	FY02 Line 8	FY03 Line 8
Category 1 Monetization	Grain Wheat	12,000	12,000	12,000	12,000	12,000
	Corn	15,000	15,000	15,000	TBD	TBD
<i>Beneficiaries (n/a for monet.)</i>						
Category 2						
<i>Beneficiaries (n/a for monet.)</i>						
Category 3						
<i>Beneficiaries (n/a for monet.)</i>						
etc.						
<i>Beneficiaries (n/a for monet.)</i>						
<i>Beneficiaries (n/a for monet.)</i>						
<i>Beneficiaries (n/a for monet.)</i>						
<i>Beneficiaries (n/a for monet.)</i>						
TOTAL (MT)		27,000	27,000	27,000	27,000	27,000
TOTAL (Beneficiaries)						

LOA = life-of-activity
AER categories = MCH, OCF, SF, FFW, GR, Monetization, etc.

**Winrock International/World Vision Relief and Development
Commodity Procurement Schedule
Fiscal Year 1999**

Commodity	Oct 98	Nov	Dec	Jan 99	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Total
Monetization													
Grain wheat				6,000					6,000				12,000
Corn				15,000									15,000
Total				21,000					6,000				27,000

Africa Smallholder Farmer Initiative Structure



- 1) The Research Coordinators: charged with overall ASFI project management and with coordinating the flow of technical agricultural information from the IARCS and NARS to the national office staffs, and from the field to the IARCS and NARS. Southern Africa coordinator would be overall ASFI project manager.
- 2) Agricultural Managers: two technicians in each project charged with overall project management, technology flow, national work plan development, implementing training plan, project monitoring; developing annual national planning conference; report to country director. West Africa has 5 projects (3 World Vision and 2 Winrock) and Southern Africa has 3 projects (all World Vision).
- 3) Agricultural Extension Workers: are charged with determining farmers' needs and then assist them in exploring alternatives, setting up on-farm testing, group production activities and marketing; report to Area Development Program managers.

ASSURANCE OF COMPLIANCE WITH LAWS AND REGULATIONS
GOVERNING NONDISCRIMINATION IN FEDERALLY ASSISTED PROGRAMS

World Vision Relief & Development, Inc. (hereinafter called the "Applicant")
(Name of Applicant)

hereby assures that no person in the United States shall, on the bases set forth below, be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under, any program of activity receiving financial assistance from AID, and that with respect to the grant for which application is being made, it will comply with the requirements of:

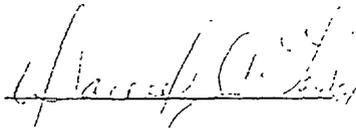
- (1) Title VI of the Civil Rights Act of 1964 (Pub. L. 88-352, 42 U.S.C. 2001-d) which prohibits discrimination on the basis of race, color or national origin, in programs and activities receiving Federal financial assistance,
- (2) Section 504 of the Rehabilitation Act of 1973 (29 U.S.C. 794), which prohibits discrimination on the basis of handicap in programs and activities receiving Federal financial assistance,
- (3) The Age Discrimination Act of 1975, as amended (Pub. L. 95-478), which prohibits discrimination based on age in the delivery of services and benefits supported with Federal funds,
- (4) Title IX of the Education Amendments of 1972 (20 U.S.C. 1681, et. seq.) which prohibits discrimination on the basis of sex in education programs and activities receiving Federal financial assistance (whether or not the programs or activities are offered or sponsored by an educational institution); and

- (5) AID regulations implementing the above nondiscrimination laws, set forth in Chapter II of Title 22 of the Code of Federal Regulations.

If the Applicant is an institution of higher education, the Assurances given herein extend to admission practices and to all other practices relating to the treatment of students or clients of the institution, or relating to the opportunity to participate in the provision of services or other benefits to such individuals, and shall be applicable to the entire institution unless the Applicant establishes to the satisfaction of the AID Administrator that the institution's practices in designated parts or programs of the institution will in no way affect its practices in the program of the institution for which financial assistance is sought, or the beneficiaries of or participants in such program.

This assurance is given in consideration of and for the purpose of obtaining any and all Federal grants, loans, contracts, property, discounts or other Federal financial assistance extended after the date hereof to the Applicant by the Agency, including installment payments after such date on account of applications for Federal financial assistance which were approved before such date. The Applicant recognizes and agrees that such Federal financial assistance will be extended in reliance on the representations and agreements made in this Assurance, and that the United States shall have the right to seek judicial enforcement of this Assurance. This Assurance is binding on the Applicant, its successors, transferees, and assignees, and the person or persons whose signatures appear below are authorized to sign this Assurance on behalf of the Applicant.

World Vision Relief & Development, Inc. (WVRD)
(Applicant)

BY (Signature)  TITLE Chief Operating Officer
 TYPED NAME David C. Taylor DATE January 14, 1998



WVRD

WORLD VISION RELIEF & DEVELOPMENT INC.

PO BOX 9716 / FEDERAL WAY, WASHINGTON 98063 9716
PHONE 206-815-1500 / FAX 206-615-3442

June 4, 1996

Mr. James J. Deery
M/OP/PS/OCC
Agency for International Development
Room 1465, SA-14
Washington, D.C. 20523-1417

Re: Certificate of Compliance

Dear Mr. Deery:

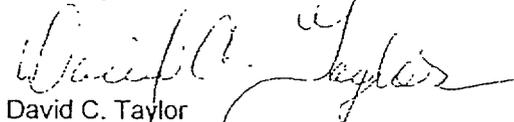
I, David C. Taylor, Chief Operating Officer, as a legally authorized representative of World Vision Relief & Development, Inc. (WVRD) do hereby certify that, to the best of my knowledge and belief, this organization's management and other employees responsible for their implementation are aware of the requirements placed on the organization by OMB Circulars, and Federal and USAID regulations with respect to the management of, among other things, personnel policies (including salaries), travel and procurement under this agreement and I further certify that the organization is in compliance with those requirements.

I, we, understand that a false, or intentionally misleading certification could be the cause for possible actions ranging from being found not responsible for this award to suspension or debarment of the organization in accordance with the provisions of USAID Regulation 8.

I, we, further agree to instruct the accounting firm that this organization retains to perform its annual audits, as required by OMB Circular A-133, to include in their review of our internal controls sufficient testing of the implementation of our personnel, travel and procurement policies to confirm compliance with Federal and USAID requirements. The conclusions of that compliance review will be included in the A-133 audit reports submitted to the government.

I declare under penalty of perjury that the foregoing is true and correct.

Sincerely,



David C. Taylor
Chief Operating Officer

CERTIFICATION REGARDING DRUG-FREE WORKPLACE REQUIREMENTS (1991)

A. The grantee certifies that it will provide a drug-free workplace by:

(a) Publishing a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the grantee's workplace and specifying the actions that will be taken against employees for violation of such prohibition:

(b) Establishing a drug-free awareness program to inform employees about--

(1) The dangers of drug abuse in the workplace;

(2) The grantee's policy of maintaining a drug-free workplace;

(3) Any available drug counseling, rehabilitation, and employee assistance programs; and

(4) The penalties that may be imposed upon employees for drug abuse violations occurring in the workplace;

(c) Making it a requirement that each employee to be engaged in the performance of the grant be given a copy of the statement required by paragraph (a);

(d) Notifying the employee in the statement required by paragraph (a) that, as a condition of employment under the grant, the employee will--

(1) Abide by the terms of the statement; and

(2) Notify the employer of any criminal drug statute conviction for a violation occurring in the workplace no later than five days after such conviction;

(e) Notifying the agency within ten days after receiving notice under subparagraph (d) (2) from an employee or otherwise receiving actual notice of such conviction;

(f) Taking one of the following actions, within 30 days of receiving notice under subparagraph (d) (2), with respect to any employee who is so convicted--

(1) Taking appropriate personnel action against such an employee, up to and including termination; or

(2) Requiring such employee to participate satisfactorily in a drug abuse assistance or rehabilitation program approved for such purposes by a Federal, State, or local health, law enforcement, or other appropriate agency;

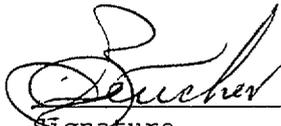
(g) Making a good faith effort to continue to maintain a drug-free workplace through implementation of paragraphs (a), (b), (c), (d), (e), and (f).

B. The grantee shall insert in the space provided below the site(s) for the performance of work done in connection with the specific grant:

Place of Performance (Street address, city, county, state, zip code)
 Headquarters Office: WVRD, 34834 Weyerhaeuser Way S., Federal Way, WA 98001
 Program Office: WVRD, 220 I Street, N.E., Suite #270, Washington, DC 20002

The applicant represents that the following persons are authorized to negotiate on its behalf with the Government and to bind the applicant in connection with this application or grant, and that these signator(s) certify that it has reviewed and is familiar with the proposed grant format and the standard provisions applicable, and that it agrees to comply with all such terms and conditions: (signature, print name, title, and telephone number of the authorized individual(s)).

Andrew Natsios, Executive Director (202) 608-1818
David Taylor, Chief Operating Officer (253) 815-2438
Lyn Loven, Chief Financial Officer (253) 815-2292
Steve Brock, Director Innovative Programs Division (253) 815-2256
Jim Goering, Director International Programs Division (202) 608-1859
Ann Claxton, Regional Director, International Programs (202) 608-1820



Sept. 29/98

Signature Date
World Vision Relief and Development

Dwight Bettcher (for Jim Goering)

Typed Name

Team Leader, West Africa/Latin America/Caribbean Regional Team 202-608-1849

Title Telephone #

CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all sub-recipients shall certify and disclose accordingly.

Bettcher

Sept. 28/98

Signature

Date

World Vision Relief and Development, Inc. (WVRD)

Dwight Bettcher

Typed Name

Team Leader, West Africa/Latin America & Caribbean Regional Team 202 608-1849

Title

Telephone #

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Appendix B to Part ____ — Disclosure Form to Report Lobbying

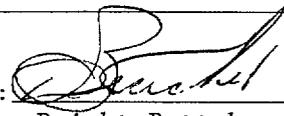
DISCLOSURE OF LOBBYING ACTIVITIES

Complete this form to disclose lobbying activities pursuant to 31 U.S.C. 1352
(See reverse for public burden disclosure.)

<p>1. Type of Federal Action:</p> <ul style="list-style-type: none"> a. contract b. grant c. cooperative agreement d. loan e. loan guarantee f. loan insurance 	<p>2. Status of Federal Action:</p> <ul style="list-style-type: none"> a. bid/offer/application b. initial award c. post-award 	<p>3. Report Type:</p> <ul style="list-style-type: none"> a. initial/filing b. material change <p>year _____ quarter _____ date of last report _____</p>
<p>4. Name and Address of Reporting Entity:</p> <p><input type="checkbox"/> Prime <input type="checkbox"/> Subawardee Tier _____, if known:</p> <p>Congressional District, if known:</p>	<p>5. If Reporting Entity in No. 4 is Subawardee, Enter Name and Address of Prime:</p> <p>Congressional District, if known:</p>	
<p>6. Federal Department/Agency:</p>	<p>7. Federal Program Name/Description:</p> <p>CFDA Number, if applicable: _____</p>	
<p>8. Federal Action Number, if known:</p>	<p>9. Award Amount, if known: \$</p>	
<p>10. a. Name and Address of Lobbying Registrant (if individual, last name, first name, MI):</p>	<p>b. Individuals Performing Services (including address if different from No. 10a) (last name, first name, MI):</p>	

Please Note: WVRD Legal Counsel has determined that WVRD has no paid "lobbyist" activities under U.S. Government funding, nor does WVRD influence in connection with any particular contract, grant, or cooperative agreement requiring WVRD to disclose this type of information via the Disclosure of Lobbying Activities Standard Form LLL.
[ITEMS 11-15 REMOVED]

16. Information requested through this form is authorized by title 31 U.S.C. section 1352. This disclosure of lobbying activities is a material representation of fact upon which reliance was placed by the tier above when this transaction was made or entered into. This disclosure is required pursuant to 31 U.S.C. 1352. This information will be reported to the Congress semi-annually and will be available for public inspection. Any person who fails to file the required disclosure shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Signature: 
 Print Name: Dwight Bettcher
 Title: Regional Team Leader
 Telephone No.: 202-608-1849 Date: Sept 28/98

Federal Use Only:

Authorized for Local Reproduction
Standard Form-LLL

Certification Regarding Debarment, Suspension, and Other
Responsibility Matters--Primary Covered Transactions

(1) The prospective primary participant certifies to the best of its knowledge and belief, that it and its principals:

(a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency;

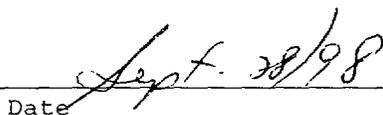
(b) Have not within a three-year period preceding this proposal been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

(c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or local) with commission of any of the offenses enumerated in paragraph (1)(b) of this certification; and

(d) Have not within a three-year period preceding this application/proposal had one or more public transactions (Federal, State or local) terminated for cause or default.

(2) Where the prospective primary participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.


Signature


Date

World Vision Relief and Development

Dwight Bettcher

Typed Name

Team Leader, West Africa/Latin America & Caribbean Regional Team 202-608-1849

Title

Telephone #

Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion
Lower Tier Covered Transactions

(a) Instructions for Certification

1. By signing and submitting this proposal, the prospective lower tier participant is providing the certification set out below.

2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the prospective lower tier participant knowingly rendered an erroneous certification, in addition to other remedies available to the Federal Government, the department or agency with which this transaction originated may pursue available remedies, including suspension and/or debarment.

3. The prospective lower tier participant shall provide immediate written notice to the person to which this proposal is submitted if at any time the prospective lower tier participant learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.

4. The terms "covered transaction," "debarred," "suspended," "ineligible," "lower tier covered transaction," "participant," "person," "primary covered transaction," "principal," "proposal," and "voluntarily excluded," as used in this clause, has the meanings set out in the Definitions and Coverage sections of rules implementing Executive Order 12549. ^{1/} You may contact the person to which this proposal is submitted for assistance in obtaining a copy of those regulations.

5. The prospective lower tier participant agrees by submitting this proposal that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency with which this transaction originated

6. The prospective lower tier participant further agrees by submitting this proposal that it will include this clause titled "Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion--Lower Tier Covered Transactions," ^{2/} without modification, in all lower tier covered transactions and in all solicitations for lower tier covered transactions.

7. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not debarred, suspended, ineligible, or voluntarily excluded from the covered transaction, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the eligibility of its principals. Each participant may, but is not required to, check the Non procurement List

8. Nothing contained in the foregoing shall be construed to require establishment of a system or records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings

9. Except for transactions authorized under paragraph 5 of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the Federal Government, the department or agency with which this transaction originated may pursue available remedies, including suspension and/or debarment.

^{1/} See Chapter 3 of USAID Handbook 13, 22 CFR 208

^{2/} For USAID, this clause is entitled "Debarment, Suspension, Ineligibility, and Voluntary Exclusion (March 1989)" and is set forth in the USAID grant standard provision for U.S. nongovernmental organizations entitled "Debarment, Suspension, and Related Matters" (see Appendix 4C of USAID Handbook 13), or in the USAID grant standard provision for non-U.S. nongovernmental organizations entitled "Debarment, Suspension, and Other Responsibility Matters" (see Appendix 4D of USAID Handbook 13) Page 2 of 2

(b) Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion--Lower Tier Covered Transactions

(1) The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.

(2) Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

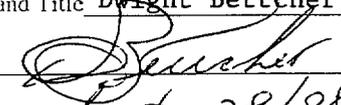
Solicitation No. NA

Application /Proposal No. African Smallholder Farmer Initiative

Date of Application/Proposal Oct 1, 1998

Name of Applicant/Subgrantee World Vision

Typed Name and Title Dwight Bettcher, Regional Team Leader

Signature 

Date Sept. 28/98



U.S. AGENCY FOR
INTERNATIONAL
DEVELOPMENT

NEGOTIATED INDIRECT COST RATE AGREEMENT

Date: September 19, 1996

SUBJECT: Indirect Cost Rates for Use in Cost Reimbursement Type Agreements with the U.S. Agency for International Development (USAID)

REFERENCE: CAM Audit Reports 96-221, C-01-5-A-330, 96-300 & 96-301 dated June 5, 1996

CONTRACTOR: World Vision Relief and Development, Inc.
or P.O. Box 9716
GRANTEE: Federal Way, Washington 98063-9716

PART I- NEGOTIATED INDIRECT COST RATES (%)

Type	Effective Period		Indirect Cost Rate (a)
	From	Through	
Final	10-01-90	09-30-91	25.56%
Final	10-01-91	09-30-92	23.23%
Final	10-01-92	09-30-93	21.47%
Final	10-01-93	09-30-94	20.40%
Final	10-01-94	09-30-95	23.88%
Provisional	10-01-95	Until Amended	23.88%

Base of Application:

(a) Total direct costs excluding equipment, capital expenditures, donated commodities and related freight (including ocean, inland and internal transport storage and handling).

Acceptance of the rate(s) agreed to herein is predicated upon the conditions: (1) that no costs other than those incurred by the grantee/contractor were included in its indirect cost rate proposal and that such costs are legal obligations of the grantee/contractor; (2) that the same costs that have been treated as indirect costs have not been claimed as direct costs; (3) that similar types of costs have been accorded consistent treatment; (4) This Agreement is based on the accounting system proposed by the institution to be in effect during the Agreement period. Changes to the method of accounting for costs which affect the amount of reimbursement resulting from the use of this Agreement require prior approval of the authorized representative in the cognizant agency. Such changes include, but are not limited to, changes in the charging of a particular type of cost from indirect to direct. Failure to obtain approval may result in cost disallowances; and (5) that the information provided by the grantee/contractor which was used as the basis for acceptance of the rate(s) agreed to herein is not subsequently found to be materially incomplete or inaccurate.

PART II - ITEMS NORMALLY TREATED AS DIRECT COSTS

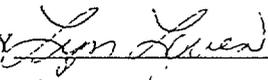
PART III - SPECIAL TERMS AND CONDITIONS

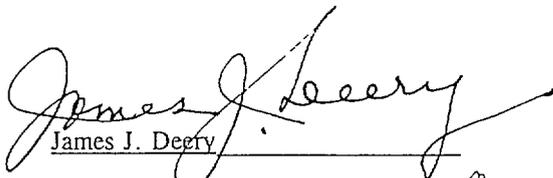
Pursuant to § 742.770 of the Agency for International Development Acquisition Regulations (AIDAR), the negotiated indirect cost rates set forth in Part I of this Agreement are incorporated into AID Agreements shown below. This agreement shall not change any monetary ceiling, obligation, or specific cost allowance or disallowance provided for in the Contracts or Grants listed below or any other Agreement between the parties.

Contract/Grant Number

AFR-0474-G-SS-9097-00	AOT-2040-G-00-3140-00	HNE-0342-G-00-2057-00	617-0128-G-00-1001-00
AFR-1008-G-00-1057-00	AOT-3008-G-00-3184-00	HNE-0360-G-00-5032-00	623-0231-G-00-5022-00
AFR-1008-G-00-1058-00	AOT-3045-G-00-6047-00	PDC-0008-G-00-0078-00	623-4005-G-00-4056-00
AFR-1073-G-00-1137-00	AOT-4004-G-00-5069-00	PDC-0500-G-00-1065-00	623-4005-G-00-4086-00
ANE-0102-G-00-0060-00	AOT-4005-G-00-5081-00	PDC-0505-A-00-5065-00	623-4005-G-00-4107-00
AOT-0000-G-00-3125-00	AOT-4007-G-00-6127-00	OTR-0000-A-00-7174-00	656-0217-G-SS-0014-00
AOT-0000-G-00-5094-00	AOT-4013-G-00-4141-00	OTR-0284-A-00-8255-00	656-0217-G-00-4006-00
AOT-1002-G-00-6108-00	AOT-4016-G-00-4030-00	OTR-0500-A-00-0105-00	656-0217-G-00-5029-00
AOT-1006-G-00-2165-00	AOT-5004-G-00-5179-00	OTR-0500-A-00-9156-00	656-0222-G-SS-9005-00
AOT-1006-G-00-3193-00	AOT-5005-G-00-5013-00	OTR-0527-A-00-7216-00	656-0802-G-00-4016-00
AOT-1006-G-00-5010-00	AOT-5040-G-00-6026-00	SPO-0000-G-SS-9003-00	656-0802-G-00-5037-00
AOT-1006-G-00-6053-00	AOT-5045-G-00-6008-00	388-0000-G-SS-1024-00	663-0802-G-00-3026-00
AOT-1007-G-00-2088-00	AOT-6509-A-00-6132-00	493-0001-G-00-2378-00	685-0242-G-00-0257-00
AOT-1007-G-00-2094-00	EUR-0032-A-00-1030-00	493-0002-G-00-2376-00	688-0247-G-00-1174-00
AOT-1007-G-00-3158-00	FAO-0500-A-00-2042-00	493-0014-G-00-1177-00	688-0247-G-00-1175-00
AOT-1032-G-00-6116-00	FAO-0500-A-00-3025-00	493-0370-A-00-0160-00	688-0247-G-00-4159-00
AOT-1067-G-00-2036-00	FAO-0500-A-00-4049-00	524-0313-G-SS-5045-00	688-0247-G-00-9128-00
AOT-1067-G-00-2127-00	FAO-0500-A-00-5024-00	615-0236-G-00-1063-00	688-0802-G-00-4015-00
AOT-1067-G-00-3186-00	FAO-0801-G-00-3039-00	615-0802-G-00-3027-00	968-1032-G-00-2006-00
AOT-1078-G-00-2050-00			

ACCEPTED: World Vision Relief and Development, Inc.

BY 
LYN LOVEN
 Printed or Typed Name
CHIEF FINANCIAL OFFICER
 Title
9/24/96
 Date


 James J. Deery
 CONTRACTING OFFICER ^{m.} /jmo/
 Overhead and Special Costs Branch
 Procurement Support Division
 Office of Procurement
 U.S. Agency for International Development

DISTRIBUTION:

AFR/SD/SA	BHR/PVC	M/OP/A/AOT	USAID/BAMAKO	USAID/MANILLA
ANE/EA	ENI/DG/RLG	M/OP/FAO	USAID/DHAKA	USAID/MAPUTO
BHR/FFP	IG/A/FA	M/OP/B/HNE	USAID/DAKAR	
BHR/OFDA	M/FM/CMP	M/OP/ENI/DHR	USAID/JAKARTA	
BHR/OFDA/DRD	M/OP/PS/SUP	REDSO/ESA	USAID/MANAGUA	

Keirsten Giles

06/11/98 09:32 AM

To: Ben Hoskins/DC/WVUS/WorldVision@WVUS
CC:
Subject: RE: African Smallholder Farmer Initiative

----- Forwarded by Keirsten Giles/DC/WVUS/WorldVision on 06/11/98 09:30 AM -----

"Peter Ewell (CIP)" <P.EWELL@CGNET.COM> on 06/10/98 11:57:00 AM



To: Keirsten Giles/DC/WVUS/WorldVision
CC:
Subject: RE: African Smallholder Farmer Initiative

Thank-you for the document. I havn't read it carefully, but it looks as if you do not plan any activities in eastern and central Africa (the ASARECA countries) where CIP's collaborative research with NARS is concentrated. Nevertheless, we will do have on-going activities in southern and west Africam and we will be very happy to provide whatever support we can. I and other colleagues will be pleased to meet with the WVI representatives. I will be in and out of the office over the next few months: please give me as much notice as you can via e-mail.

Best wishes.

Peter T. Ewell, Regional Representative
Sub-Saharan Africa
International Potato Center (CIP)
P.O. Box 25171, Nairobi, Kenya
Tel: 254-2-632054
Fax: 254-2-630005 or 631499
Email: P.Ewell@cgnet.com or CIP-NBO@cgnet.com

From: Keirsten Giles



Keirsten Giles

07/02/98 10:32 AM

To: "Mughogho, Lewis K." <L.MUGHOGHO@CGNET.COM>
cc: amerkel@usaid.gov, Ben Hoskins/DC/WVUS/WorldVision@WVUS
Subject: Re: African Smallholder Farmer Initiative

Greetings Mr. Mughogho,

Thank you very much for your support and helpful comments regarding the African Smallholder Farmer Initiative. Your input is much appreciated and will assist us in refining the program.

Ben Hoskins is out of the office until July 16, but will be in touch further when he returns.

Thank you again for your careful consideration and feedback.

Best regards,
Keirsten Giles

"Mughogho, Lewis K." <L.MUGHOGHO@CGNET.COM> on 07/02/98 01:01:00 PM



"Mughogho, Lewis K." <L.MUGHOGHO@CGNET.COM> on 07/02/98 01:01:00 PM

To: Keirsten Giles/DC/WVUS/WorldVision
cc: 'Merkel Albert' <AMerkel@USAID.gov>
Subject: African Smallholder Farmer Initiative

To: Ben Hoskins
cc: A Merkel
From: L K Mughogho
Date: 2 July 1998

Dear Ben

Al Merkel of USAID/RCSA in Gaborone sent me a copy of WI and WV project proposal, the ASFI.

The SADC/ICRISAT Sorghum and Millet Improvement Program would benefit by participating in this program. We are very much interested in it.

The proposal indicates that you would only start work on commercializing smallholder production after production levels had risen above household needs, and would expect to do this mainly in the second 5-year phase. I feel that the program should start work on commercialization much earlier, as in many cases the potential to sell excess production through commercial channels will be the primary incentive for farmers to adopt improved production practices. The program should put a bit more effort into the development of output markets, in balance with efforts on increasing productivity.

Re. the use of improved varieties, you indicate that you would provide free seed in the first year, and thereafter charge a fee. To get off to a good start, it is better to charge a fee from the beginning, even if it is a subsidized price. This sets a precedent.

Please keep us informed of further development on this project proposal. SMIP will be ready to collaborate.

Best regards

Lewis

To: Ben Hoskins/DC/WVUS/WorldVision@WVUS
cc:
Subject: fwd: re: fwd: African Smallholder Farmer Initiative

more good stuff

----- Forwarded by Keirsten Giles/DC/WVUS/WorldVision on 07/13/98 01:43 PM -----

"Fenton Sands" <fsands@usaid.gov> on 07/13/98 05:28:41 AM



To: Keirsten Giles/DC/WVUS/WorldVision
cc: "Thomas D. Hobgood" <thobgood@usaid.gov>
Subject: fwd: re: fwd: African Smallholder Farmer Initiative

Keirsten,

Attached, please find some comments by one of the economists in our Trade, Ag and Private Sector Office. The TIRP activity he mentions is the Trade & Investment Reform Program we are just starting. Amex is the contractor implementing the IR 1.6 portion of this program. Feel free to interact with us again.

Regards,
Fenton

Original Text

>From william a. akiwumi@tap@accra, on 7/9/98 8:38 AM:
To: Fenton Sands@Dir@accra

Fenton,

The following are a few general comments on the African Smallholder Farmer Initiative proposal submitted by World Vision and Winrock International for mission review.

The proposed project is appropriate for Ghana for several reasons including: a) it supports the GOG's agricultural productivity promotion goals and; b) it supports TIRP in general but specifically complements IR - 1.6 (promoting increased use of improved technologies). The research/extension system in the country is quite weak inspite of the abundance of qualified and experienced human resources in the agricultural sector. Though the public agricultural extension system has seen major improvements within the past 10 or so years mainly with substantial USAID and other donor support, agricultural technologies have been slow in reaching the farmer. The country's agricultural reseach and extension potential is very high but lacks the required financial, technical and training support to promote the transfer of technologies for increasing food production and utilization. In the medium term, the role of highly professional and capable institutions such as World Vision and Winrock

International will be crucial for improving agricultural technology transfer in Ghana.

The proposed project also supports the Agency's African Food Security Initiative which promotes technology transfer for increased food production and utilization and also complements the work of USAID's African Research Networks. The project idea is sound as it emphasizes stakeholder participation, collaboration with relevant public and private sector entities and market-oriented and demand driven interventions.

There are a number of weaknesses in the design with regard to the proposed approach, project life (10 years proposed), management/implementation, performance indicators etc, which I believe can be discussed during the formal review of the proposal.

From: "K.Pixley-T" <K.PIXLEY@CGNET.COM> AT internet on 07/21/98 03:54 PM PDT
To: ben hoskins, ben_hoskins@wvi.org AT internet@wvi-intgate@wvhub@ccmail
cc: D.JEWELL@CGNET.COM AT internet@wvi-intgate@wvhub@ccmail
Subject: FW: MESSAGE FOR BEN HOSKINS

Dear Ben,

I am very sorry this message did not reach you sooner. I have been traveling for 5 weeks and had your proposal with me, but managed not to carry your email address.

David and I have agreed that we (CIMMYT) would like to participate in whatever way we can be helpful as an extension of our ongoing collaboration with World Vision. Please let us know what are the next steps you would like us to take.

Sincerely,

Kevin

Dear Ben,

Thank you for sharing a copy of your draft proposal 'African Smallholder Farmer Initiative (ASFI)'. I have read the document and am suggesting to David Jewell (Team Leader, Harare) that CIMMYT should pursue this concept with you. One reason I found your proposal interesting is because it addresses many issues outlined in a discussion paper written by Malcolm Blackie and colleagues, 'Malawi: soil fertility issues and options' (May, 1998). The title of the discussion paper is deceptively narrow; the paper talks about poverty alleviation and food security issues.

Specifically about your proposal:

1. As I read, I wondered how advanced is the process already, given that WVI and to a lesser extent WI have ongoing projects in the target countries?

This is crucial to the time frame of the project. Five years seems ambitious unless extant staff and links to farmers have already identified many of the technologies (seed and other) that will be used in the early stages of the program. This issue is somewhat clarified late in the proposal, when you discuss staff and experience in the target countries, but I think it would be helpful to further clarify this and to include these comments earlier in the proposal. On a similar line, it would be nice to read that the ASFI staff will either include some of the extant staff or join them; i.e. a more clear indication that this is not a project starting from 'scratch'. For example, 'pilot' farmers may already be known thanks to current, pre-ASFI activities, thus saving valuable start-up time.

2. It is good that you list 5 steps in the WV/WI process for introducing seed of improved varieties, and that you highlight the process only introduces options; pilot farmers decide what to adopt and recommend to the larger group

of farmers. Can you extrapolate from WVI experience in Mozambique to put a time frame on each of these 5 steps? I expect ongoing activities in the chosen countries may also save time for some crops in some countries.

3) The paper by Blackie et al. (about Malawi) places very high importance on small-holder access to credit through non-conventional lenders; initially work for fertiliser programs, later through farmer's savings organisations.

I agree with your assessment that small-holder farmers should not be forced into debt by technology dissemination efforts, and I agree with Blackie et al. that in countries with poor soil fertility (e.g. Malawi) food security can only come with increased use of purchased fertilisers (among other technologies). Your proposal only mentions access to credit following the third year of the program. Is there an alternative way to supply needed inputs?

I think it is very important to encourage common focus among NGO's, IARC's and national programs/MOA's. One quote I found particularly damning in the paper by Blackie et al., is "Given that so much of what actually happens in Malawi is the result of donor pressure and priorities, the absence of consensus and a long term strategy amongst the donor community is as much a problem as is the much vaunted lack of commitment amongst nationals." Thank you for sharing this proposal during the planning stages of the project. It will be important to have 'buy-in' from as many of 'the players' as possible before the project is initiated.

Sincerely,

Kevin Pixley

P.S. Have you asked Malcolm Blackie, Todd Benson, and others to comment on the proposal?

cc: David Jewell



**UNITED STATES AGENCY FOR INTERNATIONAL DEVELOPMENT
MISSION TO MALAWI**

P.O. Box 30455
Lilongwe 3
Malawi

NICO House, City Centre
Tel: (265) 782-455
Fax: (265) 783-181

July 13, 1998

Mr. Mwendu Phiri
Area Development Programme Manager
World Vision International
P.O. Box 650
Zomba

Dear Mr. Phiri:

The USAID staff on the team supporting improved agriculture and food security have reviewed the Draft Proposal for a regional African Smallholder Farmer Initiative program.

We find that the approach and activities proposed are quite appropriate to the problems as we understand them. Therefore we fully endorse the approach as described and find the activities consistent with the existing Malawi country strategy and the objectives and results of Strategic Objective Number One.

We wish you success in getting the program approved and request you keep us apprised of developments as they occur. We look forward to a continuing dialogue regarding improving food security in Malawi.

Sincerely,



Robert Luneburg
Agricultural Development Officer

Keirsten Giles

06/17/98 09:39 AM

To: Ben Hoskins/DC/WVUS/WorldVision@WVUS
cc:
Subject: FW: Undeliverable mail: SMTP delivery failur

more ASFI comments

----- Forwarded by Keirsten Giles/DC/WVUS/WorldVision on 06/17/98 09:34 AM -----



"Mughogho, Lewis K." <L.MUGHOGHO@CGNET.COM> on 06/17/98 01:44:00 PM

To: Keirsten Giles/DC/WVUS/WorldVision
cc:
Subject: FW: Undeliverable mail: SMTP delivery failur

To: Keirsten Giles
cc: G M Heinrich
From: L K Mughogho
Date: 12 June 1998

Dear Keirsten

Thank you for your email of June 09. My colleagues and I will go through

the concept paper and send you our comments in 2-weeks' time. I congratulate WVI and WI for coming up with this proposal at this time when there is great need for initiatives that involve farmers directly.

Best regards

Lewis

--Boundary (ID wml8Mvl5Co7VW22CsoJlcg)--



Keirsten Giles

06/12/98 08:26 AM

To: Ben Hoskins/DC/WVUS/WorldVision@WVUS
cc:
Subject: ASFI

some more good feedback

----- Forwarded by Keirsten Giles/DC/WVUS/WorldVision on 06/12/98 08:23 AM -----

"Booth, Robert" <R.BOOTH@CGNET.COM> on 06/12/98 02:05:00 PM



To: Keirsten Giles/DC/WVUS/WorldVision
cc: "Brader, Lukas" <L.BRADER@CGNET.COM>, "Ayo_Abifarin@wvi.org" <Ayo_Abifarin@wvi.org>
Subject: ASFI

Keirsten Giles,

We thank you for forwarding IITA a copy of your joint concept paper with Winrock entitled the African Smallholder Farmer Initiative (ASFI). IITA would very much like to lend its support to this initiative and we look forward to collaborating with both WV and WI in the implementation of the proposal and based on our continuing interactions and collaboration with WV we are confident that it will contribute significantly to the distribution of science based technologies to smallholders in the selected target countries.

Please find below a few comments on the concept paper.

IITA, and we believe most IARCs, no longer consider NARS as their clients as was the case in earlier days. Today we consider NARS as partners in the research process, with farmers and other end-users as our joint clients and with whom we jointly conduct an ever increasing volume of participatory efforts. Long gone are the days when IARC scientists were confined to well run research stations. We think this change in approach may be better represented in the early pages of the paper

We are pleased that you have noted in the paper the joint initiative by IITA and WV to have a WV liaison scientist based at IITA to help accelerate the flow of technologies and information from IITA to WV field staff and we think this position, if funded, could greatly contribute to this proposal. We would also like to stress the excellent collaboration that exists between IITA and ILRI on crop/livestock systems, particularly in West Africa, and which we also imagine could contribute to this initiative.

We regret that you have 'relegated' processing, marketing and commercialisation of production and products to a possible second five year phase of the initiative. Our experience is that it is much better to start straight away with a full food systems approach working all the way through from producer to consumer no matter whether the consumer be the same as the producer or a far away urban dweller. We think it is a mistake to work first with farming systems and then later add on the post-harvest phase. Also we believe it is a mistake to move into marketing and processing simply because there is excess household production. A move into marketing, storage, processing etc should be because there is an identified unsatisfied demand

for the produce or a processed product. If it is simply meant as a means of disposing of a farm-level surplus then many problems and losses can be anticipated.

At an early stage in the implementation of the project it will be important to make an inventory and establish contacts with related projects operating in the two sub-regions and also to establish linkages with the relevant Sub-Regional Organisation.

We hope these few initial comments are of interest to you and we look forward to being contacted by and interacting with the WV National Officers from the six participating countries.

Please pass on our comments and strong support to Ben Hoskins.

Personal regards,

Bob Booth,

DDG, IITA.

Ghana

MINISTRY OF FOOD & AGRICULTURE

In case of reply the number and date of this letter should be quoted

**Office of the
Regional Director of Food
& Agriculture
P.O. Box 14, Tamale.
Northern Region**

Tel

Our Ref. No.RDA/NR/G/154/41 REPUBLIC OF GHANA

20 - 3 - 98

Your Ref. NO.

**AFRICA SMALLHOLDER FARMER INITIATIVE
CONCEPT PAPER**

COMMENTS

This year the policy of the Ghana Government is to attain a minimum of 4 per cent growth rate in the agricultural sector. This of course means a substantial increase in agricultural productivity by the farmers. Any intervention aimed at assisting the farmers in this direction is therefore most welcome.

It is in the light of this that Africa, Smallholder Farmer initiative (ASFI) goal of "reducing food insecurity by providing appropriate agricultural inputs to the Small holder farmers is most appreciated.

I therefore recommend that such a project is given the needed support especially for this Northern Region of Ghana which for a long time now has been saddled with food insecurity.

Signed

for: REGIONAL DIRECTOR OF

AGRICULTURE

NORTHERN REGION
(STEPHEN MAMPHEY)
DEPUTY DIRECTOR

THE PROGRAMME CO-ORDINATOR
WORLD VISION INTERNATIONAL
TAMALE SUB-OFFICE
P.O. BOX 314
TAMALE

UNIVERSITY FOR DEVELOPMENT STUDIES
(Office of the Pro-Vice Chancellor)

P.O. Box 1350
Tamale, Ghana

March 20, 1998

NORTHERN SECTOR MANAGER
WORLD VISION INTERNATIONAL (GHANA OFFICE)
NORRIP OFFICES
TAMALE

Attention: Harry

Dear Sir,

**COMMENTS ON DRAFT OF AFRICA SMALLHOLDERS
INITIATIVE CONCEPT PAPER**

I have gone through the attached draft of "Africa Smallholder Farmer Initiative Concept Paper" and have found it acceptable for collaborative purposes.

However, there are a few areas where restructuring of sentences would have to be done to make reading clear and understandable for improvement in the quality of the proposal. Such areas have been indicated in pencil on the draft.

Thank you.

Yours faithfully,

Signed:

Prof. George W.K. Mensah
Pro-Vice-Chancellor

UNIVERSITY FOR DEVELOPMENT STUDIES
Faculty of Agriculture

Comments on ASFI Concept Paper

By

Saa Dittoh
(Dean)

I have studied the concept paper very carefully and I am very glad that its contents are very much in line with what the Faculty believes should be the development agenda of development agencies in Africa.

Research is yet to have much impact on African agriculture mainly because researchers have not made the "impact on farmers' fields" the primary measure of judging the success of researches. I see the African Smallholder Farmer Initiative as participatory technology development (PTD) in the sense that agricultural technology that has been developed in the NARS and IARCS will be "refined and tested" on farmers' fields with the active involvement of farmers. Farmers will be party to the further development of the technology. This is in line with the thinking of this Faculty because we believe very strongly on the ability of farmers' indigenous knowledge to contribute to making scientific research more appropriate for them.

In Northern Ghana the single most important problem of agriculture is soil infertility as identified in the paper, and we believe again that the role of farmers' indigenous knowledge is central to the solution of that problem. Farmers' indigenous knowledge on soil fertility management combined appropriately with knowledge from research is the key to solving the problem.

We endorse the concept of aiming at a more productive small scale farmer who can obtain marketed surplus. We also agree that farmers should be made to be more business conscious. We also want to point out the importance of emphasis on livestock production and marketing in the initiative since livestock production is a major food security activity in most parts of Northern Ghana and most especially in the Gushiegu/Karaga District.

We wish to state our support for the initiative and a willingness to work closely with World Vision and Winrock International in the Gushiegu/Karaga District using the model proposed. Our main wish is that conscious effort should be made at all stages of the research and development process to realize that farmers know a lot and we can learn from them in the bid to help them and to develop agriculture in Northern Ghana.

March 1998

UNIVERSITY FOR DEVELOPMENT STUDIES
Faculty of Agriculture

AFRICAN SMALLHOLDER FARMER INITIATIVE

TEMPORARY LETTER OF AGREEMENT
Faculty of Agriculture, UDS/World Vision

Following our discussions on the above named project, we of the Faculty of Agriculture, University for Development Studies, agree to partake fully in the activities of the project on terms to be spelt out later and agreed upon.

This letter of agreement is titled "temporary" because the formal agreement has to be endorsed by the University Academic Board and signed by or authorized by the Vice Chancellor. That may take sometime so until then we can go ahead to finalize our collaboration and working modalities.

Thank you.

Signed:
Dr. Saa Dittoh
(Dean)

March 20, 1998.

Savanna Agricultural Research Institute
Council for Scientific and Industrial Research (CSIR)
P.O. Box

52

Tamale

N/R
Ghana

Cable: Croptech

Tel: 071-23251 (Director)
Tel: (+233) 71-22411 or 23465
Fax: (+233) 71-23483

Our Ref:

Your Ref:
1998.

24th March,

THE NORTHERN REGION CO-ORDINATOR
WORLD VISION INTERNATIONAL
TAMALE

Dear Sir,

We have read through the Draft Concept Paper on the Africa Smallholder farmer Initiative (ASFI). We agree broadly with the concept and approaches outlined in the draft proposal and are confident that we can participate fully to achieve the project objectives and results/impact. However with our experience in farming systems oriented research in northern Ghana, we would like to make a few suggestions that could accelerate the achievement of desired results/impact.

Technology transfer could be more effectively carried out during adaptive testing, to make use of the 2-way communication channel opened during the testing process, rather than a 2-stage process of testing (or 'completion of on-farm trials') and then transfer/dissemination.

A substantial component of the first 5 years could also be market and 'processing driven' to produce the excess that will launch a full scale commercialization driven 2nd 5 year DAP.

We look forward to receiving the final document and also to participate in this initiative which we believe could make a difference in the smallholder agricultural economy.

Sincerely,

87

Signed:
K.O. Marfo (Dr)
for: DIRECTOR

Annex J: Seeds and Tools Distribution, WV Angola

The following information provides an example of how a program of improved seeds and on-farm trials can boost farm production. Although Angola was recovering from a 20-year war, the same principles apply to a country at peace.

Table 1. Seeds and tools distribution from FY94 to FY98

Financial Year	Growing seasons	Number of Families	Total beneficiaries*
1993-1994	Agriculture & Vegetable	7,963	29,815
1994-1995	---"---	25,482	132,410
1995-1996	---"---	63,518	317,590
1996-1997	---"---	77,000	385,000
1997-1998	---"---	50,852	254,260

* Total beneficiaries is estimated with the assumption that the average size of a family is five people.

Due in large measure to WVA's current program strategy, most assisted villages have achieved at least a basic level of food production sufficient to provide for family food needs for 6-10 months.

Table 2 shows yield estimates for 1997/98 growing season, to be compared, for beans and groundnut, to estimates of 1996/97.

Table 2. Production estimate of beans, cowpeas, maize, and groundnuts in WVA project area.

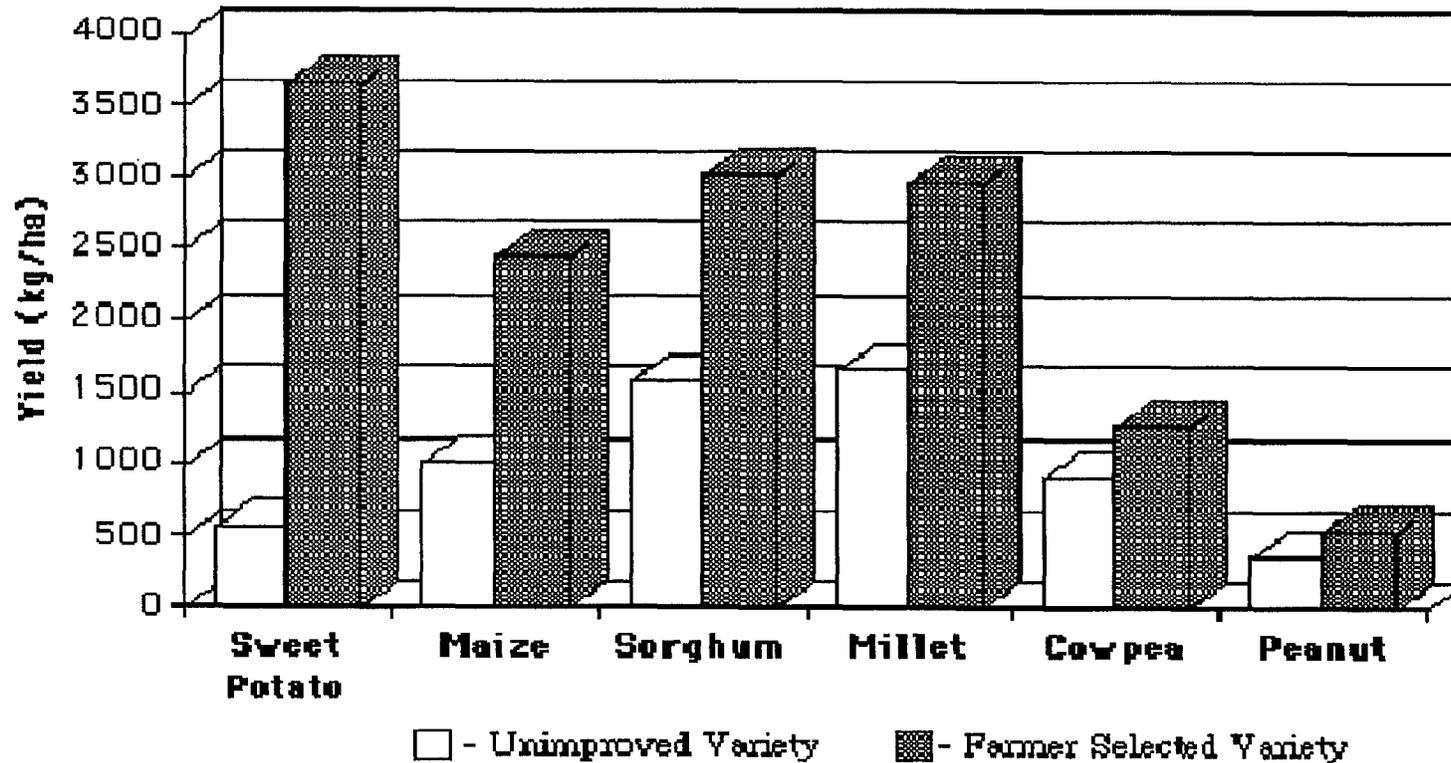
Province	Municipality	Beans (kg/ha)	Cowpeas (kg/ha)	Maize (kg/ha)	Groundnut (kg/ha)	Estimate 1996/97 (kg/ha)		FAO Estimate
						Beans	Groundnut	Maize
Kwanza Norte	Cazengo	1496	1273	916	430	801	542	410
	Lucala	436	387	1246	1075	419	703	
	G. Alto	1755	1247	1700	928	n/a	n/a	
	S.Caju	329	800	n/a	n/a	405	341	
Kwanza Sul	Libolo	1393	n/a	1165	n/a	n/a	n/a	530
Malange	Malange	545	n/a	6532	n/a	215	n/a	510
	Cacuso	743	n/a	n/a	n/a	n/a	n/a	
	Mucari	863	n/a	5741	n/a	n/a	n/a	
	Quela	n/a	n/a	5717	n/a	n/a	n/a	

"These figures indicated that when comparing the FAO production estimates of 1996/97 to the WVA estimate of production for the 1997/98 first season, maize production increased by one to three fold in Kwanza Norte, one fold in Kwanza Sul. WVA estimates in Malange seemed high, probably due to wrong calculation or interpretation of the grain moisture content. Beans yield estimate over the 1996/97 level ranged from -18% (a decrease probably due to excessive rain in the micro-climate of Samba Caju) to about 86% (Cazengo) in Kwanza Norte, was three fold in Kwanza Sul (using FAO 1996/97 estimates), and ranged between 82% to about two fold in Malange (using WVA and FAO 1996/97 estimates).

“To sustain this increased production, WVA had designed the Seeds of Freedom project (SOF) to provide quality seeds and planting materials to farmers. Using an array of eight NGOs, farmers are given the opportunity to test on their farms, under their own growing conditions, improved technologies developed by five International Agricultural Research Centers (IARCs) CIAT (for beans), CIP (for Irish potato and sweet potato), CIMMYT (for maize), ICRISAT (for sorghum, pearl millet and groundnut), and IITA (for cassava, and cowpea). In these on-farm trials, they compare new technologies their local varieties and select what they prefer the most base on criteria such as yields, cooking and palatability tests, milling properties, etc. These tests were conducted in 1996/97 and 1997/98 growing seasons. Data from 13 out of 18 Provinces of Angola indicated that three clones of cassava (two improved TMS 30211, TMS 42025 and one local “Precoce de Angola), and three varieties of beans (CAL 113, A197 and A286, all improved) were most preferred by farmers over the other varieties. Seeds of the preferred varieties are being produced for distribution to appropriate agro-ecological zones next season.” (Taken from “Food Security in Post-War or Post-Disaster Context: Lessons Learned from World Vision Angola” by Nankam, Ezepue and Chapman.)

Annex J: World Vision's Mozambique's Program to Introduce Improved Varieties

The following chart gives the increase in production caused by improved varieties and extension services for small farmers in the WV Mozambique program, the 1996-7 season. The chart demonstrates how clearly improved varieties imported from the IARC system have boosted agricultural production in Mozambique.



Annex K: POVERTY INDICATORS

The following countries have been chosen for the ASFI program using the criteria described in IB2, Geographic Areas.

SOUTHERN AFRICA

	Population (millions) 1997	Maternal Mortality Rate ¹	Relative Inadequacy of Food Supply ²	Under-nourished Population (millions) 1990-1992	% Under 5 (1990-1997) Suffering From:			Human Development Index ³	% Population with access to safe water
					Under-weight (severe)	Wasting	Stunting		
MALAWI	10.1	560	16.4	4.8	29.9	7.0	48.3	161	41
ZIMBABWE	11.7	570	12.4	4.2	15.5	5.5	21.4	129	65

WEST AFRICA

	Population (millions) 1997	Maternal Mortality Rate ¹	Relative Inadequacy of Food Supply ²	Under-nourished Population (millions) 1990-1992	% Under 5 (1990-1997) Suffering From:			Human Development Index ³	% Population with access to safe water
					Under-weight (severe)	Wasting	Stunting		
GHANA 4	18.3	740	12.0	6.2	27.3	11.3	25.9	132	46
MALI	11.5	1,200	9.5	3.3	40.0	23.3	30.1	171	25
SENEGAL	8.8	1,200	7.9	2.3	22.2	8.4	24.7	160	28

1. Per 100,000 live births, 1990
2. % below minimum requirement
3. Rank based on 175 countries
4. Northern Ghana, which has greater poverty than Sahel

Malawi Country Profile for AFSI

About the Country:

Problems of the Smallholder Farmer:

Malawi's agriculture is however, performing far below its potential. Among other factors, the failure of smallholder agricultural production to keep pace with population growth stems from: (i) land degradation in the face of serious land shortage compounded by rapid population growth; (ii) the low levels of technology applied by smallholders; and (iii) weakness in the supply of agricultural services and poor marketing system.

Malawi is often characterized as a "land scarce country". In recent decades, the ratio of the agricultural population to cultivated land area has continued to increase, meaning that the size of farmers' land holdings has declined. In 1990, more than 90% of farm households cultivated less than 3 ha (Smale, 1995). This has led to continuous maize cropping on their pieces of land resulting in the declining of soil fertility that has surfaced as a major constraint to maize production.

Compounding the declining soil fertility is the use of low yielding agricultural technologies by smallholder farmers. For instance, 75% of the maize grown in the country comprises low yielding local variety with average yield of 912 kg/ha compared to composites and hybrid with 1526 and 2773 kg/ha respectively (MOALD 1995). Most smallholder farmers do not observe the recommended plant densities, resulting in low crop production. Despite several improved agricultural technologies generated by research, most smallholder farmers in the country continue deploying low yielding local technologies.

Weak agricultural extension services contribute considerably to the low adoption of improved technologies by the farmers. In Malawi, the extension policy puts premium on reaching "as many farmers as possible" through the group approach which in 1982 came to be known as the Block Extension System (BES). The BES is a modification of the Benor Training and Visit System. The BES involves a group of farmers coming together within a demarcated area known as a block to be taught improved crop and animal husbandry practices. Extension messages are from "Guide to Agricultural Production" which all extension workers are to use throughout the country. In this case farmers receive "blanket recommendations" regardless of their varied farming system. Moreover, the majority of farmers who attend block meetings tend to be those that have access to credit; thus marginalizing the resource poor farmers who are mostly credit-unworthy and accounts about 60% of the rural population. Therefore, most smallholder farmers perceive extension service as a credit service. In the same vein, extension workers perceived their role as primarily one of promoting the growing of improved seed (maize) varieties, to the neglect of other equally important crops and extension responsibilities.

Available evidence suggests that extension may be a spent force. Most farmers who apply the available set of recommendations are those who are fully knowledgeable of the recommendations. In Chingale Area Development Program - Zomba, only 14% of the households received extension training in agriculture (Chingale ADP, 1997). Extension workers who are hardly afforded in-service

training continue to disseminate the same message to the majority of extension audience every year, and become technically redundant (Mkandawire, 1993).

Therefore, there is a 44 -82% gap in yields per unit area of the major crops between research stations and those obtained by farmers. For instance, maize, rice, sorghum and millet, cassava, tobacco and groundnuts have 78, 51, 78, 82, 67 and 78% yield gaps respectively (ARM 1995). Another, yet less frequently heard, explanation for low technology adoption is that the recommended technologies themselves are simply not appropriate to farmers (CIMMYT, 1984). These gaps have paved way to low agricultural production and household food insecurity.

Marketing of farm inputs and produce in Malawi has also undergone significant changes. With Government's liberalization policy, marketing of these items is liberalized and there are more players than before. However, the credit system that spearheaded increased maize production in the 1980s broke down in 1993/94 season with recovery rate of 16% from 25% in 1991/92. Causes include drought, political dispensation and the delinkage of extension and credit activities (CRS, 1994). Therefore, most farmers could not purchase the improved seed and fertilizer resulting in low yields. Liberalization without civic education has eroded benefits due to the farmers. During harvest periods the supply of the produce is high and traders buy at a lower price just to sell to the same farmers a few months later at a high price. Farmers need to store their produce and sell when demand is high to realize significant profits.

Socioeconomic:

Malawi's population was estimated at about 11 million in 1996 with an average growth rate of 3.1% per annum and with an average population density of 83 persons per square kilometer (MEPD et.al, 1996). In this case, Malawi is one of the most densely populated countries in Sub-Saharan Africa. An estimated 46% of the population is under 15 years of age and about 88.9% of the total population lives in rural areas.

Agriculture is the mainstay of Malawi's economy. It accounts for 35% of the Gross Domestic Product (GDP) , 80% of the labor force and 90% of the foreign exchange (APRU, 1997). More significantly, over 80% of Malawi's 11 million people earn their livelihood from agriculture.

Agricultural Production:

The main agricultural component is crops with 91% followed by livestock (7%) and fisheries and forestry with about 2% (ARM, 1995). Both food and cash crops are grown in the country. Three main cash crops: tobacco, tea, and sugar, account for 80% of the total exports with tobacco alone contributing more than 65%. As a major foreign earner, tobacco is hailed as a green gold of Malawi. Major food crops grown in the country include maize, sorghum, millet, rice, beans, cassava and sweet potato. Maize is the staple food crop of the country. More than any other people in the world, Malawians depend on maize as a staple food (Smale 1995). It is therefore widely grown in the country and occupies about 76% of the cropped land. Most of the food crops are grown by smallholder sector while the estate sector concentrates on growing cash crops. The latter only occupies 5% of the cultivated area. Contributing about 85% of total domestic food production, the smallholder sector has a fundamental role in Malawi's agricultural production and economic development.

WV Experience and Presence in Country:

Currently negotiating a project for local USAID mission funding which is parallel to the ASFI. If funded for both WVMalawi will double the area served by ASFI activities.

WVM is currently collaborating with research in cassava, sweet potato, groundnuts, maize, fruit tree research and seed multiplication. WVM is in close collaboration with Government extension staff particularly at grassroots levels in implementing agricultural interventions.

Currently, WVM has initiated Chingale Seed Project to pioneer the move. Most seed companies produce hybrids that most smallholder farmers can not afford. Therefore, seed multiplication will include all farmer selected seed crop, most of which are open-pollinations. Because of this move, farmers will actively participate in technology generation that augurs well for its adoption. Currently, WVM is collaborating with CIMMYT on maize, ICRISAT on region peas, CIAT on beans, and ICRAF on agroforestry.

Unfortunately, Malawi's agriculture is greatly dominated by maize crop. As a staple food, maize is widely grown in the country and covers 76% of the total crop land (MOALD 1995). Worse still, 75 % of maize grown is low yielding local maize, 0.4% composites and 24.6% hybrid. Local maize average yields was 912 kg/ha followed by composites (1526 kg/ha) and hybrid (2773 kg/ha) (MPALD 1995). This led to low maize production in 1997 with 1534461 metric tons (mt) compared to domestic demand of 2398600 mt (MED. 1997).

The challenge facing the project is to encourage farmers plant improved maize varieties. Set backs on use of hybrid maize arise from farmers' poor economic base because they are used to maize-fertilizer package. However, Heisey and Smale (1995) reported that improved maize varieties out yielded the local maize even under low fertility conditions.

To promote increased maize and other crop production, the project will embark on multiplying OPV maize that farmers can recycle the seed for at least three seasons. They also require less fertilizer than hybrids. Again wherever possible off season maize production will be promoted in the project areas.

Farmers' Groups: These interventions will be carried out through farmers' groups. Using PRA, WVM and MOAI staff will facilitate formation of these groups based on the needs of particular farmers. Solidarity groups will be instrumental in implementing this strategy.

Institutional Support:

Staffing: Most ADPs have at least an Agriculture Facilitator and a few also have Agriculture Coordinators. Coordination of the agricultural activities at National levels will be strengthened with the involvement of NARS. This will enable them share skills and challenges.

Monitoring and Evaluation: World Vision Malawi staff will implement the agricultural activities in collaboration with MOAI and IARCs staff and the smallholder farming communities. They will monitor the activities both technically and administratively and will be responsible for measuring

impact. Activity schedule will focus on the main thrusts of the strategy.

WV Target Areas for AFSI:

ADP	Population			District	
	Men	Women	Children		
Chingale	9411	10512	11352	31275	Zomba S
Chitera	5168	5483	8816	19467	Chiradzulu S
Senzani	5315	9567	6378	21260	Ntcheu C
Mlonyeni	4640	5905	7955	18500	Mchinji C
Mphompha	2500	3000	5000	10000	Rumphi N
Mtendere	4345	4855	11355	20555	Mzimba N
Total	31379	39322	50356	121057	

World Vision

Development sectors

1. Agriculture
2. Health and Nutrition
3. Human Resource Development
4. Small Enterprise Development
5. Community Accessibility

AGRICULTURAL ACTIVITIES

1. Soil and water conservation
2. Crop Diversification
3. Drought Tolerant Crop Production
4. Small Scale Irrigation
5. Horticultural production
6. Seed multiplication

EXTENSION SERVICES

Recommended Extension Worker: Farmers Ratio = 1:300

In these ADPs the average ratio is 1:1350

STAFFING: In these ADPs we have the ADP Manager, Agriculture Coordinator and at least 4 Agriculture Development Facilitators besides the Government Staff.

Mali Country Profile for AFSI

About the Country:

Problems of Smallholder Farmers:

Mali is ranked 171 of 175 countries on the 1997 UNDP Human Development Index. Its per capita GNP in 1994 was \$250, less than half the average for sub-Saharan Africa. This figure, moreover, has been declining at an average rate of one percent a year since 1980.

Of Mali's total land mass of 1.24 million km², only two percent is arable land (UNDP 1997). Rainfall is poor in much of the country and is limited primarily to the period from June to August. Still, agriculture is the primary occupation of over 60% of Malian men and 37% of women (Demographic Health Survey, 1995-96). Consequently, "the majority of farmers...live in a situation of permanent insecurity" (Ministry of Health, *National Food and Nutrition Plan of Action 1997-2001*, October 1996).

Socioeconomic:

According to a survey conducted in 1988-89, 72% of the population is living below the poverty level established for Mali, including 36% of the population who are classified as "very poor" (National Office of Statistics, April 1994). The majority of those considered poor (two-thirds of the poor and three-quarters of the "very poor") are farmers.

This poverty is reflected in mortality rates that are among the highest in the world: UNICEF's "The Progress of Nations 1997" ranks Mali's under-five mortality rate (U5MR) fifth highest in the world in 1995; among sub-Saharan countries who have conducted DHS surveys in the last 10 years, Mali's U5MR is second highest. The prevalence of many preventable childhood diseases, including malnutrition, diarrheal diseases, acute respiratory infections, and malaria, are on the incline.

The DHS report indicates that over half (57%) of all childhood deaths are related to malnutrition, up from 47% at the time of the last DHS, in 1987. Comparison of the 1995-96 DHS results with those of the 1987 survey reveals that the level of malnutrition has actually worsened over the last ten years. Among children three to 35 months of age, the proportion who are stunted increased from 24% to 33% (an increase of 38 percent); the proportion who are underweight increased from 31% to 44% (an increase of 42 percent); and the proportion who are wasted increased from 11% to 25% (an increase of 127 percent).¹

The report cites insufficient food intake as one of the key factors contributing to poor nutritional status in Mali. Among the very poor, daily energy intake is only an estimated 77% of needs (MOH, 1996)

The most significant problems of smallholder farmers in Mali include the following:

- ▶ decreasing agricultural productivity and production (according to the UNDP 1997 report, food production in 1993, for example, was only 91 percent of 1979-81

- production);
- ▶ insufficient, inconsistent, and poorly spread rainfall, coupled with frequent drought (the country suffered from serious, extended droughts most recently in the mid-'70s and mid-'80s);
 - ▶ decreasing soil fertility and rapid decertification (25% of the country is already covered by desert);
 - ▶ prevalence of Striga weed;
 - ▶ high fertilizer prices;
 - ▶ poor storage of harvested crops;
 - ▶ poor organization among smallholder farmers (where the CMDT, or Malian Company for Textile Development, is working, farmers are often organized in Village Associations, which allows them improved access to seeds, either through the CMDT or through the NARCs or National Seed Centers, but otherwise farmers are not well organized, and are not well informed about how, where, and when they can get seeds, fertilizer, etc.);
 - ▶ limited access to credits and market.

WV Experience and Presence in Country:

World Vision has been funding projects in Mali since 1975, and is currently working in some 600 communities in seven of Mali's eight regions. World Vision Mali (WVM) has a staff of 230, including five expatriates and 225 nationals. Ninety percent of the staff are based in one of the organization's 11 area development programs (ADPs), multi-sectoral, long-term (up to 15 years) partnerships between WVM, communities, government, churches, local NGOs, and other partners.

Nine of WVM's ADPs are located in the southern part of the country, with bases in the towns of Bla, San, and Koro. Bla base covers four ADPs: Bani Valley ADP, Yangasso ADP, Diaramana ADP, and Koloni ADP. San base also covers four ADPs: Sanke ADP, Bwatun ADP, Kampena ADP, and Dieli ADP. Koro ADP is operated from a new base at Koro.

WVM's operating budget in 1997 was approximately \$3.8 million. It's primary donors include USAID, the UN, the EU, and private donors in the U.S., Canada, Switzerland, New Zealand, and Germany. It's main areas of intervention include agriculture, food security, natural resource management, health, literacy and basic education, income generation, gender and development, and water and sanitation.

WV Target Areas for AFSI:

The project will be initiated in the four ADPs operating out of Bla base, and extended later to the four San ADPs and the ADP in Koro. The Bla and San ADPs are located in the fourth Region of Mali (Segou), which is situated about 50 km from the Cinzana Agriculture Research Center, where WVM has worked with researchers and collaborative farmers in sorghum and cowpea variety tests. The NARCs have expressed their willingness to collaborate with World Vision in this area. The CMDT is also doing some extension work there.

The goal of the project is to increase the productivity and production of smallholder farmers by making available to them appropriate farming techniques and systems and improved seeds, in collaboration with the NARCs.

Annex: Mali's Planting Calendar:

Month	Activity
March/April	Preparation of new farms; transport of organic manure
May/June	Plowing
July/August	Planting, weeding
September	Start harvesting of maize
October	Harvesting of peanut, maize
November	Harvesting of millet, sorghum, cotton
December/January	Harvesting of millet, sorghum, cotton, threshing

World Vision Mali's Current Agricultural Program:

The staff of WVM's southern projects (where the Africa Smallholder Farmer Initiative will be focused) includes 15 agronomists or agriculture extensionists. Three agronomists serve as ADP managers and the others work directly with communities in the ADP agriculture and food security activities. These include on-farm trials of sorghum and millet varieties, water and soil conservation activities (to enhance water retention reduce soil loss through construction of dams or dikes, terracing, etc.), training in agroforestry, composting/use of organic fertilizers, promotion of crop diversification and crop rotation, vegetable gardening, management of cereal banks, bee farming, cattle fattening, etc.

Interaction with USAID:

WVM has a close, ongoing partnership with the local USAID mission and has developed a strong capacity for managing USAID grants through the successful implementation of several USAID-funded Child Survival, community development, and emergency relief grants. WVM's first collaboration with USAID was in 1984 in the Kayes and Gao regions, where 8,000 metric tons of emergency food, including USAID Food for Peace Title II commodities, were distributed to 250,000 people after a severe drought.

After a two-year relief operation supported by USAID, WVM turned its attention to long-term rehabilitation and development. Starting in 1987, a series of USAID grants—including the Outreach Grant (FY87-88), Innovative Grant (FY89-90), Koutiala Child Survival Project (FY87-94), Seventh Region Child Survival Grants (FY90-93 and FY94-98), and the Seventh Region Initiative Grant (FY91-FY98)—were pivotal in supporting WVM in the initiation of a multi-faceted development strategy focused on improved food security, drought preparedness, and health. WVM has also been involved in a number of regional initiatives supported by USAID, including the Year of the Seed, Cowpea, and Striga-Resistant Sorghum programs.

Key agriculture-focused activities implemented by WVM in partnership with USAID have included seed variety testing and dissemination, irrigated rice perimeters, controlled submersion traditional rice agriculture, production of desert sorghum, agricultural and gardening training, and a variety of water and soil conservation initiatives. Most of these activities are supported with training in literacy and management, community development, small enterprise, and natural resource management.

Interaction with IARCs/NARES:

With assistance from World Vision International's Africa Agricultural Program Office in Accra, WVM has been involved in a number of programs in collaboration with IARCs and NARES. In 1995 and 1996, WVM conducted sorghum variety testing on demonstration farms as part of the Striga Resistant Sorghum Initiative. Improved varieties for testing came from Purdue University and the Mali National Sorghum Program.

Currently WVM is working on an adaptive research project with the InterCRSP Natural Resource Management Technologies for Regional Transfer in West Africa, Michigan State University, and INSTORMIL.

WVM has signed a general Protocol of Agreement or Memorandum of Understanding with the IER (Institut d'Economie Rural). World Vision also attends different meetings organized by the NARCs to discuss research results and issues related to extension to farmers.

Constraints Faced by NARCs:

The main function of the NARCs is conducting research on new, appropriate farming techniques or systems and improved seed varieties. This research takes place both at the research stations and in demonstration plots on collaborative farmers fields. While the NARCs have had success with the development of improved farming techniques and seed varieties, they have been largely unable to make these improvements available to smallholder farmers. The key constraints to successfully transferring research results to smallholder farmers are related to a lack of finances (lack of staff, logistics, etc.) and to administrative problems.

The NARCs organize open days with farmers to demonstrate the results of their research, but these programs reach only a very limited number of farmers. The NARCs also try to work with the National Extension Service and National Seed Centers but again have had difficulty getting in direct contact with farmers at the village level.

Winrock International:

Winrock's on-farm agricultural productivity activities in Mali were initiated in 1997 and are concentrated in three clusters of villages located in a radius of 100km of Bamako. Work essentially follows that described for Senegal and is done in partnership with three NGOs: GRAT; ADAF-Galle, and the National Action Committee of Winrock's AWLAE program. Rice and groundnuts presently are the main crops targeted by the project.

In 1999 new activities will be initiated in the vicinity of Segou in partnership with the USAID-funded SEG project and the national extension program.

- Ms Juliette Assienan, agronomist and extension specialist; coordinator of ONFARM work in Cote d'Ivoire; also responsibility for gender program component for ANADER.
- Ms. Assa Kante, post-harvest technology and NGO linkages specialist, assigned to Winrock's USAID-funded SEG project in Mali.
- Ms. Reine Boni, based in Abidjan agronomist and West Africa regional coordinator for the AWLAE program.
- Ms. Beatrice Luzobe, gender and post-harvest technology specialist, ONFARM coordinator in Uganda.
- Ms. Charity Kabutha, based in Nairobi rural development and PRA specialist, East Africa regional coordinator for the AWLAE program.

Zimbabwe Country Profile

About the Country:

Problems of Smallholder Farmers:

The white agricultural policy which came into operation in 1908 radically affected the positions of Africans on the land. An Estate Department was formed to promote European settlement in Africa. The British South African Company was endeavouring to extract the best land from the "native reserves" and make it available to new settlers. In 1929 separate development was started for whites and blacks. It was felt just and proper to allot land to the native on need basis and all that remained was to be kept for European development because the land could then be put to best use and goods produced for exports. Laws such as the Maize Control Act and the Cattle Levy Act made it even more difficult for the small African farmers by imposing taxes, rents, dipping and grazing fees. As Europeans were in search of the best farm land this forced Africans off of their land. In the 1930's, 50,000 Africans were moved to reserves resulting in overcrowding and overstocking, subsequently forcing them to resort to wage labour. The settler government systematically destroyed African Agriculture while highly developing European Agriculture. The Land Apportionment Act of 1930 legally demarcated the European area giving them half the area of the country, confined the African purchasers to separate, largely unproductive areas and endeavoured to pack as many Africans as possible into reserves, leaving behind only labour tenants. It is upon this historical background that the agriculture of Zimbabwe was developed. It has been a constant struggle for the small, African farmer in Zimbabwe to be sustainable.

The increase in vulnerability to food insecurity at both household and national levels is evident from the continuing food crises in Africa (SADC Food Security Monthly Updates, 1996). Food security is the cornerstone of smallholder economies and therefore any sustainable development will be achieved through development of the agricultural sector to increase yields and output. Food production in most SADC countries have been lagging behind the rapid population growth. This has made most SADC countries food insecure and Zimbabwe is no exception. Hughes (1994) claimed that the available experimental evidences showed smallholder lands in Zimbabwe to be under-utilized, greatly improved productivity could be reached through the proper adoption of existing farming knowledge. Currently, increase in food production has been limited by many factors such as lack of improved seed, poor soils, small arable lands, poor storage facilities, non-use of organic fertilizer, inadequate agricultural extension services and limited access to markets. The problems associated with each of these are detailed below.

Lack of Improved Seed:

With the exception of maize, most farmers throughout the country have not benefited from the information exchange and testing of new seed. The growth and adoption of improved maize varieties by smallholder gives rise to some optimism, but the absence of a consistent growth trend in average per hectare maize yields is worrying (CIMMYT, 1992). The big jump in potential maize productivity increase has been made in the switch from local open pollinated materials to modern high yielding hybrids. Today, in the major food crops, both transnational and indigenous

private sector companies and Non Governmental organizations play a major role in the development and dissemination of improved materials. This trend has been long apparent in the cash crop area especially with tobacco (Zimbabwe Tobacco Seed association) and cotton (Ciba-Geigy). In Zimbabwe the Kohwa Pakuru scheme run by Ciba-Geigy and Agritex has raised cotton yields of participating smallholder farmers to some 2600kg/ha as opposed to the national average of 1750kg/ha (Agritex, 1996). International Agricultural research centers (IARCs), have also become important players in technology development in the past several decades, mainly through substantial inputs into crop breeding for food crops (Land Tenure Commission report, 1994).

Maize seed production in Zimbabwe is limited to commercial farmers because of lack of infrastructure (storage facilities, good roads, irrigation) and finance to purchase inputs (fertilizer, herbicides, pesticides) for smallholder farmers. With the escalating cost of living, many farmers fail to purchase seeds and use those from the previous season resulting in low productivity. This increases their vulnerability to erratic rainfall and production shortfalls resulting in food insecurity and reduced income, intensifying poverty cycle. Although much work has gone into the development of improved varieties, supplies of small grains such as sorghum, millet and ground and round nuts are inadequate and the prices are beyond the reach of the smallholder farmer. It is still necessary to multiply these in significant quantities and to distribute them to farmers which will reduce the seed prices. It is necessary to build the capacity of smallholder farmers to produce and multiply these seeds (Land Tenure Commission report, 1994)

Poor On-farm Storage Facilities:

Current storage practices have generally been inappropriate for the storage needs of the farming communities. There is a tremendous need to improve the post-harvest storage techniques for both grain and seed so as to minimize unnecessary losses. The vitality of seed describes it as the germination percentage. This is severely affected by poor storage facilities reducing the seed to worthless for planting purposes. Grain losses due to pests and poor storage currently amount to 15 to 20% of total food production (FAO, 1995). Recent policy changes whereby both crop marketing and transportation are now handled by the grower as opposed to a government parastatal agency, require farmers to improve their on-farm storage so that the crop can be released for sale when market conditions are good. Developing a system that will minimize these losses will not only improve household food security, but also improve nutritional well-being throughout rural Zimbabwe.

Inadequate Agricultural Extension and Technology Services:

It is the received wisdom in a number of circles that there is adequate and appropriate technology available for smallholder farmers. The problem has been one of acceptance and delivery rather than that of suitability of the technology itself (Land Tenure Commission report, 1994). For many years now research has been underway by the International Agricultural Research Centers (IARCs) and National Research Centers (NARS) come up with improved farming practices to address the Zimbabwean farmers' land productivity needs. The Department of Research and Specialist Services (DRSS), with the assistance from international agricultural research centres, initiated adaptive on-farm research programmes in 1981. Significant as these discoveries may be in improving food security, there has been little dissemination of these discoveries to the farmer.

Presently there is a link between research and extension through the Committee for On-Farm Research and Extension (COFRE) which was formed in 1986. The objectives of COFRE are to co-ordinate on-farm trials and demonstrations as well as give researchers and extension staff an opportunity to interact in a real farm situation (Pazvakavambwa, 1994). The on-farm research programmes are intended to bring researchers to the farmers' fields, improve research-extension-farmer linkages and channel the problems of small holders to on-station researchers. To an extent this has happened. Oliver (1985) observed that researcher-managed trials in smallholder areas are capable of achieving at least 5 tons of maize per hectare as compared to 1 tonne when managed by the farmer alone. But momentum has been lost through many causes. Firstly, moving research off-station is costly in resources, particularly of staff and transport. In the absence of reliable transport it is impossible to run a quality on farm research activity. Secondly, the diversity of smallholder circumstances, and the fact that most smallholders live in the less desirable ecologies, means that, in many cases, it is simply not possible merely to adapt existing research to these different circumstances (Land Tenure Commission report, 1994). Thirdly there is a bias in some of the existing technology towards risky and high cost methods of production. Fourthly there has been a 35% reduction in DRSS budget from 1980 to 1994 (DRSS, 1995). The reduction in budget has affected DRSS's ability to address agricultural problems of the poorer, less developed, less articulated sectors of the rural economy where 80% of the communities stay.

Extension services to the smallholder farmers are provided largely through the Ministry of Lands and Agriculture through the Department of Agricultural, Technical and Extension Services (Agritex). Unfortunately, the services provided by these extension workers are limited. The current ratio of front line extension staff to farmers in Zimbabwe is 1:800 but the ideal is 1:400 (Agritex, 1995). Because the ratio of extension worker to farmer is high it is difficult for each extension worker to pay attention to individual farmers, the group approach has had to be adopted, complemented where possible by visits to individual farmers. A recent study by KPMG Peat Marwick (1993) suggests that farmers prefer the group approach because it allows farmer to farmer interaction, community based participation and sense of belonging. The effectiveness of the extension staff is reduced by the large geographic units each extensionist has to cover, low pay, training focused on commercial farmer needs, and inadequate funding for field allowances, transport and other operating costs in the country (Ministry of Lands and Agriculture, 1996). As a result breakthroughs that research institutions are able to develop are not readily being incorporated into the farming systems.

Land Tenure Commission (1994) have shown the important role being played by Non-Governmental Organizations and religious groups. Global 2000 developed the practice of linking researchers, extension workers, policy makers and farmer groups in several SADC countries. The efforts focus on a number of proven technologies -seed, fertilizer, crop chemicals and draft power. The published results are impressive with average crop yields by 20-40 percent in the project areas of selected countries (Dowswell, 1993). NGOs and religious missions have a long record of working with the poorest rural dwellers and have a particular strength in understanding, articulating and responding more rapidly to farmer problems than more conventional research and extension systems but have a problem of dissemination, weak in scientific vigor and inadequate documentation (Land tenure Commission, 1994). There is need for adequate and proper

networking with all concerned institutions and farmer groups.

Large parts of Zimbabwe especially the communal areas are experiencing declining soil fertility associated with falling levels of organic matter and soil nutrients as traditional farmer practices become untenable under growing population pressure. In most area in Zimbabwe, mineral (inorganic) fertilizers have played a major role in maintaining and increasing soil fertility. A range of factors mitigate against the widespread use of inorganic fertilizers in Zimbabwe. In many smallholder areas, inputs such as fertilizer are expensive and often arrive late, if at all (Agritex, 1993) . Smallholder fertilizer use rose from around 27 00 tons at independence to 125 000 tons a decade later. But a recent survey (June, 1997) carried out by "Zimbabwe Farmers Union" on the impact of Economic Structural Adjustment Program on smallholder farmers shows that the smallholder farmer share of use of inorganic fertilizer has decreased to 22% from 25% due to the 300% increase in fertilizer in the past five years. This has reduced the positive gains made over the years through the increased use of fertilizers. The smallholder farmer has no option but to use organic manure such as cattle manure, composts and other organic nutrient source which is in short supply. The shortage of organic manure is further compounded, in many cases, by its poor quality (Land Tenure Commission, 1994).

Rural farmers are having to make one of two choices; either accept the continually declining low yields, or periodically abandon the depleted fields and establish new ones in the more fertile protected woodlands. Most have chosen the later and already there is significant farmer encroachment of cropping into the already overgrazed land and protected wildlife areas resulting in the degradation of the environment . This affects household food security of smallholder farmers. Concerted effort needs to be placed in effectively administering the diffusion of appropriate technologies for improved crop production, soil and water conservation. Therefore technology development for smallholder will need a careful strategy which includes a well conceived definition of those research areas where there are economies of scale and those areas where research has been significantly stratified and targeted to meet the needs of the natural regions and its farmers.

Limited Access to Markets:

Zimbabwe's system of agricultural marketing system and pricing, until recently, was a model of western orthodoxy resulting from the Great Depression and the resulting Keysian economics (Land Tenure Commission, 1994) . Marketing board price guarantees shielded, farmers from international fluctuations in supply and demand of agricultural products , which allowed Zimbabwe to export. A major shift in Zimbabwe's macro-economic policy management occurred in 1990 when Zimbabwe introduced an economic structural adjustment program. The program called for market deregulation and decontrol, trade and exchange rate and foreign investment liberalization. The program has resulted in the privatization of agricultural parastatals. This major shift in marketing and price policy has liberalized commodity movements within the country and marketing boards no more possess the marketing monopoly on most agricultural commodities. Farmers are now free to sell their products wherever and whom ever they choose (Ministry of Agriculture, 1990). Smallholder farmers are now constrained by low producer prices and an inefficient marketing system. The infrastructure for marketing crops other than maize and cotton is poorly developed. Even for maize and cotton, the recent removal of both transport and

price subsidies have complicated marketing arrangements for the smallholder. A vacuum now exists in the remote areas where there are still very few marketing outlets. Farmers often fail to get buyers for their crops. When buyers turn up, often the prices they offer are low, in part because there is no competition and because they know that the farmers are not well informed about market conditions. This situation is further aggravated by inadequate on-farm storage facilities, which increases the pressure on farmers to sell. Very few links exist between small-scale farmers and local and regional markets.

Zimbabwe Farmers Union (ZFU) smallholder farmer representative, covers 60% of the farmers (ZFU, 1995). It is responsible for organizing farmers from village through ward, district, provincial up to national level and for lobbying on behalf of its members. The organization obtains its funding through living of its members. By the fact that many of its members are poor and produce little, the system of levies which has proved so valuable to large scale unions has failed to finance the activities of the organization (ZFU, 1994). ZFU produces markets information through print and electronic media which is in both vernacular and English. The English messages are inappropriate and the coverage is low. A stronger information network by ZFU and Agritex through which farmers can identify demand and prevailing produce prices will not only help increase rural household income, but will also encourage farmers to become more active agents in the agricultural marketing system.

Limited access to rural credit services:

Smallholder farmers generally are poor and often do not have funds or access to credit to purchase inputs prior to the production and sale of their crops. Finance Corporation (AFC) a parastatal is the only formal financial institution providing agricultural loans to smallholder producers. AFC is only reaching less than 10% of their communal area farmers, a fraction of the real demand for rural finance (AFC, 1995). The smallholder farmer has not been forthcoming to borrow money from formal institutions like AFC due to many reasons. Firstly the application procedures are complicated and they are not satisfied by the stop-order system of repayment and the loans are too small to produce enough and repay the loan. Secondly women farmers who do not hold Grain Marketing Board cards will not get loans since credit was linked to the marketing system through the stop-order from the repayment. Thirdly, AFC offices or field staff are not easily accessible (AFC, 1995). Commercial banks in Zimbabwe are situated in towns and require collateral or a guarantor which most smallholder farmers do not have. This means the poor will not have access to resources to increase production. But, Chimedza (1993) has shown that smallholder farmers are able to borrow money and to repay it within the agreed period and at market-level interest rates. So the poor are not a risk group, when given support they can repay loans.

WV Experience and Presence in Country:

WV was first established in Zimbabwe in 1973. From the beginning when it operated a refugee assistance program, since 1986 WV has expanded and now operates within all provinces of the country and chiefly within communal lands. Currently, WVZ has 48 Community Development Projects and 7 Area Development Programmes that benefit approximately 900,000 people.

World Vision Zimbabwe has changed its focus from CDPs to ADPs. This change has been a result

of the realization that the impact of CDPs is limited due to their emphasis of a top to bottom welfare approach, staff being stationed in the cities, the CDPs being small and scattered areas and small budgets. ADPs emphasize a long-term commitment to encourage sustainable change in the lives of the people living in clustered geographical areas. They are focused because they are large enough to successfully provide the resources necessary for sustainability and are small enough to maintain cooperation, develop a sense of identity, and nurture community cohesion. ADPs are based on the belief that a concentration of resources and efforts in defined areas will allow for increased efficient resource use, long term commitment, and partnership with, communities, flexibility in programming and implementation through decentralization, and improved information flow and donor involvement.

WV Target Areas for AFSI:

The project is being implemented in two selected Area Development Programmes (ADPs) namely Uzumba Maramba Pfungwe (UMP) in the north of the country and Insiza in the south of the country. These two ADPs fall in agro-ecological regions IV and V which are characterized by low and erratic rainfall (450 -600 mm per annum). The summers are hot, with temperatures rising to over 30 degrees Celsius.

The ADPs are selected because their access to established infrastructure, expected impact and sustainability. Currently the two ADPs have agriculturalists working with the communities. The targeted population in the two ADPs is 90 000. WVZ has been operating in the UMP (WV Korea funded) ADP for the past two years and already there are agricultural programmes which include cattle improving through breeding, irrigation establishment and promotion of small grain such as millet. The farmers are already organized in farmer associations which are doing wholesale buying and marketing of produce to take advantage of the economies of scale. WVZ has been operating in Insiza ADP (WVUS funded) for only two years, which was the preparatory stage. These two years have managed to mobilize the small holders into forming farmer associations using the same approach as in UMP.

Senegal Country Profile for AFSI

About the Country:

Problems of Smallholder Farmers:

- Declining soil fertility brought about by mono cropping of peanuts over half a century accompanied by inappropriate farming techniques has resulted in an irreversible trend of soil mining .
- Uncertain weather conditions characterized by low annual rainfall amount of less than 300 mm distributed during less than 12 rainy days
- Lack of appropriate tools and an appropriate agricultural technological package.
- Lack of know-how (agronomic and entrepreneurial)
- Lack of capital and income sources to invest in agriculture
- Inappropriate state policies pertaining to land tenure and fair market prices.

The solutions to these problems are evidently beyond the scope of any single organization or institution. Efforts made by NARS have produced significant results in the development of research supported varieties and techniques, but the NARS have fallen short of disseminating the results of their research due to the lack of monetary and technical resources.

Efforts made by NGOs to complement the efforts of NARS have also not produced significant results because of the lack of synergy and persistence in the conjugated efforts. Not only do NGOs have limited resources but donor expectations force NGOs into spreading their meager resources too thinly over numerous program sectors (water, health, education,.....etc). A strong collaboration between NGOs and NARS will produce positive efforts only when a substantial amount of financial and human resources obtained from a special funding source is concentrated exclusively on the plight of the small holder farmer in an integrated manner with the projects currently underway. Training opportunities exist for the small holder farmer . However emphasis must be placed on improving the managerial and entrepreneurial capacities of the farmer to enable him make rational choices based on informed criteria. Also, access to credit must be accompanied by entrepreneurial and managerial training to enable the farmers to make compensation for risks and uncertainties.

The commercial outlets available to farmers include para-state organizations ; private agribusiness firms and the free market.

Small holder farmers used to be organized in cooperatives supported by the government . Since the liberalization policy initiated by the government 5 years ago, the cooperatives have ceased to be effective farmer structures. WVS is working with individual community structures to regroup them into federations and unions as a means of empowering them to be efficient actors in the agricultural and development sector.

The seeds are obtained on the free market . The quality is usually questionable and the price is high. WVS has been working to promote community based seeds contractors over the past 3 years with very successful results in terms of millet and cowpea seeds. The system is self sustaining provided that the production problem is overcome. Soil fertility is rapidly being

lost on the small holder farms. The principal strategy of re-establishing soil fertility as postulated by WVS include :

- Crop diversification with cow peas to complement or replace peanuts as deemed appropriate.
- Associated cropping and agroforestry, integrated with animal husbandry.
- Soil amendments with compost and manure.
- Introduction of fallow periods with emphasis on green manure crops and nitrogen fixing trees.

These strategies can be improved by increasing training and resources available to farmers.

WV Experience and Presence in Country:

World Vision Senegal began its program intervention in the Louga region 15 years ago. The WVS program started off as a relief effort in response to the 1984- 1989 drought crisis in the Sahelian zone of Senegal. Subsequently, programming evolved from a composite project integrated around the supply of potable water which was perceived as an entry point into drought stricken communities. Over the years, it became necessary to define an area specific approach which enabled programming efforts to be targeted towards rationally defined geographic areas referred to as Area Development Programs (ADP). They are operating autonomously under the umbrella, and administrative supervision of the WVS national offices. The total annual budget of all 7 ADPs in operation today is approximately 1,000,000 US\$, administered by a staff of approximately 100 employees including :

- 25 administrative and finance staff (accountants, bookkeepers, secretaries, etc)
- 40 field and extension staff (AD, team leaders,
- 15 logistics and program support staff (drivers, store clerks, security guards etc)
- 50 Technical specialized trade staff for borehole drilling team
- 10 managerial staff (ADP managers and assistants)

Each ADP has a development program package that is based on the specific needs of the area in question. However the nucleus of all ADP child focus programs is based on 3 basic project components namely: Potable Water, Agricultural Food Security and National Resource Manage and Health and Nutrition.

WV Target Areas for AFSI:

The project will be implemented in 2 WVS ADPs . In order to ensure continuity and synergy, it will be implemented as an autonomous national project with emphasis on coordinating and harmonizing efforts on a national basis with special focus on optimizing the regional resources and potentials through the promotion of regional comparative advantages. For example, while resource constraints may favor the production of cowpeas in the Louga region in terms of comparative advantage, other ADPs in East Kaolack may optimize their resources by specializing on millet , maize , sorghum or rice production. Consequently the project will attempt to promote linkages between the various regions , by promoting fair and equitable trade and exchanges between the various zones.

While the geographic areas and communities in which AFSI will work in Senegal will be determined, in part, on where collaborating partners already work or wish to enter, the following are the likely areas for program concentration:

- Saint Louis and Richard Toll vicinity in the Senegal River Basin in partnership with AFER-Nord and FREPRODES
- Podor vicinity, in the Senegal River Basin, in partnership with UJAK and WARDA.
- Peanut Basin, South of Thies, in partnership with AHDIS.
- Anambe´ Basin in southern Senegal in partnership with SODAGRI
- Kolda and Kaolack vicinity in southern Senegal, in collaboration with U.S. Peace Corp.

Institutional Support:

The objectives established by the NARES which is a direct reflection of the national objective is to double agricultural productivity in Senegal over the next decade. To accomplish this it will be necessary to: Reverse productivity decline in the drought-prone and resource poor areas. Maintain productivity levels in marginal areas and increase productivity gains in all other areas .

Efforts in terms of varietal selection and germ plasm research have registered considerable progress over the past 5 years and considerable lessons have been learned through WVS /NARE collaborative efforts over the same period of time. Similarly, options of agronomic practices and farming systems have been thoroughly studied, and although field tested on a limited basis, the know-how is readily accessible within the context of this project. It is only in terms of practical, intensive and sustained field application and farmer behavior modification field that efforts have fallen short of desired expectations.

Given resource and time limitations, the project will not attempt to place too much emphasis on a relief approach, but rather concentrate efforts on a carefully selected segment of leader farmers capable of initiating the required changes effectively enough to generate multiplier and spillover effects first and foremost in their communities and subsequently in the other regions .

In contrast to traditional project-oriented technology programs, OFPEP in conjunction with WinRock International is participatory and demand-driven. Rather than "promoting" technologies, OFPEP is working with farmers to identify constraints to production and then is "introducing" technologies from which farmers can choose to adopt or not adopt.- Farmers are involved in program planning, implementation and monitoring and, consequently, this approach appears to be sustainable.

An estimated 250,000 small and mostly poor farmers, many of them women, have learned or are learning about testing and implementing improved seed varieties and soil management technologies for producing basic food crops. Depending on the country and on local ecologies and cultural practices, OFPEP has helped farmers to increase

productivity of rice, sorghum, millet, groundnuts, maize, cowpeas, soybeans, cassava, wheat, teff, barley and vegetables. Farmers have eliminated or are reducing the length of the "hungry season" and, in some cases, are producing surpluses for sale.

Field visits and discussions with farmers and farmers, groups reconfirmed that seeds and soil fertility are priorities for the African farmer. This reaffirms that the technologies being introduced by OFPEP are relevant as they address real, not perceived obstacles to production. The technologies most in demand were those that addressed food security and income generation. There is anecdotal evidence that OFPEP has improved the capacity of participating NGOs and CBOs to plan, organize, and provide training. Because of their participation in OFPEP, many groups enjoy increased credibility and prestige. In addition to working with more than sixty NGOs and farmers, groups, OFPEP has forged important linkages with research and technical institutions in all four countries. This is significant as these linkages operate in both directions between the institutions and farmers, and offer opportunities to test and validate research aimed at improving production.

Interaction With NARS and IARC's:

WVS has built alliances and positive working arrangements over the years with both national and international agricultural research Institutions of which the following are but a few examples. The On Farm Seed Project (OFSP), On Farm Productivity Enhancement Project (OFPEP) project undertaken conjointly with WinRock and Radial since 1989. The cow pea dissemination project undertaken in partnership with IRA and the University of California Riverside (CORPS) to introduce 2 varieties of Cowpea: Mélahk and Mouride renowned for their suitability to the drought pest conditions of Senegal. Collaborative efforts with IRA to introduce other drought resistant cowpea, and millet varieties into the northern region of Senegal. Collaborative research efforts with the University of Purdue and IRA to introduce striga resistant sorghum into Senegal. Collaboration with Central State University of Ohio to improve appropriate alternative energy sources for water lifting (emphasis on wind energy) in Senegal.

Winrock: In Senegal, OFPEP built on the experience of OFSP and continued to capitalize on a large Peace Corps agricultural program that provides a continuous supply of 40 or more trained and supported volunteers in two regions of the country. OFPEP also worked or is working through Christian Children's Fund and World Vision International, two groups that also cover large geographic regions and which have substantial resources of their own to implement the program. In addition, a number of small, local NGO's and farmers' associations have become active partners in program planning and implementation.

From the beginning Winrock has had excellent collaboration with ISRA, the national research system, as well as the national extension service. It has interacted indirectly with IRRI, WARDA, ICRISAT, CIMMYT and other international centers through ISRA receiving in return germplasm, information, and technical assistance as needed.

Small Agribusiness involvement :

World Vision Senegal involvement with agribusiness has been met with limited success due mainly to the inability of the communities to move from the threshold of purely subsistence production into a market economy production. Successes with cowpea production in 1989-90 during which the regional harvest was triple the national average, enticed WV and MOA into investigating the involvement of agribusiness firms in the transformation, storage and even exportation of cowpeas. Unfortunately the project was short-lived due a sudden productivity trend reversal caused by inappropriate policies. Similarly other attempts have been underway over the past 3 years to involve community based structures as actors in the agribusiness field with emphasis on cereal seed production and marketing. The installation of food processing equipment under the management of trained community structures, represent other attempts made by WV to promote cottage level agribusiness initiatives. Threshers, decorticators and milling machines were introduced to enable the population to control the risks associated with harvesting, marketing and storage of their produce.

WV Senegal intends to develop an advisory committee for the ASFI. The advisory committee will be made of experts from different backgrounds including.

- 1 sociologist from the University Community
- 2 researchers from IRA
- 1 expert from an Agric Inputs Marketing firm
- 1 expert from a rural Agric and marketing firm
- 1 expert from the Regional Council
- 1 expert from a local NGO

Winrock International:

Winrock International's work with smallholder farmers in Senegal began in 1987 with the USAID-funded On-Farm Seed Project (OFSP) a 5-year pilot activity, budgeted at \$1.8 million.

The purpose was to identify and introduce options for improved methods of selection, production, saving and distribution of seeds-primarily rice, millet, cowpea, and to a lesser degree, groundnuts.

Project activities were carried out through nongovernmental organizations, the U.S. Peace Corps and other volunteer groups, as well as Senagalese extension workers. The national agricultural research system, ISRA, worked closely with Winrock, providing germplasm and technical information directly relevant to production of the target crops. Two other organizations, the Center for PVO/University Collaboration in Development and Mississippi State University's Seed Laboratory, assisted in project implementation.

Because of the diversity of interests among the NGO's the OFSP adapted its operations and services (as well as the areas in which it worked) to programs of the collaborating implementers. The final evaluation reported that the OFSP directly or indirectly benefitted people through seed multiplication, field demonstrations, and training. Conservatively, at least 65,000 small farmers, two-thirds of them being women, were beneficiaries. One of the striking benefits identified was that the increased yields appreciably shortened the "hunger season" for many farm families.

Experience with OFSP and documentation of "lessons learned" led to the design of a follow-on activity, the On-farm Productivity Enhancement Program (OFPEP). This program, eventually implemented in Senegal, Uganda, Kenya, Ethiopia and for a limited period, the Gambia continued to address seed issues but added a substantial component in management of soil fertility, increased emphasis on agronomic practices and included a number of other crops of importance to the participating countries.

OFPEP was initiated in Winrock and a number of collaborating partners with a USAID matching grant support in October 1992. With careful management of funds, and with USAID concurrence the program continued through September 1998.

A comprehensive evaluation in May 1997, including field visits in all four OFPEP countries, confirmed that the program had made considerable impact on agricultural production and productivity, food security, and income generation. Largely through introduction to and adoption of improved technologies, farmers increased productivity in rice, sorghum, millet, groundnuts, maize, cowpeas, cassava, wheat, teff, barley and vegetables in the specific areas of the countries in which these are important food crops. The evaluators estimated that more than 250,000 farmers were directly participating in the program and saw evidence that the program introduced technologies were being adopted by other farmers not directly participating

in program activities.

Ghana Country Profile for AFSI

About the Country:

Problems of Smallholder Farmers:

The significant problems of the small holder farmer in Ghana are soil fertility, high cost of inputs (fertilizers, insecticides etc.) caused by removal of subsidy on inputs, inability to store in order to get good prices for their produce and dependance on rain-fed agriculture. The training opportunities available to the small farmers are mostly workshops, field days and demonstration farms. These tend to be inadequate because they cover too small of an area and are not consistent. The commercial outlets available to the small holder farmer are mostly middlemen who exploit the small holder farmers because of poverty and inability to store.

For the most part small holder farmers are not organized or they are not functioning. The government is now trying to introduce the Nucleus farmer scheme where smaller out grower farmers would operate under medium to large-scale farmers.

Most small holders do not obtain improved seed. They rely on their own unimproved seeds because of inaccessibility and the majority do not or cannot afford to buy fertilizers because of the high cost. The system can be improved if the community-based seed production/multiplication can be supported. If the policy governing subsidies can be revised to take care of the small holder farmer this would help too. Training farmers to adopt other methods of maintaining and improving soil fertility e.g. composting needs to occur for the system to improve.

In most cases soil fertility is being lost on small holder farms. Very little or nothing at all is done to maintain it particularly in the northern sector where burning is a must (i.e. cultural norm) for game etc. It can be improved through education since the problem is mostly ignorance and cultural differences.

Socioeconomic:

The population of Ghana as of 24 February 1998 is 8,845,349. It continues to grow at a rate of 3.1%. At the end of December 1997 the inflation rate was 20.8%.

According to the Ghana Living Standards Survey (GLSS), "poverty is greatest amongst agricultural food crop farmers," and that "in 1992 about 31 per cent of the total Ghanaian population had expenditures below the poverty line, and could therefore be described as poor or very poor." The GLSS also revealed that "the northern part (rural savannah) of Ghana is much poorer than the south. For instance, in 1992, the rural savannah contained only 23 per cent of the total population of the country, but it accounted for 28 per cent of total poverty... and for 31 per cent of the very poor."

Also, according to the USAID Ghana Country Strategy, Strategic Objective (SO) 1, common limitations of Ghanaian agriculture include: "...weak marketing systems for inputs and products which limit productivity and increase crop losses. Export marketing is also constrained by uncertain supplies and uneven quality. In addition, there is little tradition of cooperation within given markets, so that business associations are not effective advocates for their members'

interests... Also, mechanisms for women to participate in the economic and financial processes that affect them are poorly developed... women have limited access to land due to cultural and economic constraints... Most women engaged in agriculture have little access to improved technologies and are often not very open to their use."

Ghana Vision 20/20, a Presidential Report to Parliament on Coordinated Program of Economic and Social Development Policies, (1995), states that the rate of Ghana's agriculture has averaged only 1.8% p.a. over the past decade. It states that "this is largely due to the poor performance of the Crops and Livestock sub-sector." The World Bank Staff Appraisal Report of the National Livestock Services Project (1992) re-echoes the low productivity in the livestock sub-sector and attributes it to poor animal health, nutrition and water; poor breed; weak services and very poor infrastructure. Environmental degradation is on the increase.

Soil infertility, poor distribution of improved seeds, poor marketing of agricultural produce and environmental degradation are major agricultural problems in the Northern region of Ghana. Lack of adaptation of proven technologies to local conditions, inadequate resources, high extension to farmer ratio and inefficient communication channels aggravate the innovation diffusion problems. Researchers over-emphasize increased production at the expense of storage and marketing, concentrate on external research knowledge and ignore farmers' indigenous knowledge, especially on soil fertility management, in finding solutions to problems.

Soil Infertility:

The majority of soils in the Northern region have been subjected to extensive leaching and erosion due to over exposure to unfavorable climatic conditions as well as inappropriate farming methods. Consequently, crop production levels are declining annually.

High Cost and Poor Distribution of Farm Inputs:

Smallholder farmers are unable to obtain farm inputs because the distribution system is poor and their prices keep increasing. The government's removal of subsidies on agricultural inputs have worsened the situation. This makes farming expensive and difficult to manage.

High Post Harvest Losses and Lack of Appropriate Storage Facilities:

Farmers experience high rates of post-harvest losses due to inadequate and inappropriate storage facilities. Most smallholder farmers in the north store their produces in crib barns and do not have access to preservatives to help enhance storage.

Marketing Bottlenecks:

It has been observed that farmers are unable to take advantage of market opportunities due to the following factors:

Amount of time spent on farming activities: Smallholder farmers by nature do not spend time studying the marketplace. They spend more time on their production activities and sell to middlemen who sometimes buy their produce below cost.

Haulage Constraints: Due to financial constraints, the majority of smallholder farmers are unable

to transport their produce to marketing centers. Some farming areas are too remote and are characterized by poor access routes making it difficult to transport produce to market centers.

Poor quality of produce due to inappropriate storage: This forces farmers to sell their produce at low prices. As a result of these factors there is high dependence of farmers on middlemen. The prices offered for the purchase of produce are mostly unfavorable for farmers. However, they have no alternative than to sell the produce to the middlemen.

Rain-fed agriculture: The northern sector of Ghana has only one planting season because it has only one raining season. Alternate water sources are inadequate to support year round farming. There is therefore high dependence on natural rainfall and in the event of drought, farmers experience low crop yields.

WV Experience and Presence in Country:

The NARES have not had success in addressing these problems for a number of reasons. It is difficult to reach a large number of farmers because of the lack of motorbikes, fuel and maintenance capabilities. There is a lack of funds for an adequate number and monitoring of on-farm trials. There is not enough in-service training for extensionists. NARES have addressed the problems of small holder farmers by conducting field days, workshops and seminars to demonstrate the use of improved technologies. There is also initiation of community seed production which is currently being pursued in the northern sector although there are problems with logistics.

The overall funding level is \$5million plus another \$4million GIK. The staff numbers 268 employees. The staff of the Agriculture programme is 26. WV Ghana has been in existence for 19 years. Specific activities have included NARMSAP, Adaptive And On-Farm Research, Technology Transfer and AGRIG Loans/Credit To Farmers. These have been generally successful programs.

NARMSAP took place in the Greater Afram Plains. Other programs were held in World Vision Community Projects and ADPs.

Our current interaction with IARCs and foreign universities involves Collaborative Research and Technology Transfer. There is a consortium of American Universities including Michigan State, Purdue, Cornell and IITA.

Our current interaction with the National Agricultural Research and Extension Systems (NARES) includes: Savanna Agricultural Research Institutes (SARI), Crops Research Institute (CRI), Kwame Nkrumah University of Science and Technology (KNUST), University of Ghana (UG), University for Development Studies (UDS) and the Ministry of Food and Agriculture (MOFA).

Our current interaction with USAID includes: funding of Inter CRSP, (i) Bean/Cowpea and (ii) INTSORMIL. There is also the Year of seed programme and the Ashanti child survival + project (ACSPP).

Our involvement with small agribusiness in the past includes Inventory credit system in Greater Afram Plains (GAP) and vegetable production in Ashanti and Brong Ahafo Regions.

The members of our team who would implement this project include a Coordinator of NARMSAP (PhD), Director/Assistant Director of FSP (PhD/PhD), ADP Manager Nkwanta (MSc. Irrigation Technology), Food Security Programme Agronomist (MPhil Agronomy) and a Northern Sector Coordinator.

Possibilities of who would have an advisory committee for this project with skills/background in agriculture are the Director of SARI, the Dean or Faculty of Agric, UDS or the Northern Regional Director of Agriculture.

WV Target Areas for AFSI:

Guinea Savannah is characterized with tall grass interspersed sparsely with short and drought-resistant trees like sheatrees and Dawada. The rainfall begins in March/April and recedes in October/November. The total amounts to around 900-1000mm. From March to May the temperature can range from 42°C to 25°C. From December to January the range is 30°C to 15°C. The altitude is 500-800 meters above sea level. The latitude is 10 to 15°N and the longitude is 0 to 45°N. The soil type that dominates is Shallow Coarse Lateritic, up-land. However, soft Clayey soils can be found at valley bottoms. There are no major rivers but there are tributaries of Nansua, Daka, Nabogu and Oti running through the district. The average farm size is 1.0-2.0 ha. In the Karaga area 80% of the land is prepared by Tractor Services. In Gushiega 60% is prepared by Tractor Services and in the Northern area animal (bullock) traction dominate. The occupational distribution is 77% Agriculture, 17% Retail Trade, 2% Civil Service and 4% Informal Sector.

Demographic Data:

		Percentage:
Total population:	121,270	
Children (0 – 18)	84,896	66%
Male (i.e. 18+)	12,118	11.5%
Female (i.e. 18+)	24,256	22.5%

Our involvement with UDS has included data collection and community education in the project area (Gushiegu Karaga district). With CSIR, we have been doing On-farm and researcher-managed trials in the Northern region with the Savanna Agricultural Research Institute (SARI) regarding i. cashew varieties for low rainfall areas and ii. Striga Resistant sorghum varieties. In the humid Southern area, we have been working with the Crops research Institute in the multiplication of rice varieties on farmer fields. Regarding MOFA, we participate in their Research-Extension Linkage Program and also in the Community based seed program. We are collaborating with Global 2000 on the Guineaworm Surveillance in 300 communities in 3 districts in the Northern region. Eugene will provide further details if necessary.

The USAID funded the first phase of the Ghana Rural Water Program based in the Greater Afram Plains. A Child Survival Project Proposal is under consideration.

The food security office in Accra is providing details about their relationship with USAID. Ayo and Johnson will respond to that.

Regarding collaborations:

1. FSP collaborates with the Natural Resource Management (NRM) Inter CRSP Initiative in four West Africa countries: Ghana, Chad, Mali and Niger. Technologies currently being disseminated are improved varieties of Sorghum, millet and cowpea. Also cowpea storage technologies are being disseminated. InterCRSP is a project involving bean/cowpea CRSP, INTSORMIL and World Vision. The CRSP is a collaborative project involving, Clemson University, University of California, University of Nebraska, etc.

2. Collaboration with IITA is mainly in the area of seed exchange. Also in "Year of the Seed" for disseminating of downy mildew resistant maize varieties.

Where do you recommend the project take place? Why? Please describe the ADP where you wish to work in depth. Poverty statistics, Government Agricultural services etc. Does the NARES provide extension service there? Would you be working together?

We recommend that the project take place in the Northern Sector of Ghana. The Northern Region is the biggest region and has the largest arable land where farming (crop production and development) is the predominant occupation. Specifically, we recommend the Gushiegu/Karaga ADP. There are government agricultural services in the region. MOFA is decentralized, hence the district now can manage its own resources for agricultural development. We would be working in collaboration with the NAREs specifically MOFA, SARI and UDS and other NGOs who would fall under this priority area.

Institutional Support:

We have met with the NAREs (SARI, MOFA, UDS) and they are at the moment reviewing the concept paper.

The programme perfectly fits into their work priorities. E.g. UDS has also adapted G/K as a pilot district for Agric development. SARI is eager to provide resource (manpower) and other material resources for adaptive trials. MOFA front-line staff (facilitators) would be in the area of on-farm research.

If USAID has worked with the NARES, obtain materials on that collaboration. Discuss the role that this project could have in promoting collaboration with the NARES while assisting the small holder farmer. A letter of support and eventual Memorandum of Understanding is needed between WV and the NARES. A letter of support is also needed from USAID. If there are IARCS in your country, a letter of support is also needed from them. You might want to wait for assistance from the Food Security Staff.

USAID has worked with the NAREs in several areas. Inter CRSP (WVI, SARI, MOFA, Farmers) sponsored by USAID.

This project would provide additional resources for organizing workshops and seminars to upgrade the technical skills of extensionists where the Research Institute would support with resource personnel since the current funding from Government is inadequate and not forth coming.

The project should also take on board the issues concerning bush fires (Agroforestry), soil and water conservation practices, (mulching), treatment/storage. It should also be linked up with nutritional programmes to respond to the health needs of children and adults.

In the northern sector a woman does not own land, and would only farm a small vegetable farm attached to the husband's farm. The men, however, can invest in the land. The land belongs to the community and the chief shares it among the clans. The clan heads are therefore directly in charge of the land. Land is given out to anybody (in the clan) who wants to farm. It ceases to be his after 3 years of abandoning the land. They normally don't charge a fee. Women are not given land.

The government has a macroeconomic policy that is beneficial to the small holder farmer. The government is going to reduce borrowing from the Central bank to allow lowering of interest rates which will enable farmers to borrow from the Agric and Rural banks. As many PVO's and NGO's as are willing and interested will be allowed to benefit and get involved.

There are agribusinesses that we could involve in the project such as oil processing/extraction, paddy rice milling, marketing and entrepreneurship training. We could also get farm input credits involved with inventory credit schemes.

Our proposed staff would fit within our current staff by reducing the 12 agricultural facilitators to about 7 so that the extension staff of the ministry be tasked or seconded to assist to make up for the total number of 12. Someone within WVI in Ghana (say NARMSAP Project Coordinator, Director of FSP etc.) can fit into the position of Country Coordinator.

Government policy would allow the project to employ Extension agents who have been trained in Ghana and are employed or unemployed to be involved or seconded to the programme. The facilitators will work with MOFA and UDS collaborative teams in the project area. The three will constitute a unified group within the Ghana Government policy framework.

Annex M

Program Management and Technical Support

Two program coordinators will be recruited with overall responsibility and authority to implement the program in each region. Those coordinators will report to a technical advisory group of WV and WI management and agricultural experts. One coordinator, hired by WV, will be based in the Southern Africa region (most likely Zimbabwe.) A second coordinator, hired by WI, will manage West Africa. The two coordinators will have substantial relevant field experience, and they will work as a team, with reporting responsibility to the appropriate program officials of both WV and WI.

They will assist in developing practical collaboration between the IARCs, NARSs, selected NGO or other partners, and each ASFI country project team, and ensure that a working relationship is established with each participating institution.

WV and WI will jointly identify the two coordinators and other key staff. They will also explore ways to form regional advisory committees to assist in charting the course of the ASFI. Those groups would be comprised of individuals such as key staff of the implementation team, representatives of the cooperating research and extension institutions, other implementation partners, e.g., NGOs, the private sectors, farmer groups, intended beneficiaries, donor agencies, and appropriate officials.

The regional coordinators will have authority and responsibility for overall program management, planning, reporting, training, and donor relations in the field and will be the information liaison with each of the national coordinators to assure the constant flow of technical material from the IARCs and NARSs to the country teams, as well as the flow of test data, and that standard monitoring and evaluation systems are devised and installed for each country. Reporting and key indicators will be standardized for both regions to integrate the lessons learned.

The coordinators will be assisted by agricultural experts from WV and WI whose main role will be to:

- provide technical and administrative guidance based on experience in similar programs;
- link ASFI with other similar ongoing WV or WI programs;
- focus on interactions with donors and research institutions outside of the program zone, per se;
- facilitate the flow of relevant scientific and technical information to the project;
- and promote exchanges with other relevant programs implemented in Africa.

Each country team will have two senior-level agriculturalists paid by the program, experienced in training, introduction, and utilization of efficient on-farm technologies, and/or transformation and commercialization of agricultural products. Where needed, short-term marketing or credit specialists will be brought in to help link existing credit organizations with smallholder farmers.

WV will have a project site in four of the five countries during the first year, and WI will have two project sites--one in Senegal and one in Mali. For each team, the daily field work will be accomplished by a number (e.g., 12) of technical agents, either employed directly, or (especially in the case of Winrock), being assigned to AFSA by collaborating institutions. The number and variety of skills of technical agents, or facilitators, will vary for each project depending upon the needs as determined by the area analysis. Each agent will work intensively with a few technical staff members of collaborating institutions and "leader" farmers. In turn, each of those technical staff and farmers would work with a number of additional follow farmers in the same community, passing on the technical messages and engaging in on-farm demonstrations. It is estimated that over a 5-year period, this training of trainers approach could result in the training of approximately 25,000 leader and follow farmers per project or 120,000 farm households, if families are included, in a given geographic region.

Field agents will also provide training to help farmers develop farm management plans, and apply for and manage loans for needed inputs. Helping farmers and FAs access credit and in order to purchase needed inputs will be critical in moving small farmers beyond subsistence production.

The agricultural technical agents will work within currently existing agricultural program zones operated by WV/WI. The staff will report in a direct line to the local project leader or country director, who will report to the ASFI coordinators, in accord with the WV or WI program structure in the country. The extension staff will reinforce and expand ongoing agricultural programs within the Area Development Program network of WV, and publicly funded agricultural projects of WI.

Program objectives will vary by country depending upon local agricultural conditions and constraints. A Detailed Implementation Plan will be developed for each of the six projects in the first four months of FY99, and will be based on the community baseline analysis and the participative rural appraisal. Care will be taken to work in complete collaboration with both the IARC outreach and NARS in each country. Training will include WV/WI agricultural staff, NARS staff, interested NGOs, farmer associations, and private firms. There will be continual training of FAs and farmers throughout the year.

Annually, the ASFI staff and select contact farmers will share the results of their intervention experiences in a national workshop, hosted by ASFI and key members of the NARS. At years three and five, selected agriculturalists will be invited to a regional workshop to share results and plan future activities. These workshops will assess progress, compare national strategies, and provide a policy framework for determining how best to institutionalize the process.

USAID, including the Food for Peace Officer and Agriculture Officer, will be involved in the project from the beginning, both on a national and a regional level. Another entity that might be involved is the Special Program for African Agricultural Research (SPAAR), which represents the three regional African research networks. Agencies to be regularly informed about ASFI progress would be the Ford and Rockefeller foundations, agricultural organizations such as cooperatives,

Sasakawa-Global 2000, the World Bank, International Fund for Agricultural Development (IFAD), and others. In addition, senior program staff of WV and WI will directly participate in the project as advisors and/or technical implementers:

From World Vision

- Dr. Ayo Abifarin, former IARC staff and director of WV's Food Security Office in Ghana
- Dr. Johnson Olufowote, former IARC staff and now working with West Africa for the WV Food Security Staff
- Dr. Claude Nankam, director of agriculture for WV Angola
- Mr. Jonathan White, director for WV's \$30 million Mozambique program, and former agriculture director for Mozambique,
- Dr. James Chapman, SARO advisor to WV Mozambique and Angola.
- Mr. Victor Madziakapita, a Masters degree holder in Agriculture, now officer in the Southern Africa Regional Office for WV.
- Dr. Chris Asanji, formerly served as agricultural officer in Rwanda, and then Sierra Leone.
- Renalto Gordon, Masters Degree holder working on the agricultural program in Mozambique.
- Jafed Gama, Masters Degree holder working on the agricultural program in Mozambique.
- Dr. Robert Shank, plant breeder and geneticist with 5 years experience working in Ethiopia, now in Liberia.
- Dr. Catherine Robins, Evaluation Expert, working out of Washington, DC office.
- Dr. Sizi Morris, plant breeder with 8 years experience working in Liberia and Nigeria, now in Liberia
- Patrick Kapuka, MS in agronomy working in Sudan and now in Sierra Leone

There are 20 other WV staff in Africa who have a Ph.D. or Masters Degree in agriculture, who can be of assistance to the ASFI.

From Winrock International

- Mr. Alphonse Faye, agronomist familiar with Sahelian and Soudano/Sahelian ecosystems; well connected with the West African NARSs, WARDA, and ICRISAT, who has been a program leader of Winrock since 1992 in Senegal
- Mr. Amadou Diouf, agronomist, providing leadership in soil fertility management and market-oriented activities at the smallholder level in Senegal
- Mr. Karamaoko SAKO, agricultural extension specialist, implementing the Winrock programs at the smallholder level in Mali, and strengthening collaboration with local NGOs and farmer groups
- Mr. Niels Hanssens, agronomist and extension specialist based at WARDA/Cote d'Ivoire; presently leading a joint WI/WARDA project in Senegal, The Gambia, Cote d'Ivoire, and Nigeria
- Dr. Pierre Antoine, director of the ONFARM program and coordinator of all WI research/extension programs in Africa; representative of Winrock at SPAAR, with close contacts with all CG centers, NARSs, and associated institutions active in Africa

- Dr. Moses Onim, plant breeder based in Kenya and coordinator of WI ONFARM programs in East Africa; familiar with Southern African NARSs, CIMMYT, CIAT, ICRAF, and ICRISAT
- Dr. Moses Zinnah, agricultural extension specialist based at the University of Cape Coast, Ghana, where he is helping implement the Sasakawa Africa Fund for Extension Education (SAFE)
- Dr. Jefferson Kwashi Mutimba, agricultural extension specialist based at Alemaya University of Agriculture, Ethiopia, where he is helping implement the SAFE program there.
- Dr. Eyasu Mekonnen, coordinator of ONFARM program activities in Ethiopia, working closely with public research and extension institutions, and the private sector.

Monetization Expertise

Mr. Lawrence Barbieri of Winrock will provide monetization expertise for the ASFI. Mr. Barbieri was employed in 1997 by Winrock, which currently is being funded by USDA to assist in efforts to monetize US commodities in Africa. Mr. Barbieri began his food aid experience in 1977 with CRS in Ethiopia, Tanzania, and Kenya. He then went on to Save the Children in 1985-89 where he directed food programs in Ethiopia, Sudan, Somalia, Bolivia, and Honduras, a program value of \$26 million. From 1989 to 1995 he worked with Marine Overseas Services of Washington, and was then Vice President of Support Services International, where he provided oversight for Section 416 food programs in the former Soviet Union, and developed commodity manuals for 3 Title II cooperating sponsors.

ASFI Schedule for 1999

	J	F	M	A	M	J	J	A	S	O	N	D	Person Responsible	Notes / Outputs/Verification
Agricultural Season : Grain Crops														
Malawi / Zimbabwe														
1. Land Preparation								xx	xx	xx	xx			Note: this calendar will be revised by country as part of the DIP process, so it reflects more accurately individual agricultural seasons
2. Planting	xx	xx								xx	xx	xx		
3. Crop management	xx	xx	xx	xx						xx	xx	xx		
4. Harvesting				xx	xx	xx	xx	xx						
Mali / Senegal / Ghana														
1. Land Preparation	xx	xx	xx	xx	xx	xx								
2. Planting					xx	xx	xx	xx						
3. Crop management					xx	xx	xx	xx	xx					
4. Harvesting							xx	xx	xx	xx	xx	xx		
ASFI Action Steps FY99														
A) Inter-regional level														
1. Workshop with senior staff, WV and WI US representatives to determine program objectives for DIP fy00, and mgmt process	xx												D, DD, CD, BWV, BWI, TC	overall workplans, draft MOUs for administration/finance issues for overall management between mgmt staff and national teams
2. Develop standard operating procedures and technical standards for national offices (baseline study, monitoring, reporting, seed testing protocols, etc.)	xx	xx											D, DD, CD, TC	written administrative procedures
3. Develop MOU with IARCs participating with ASFI		xx	xx										D, DD	signed MOUs
4. Develop MOU with each NAR in collaboration with national office.			xx	xx									D, DD, CD	
5. Arrange for materials from the IARCS (seeds, materials on farming procedures, techniques) to be sent to national offices.			xx	D, DD, CD, IARCS, NARS	transmission of materials and information from the IARCs to the NARS and/or National Office projects									
6. Develop and implement training program for all staff on seed testing technology, farm systems, marketing.				xx	D, DD, CD, TC	training materials on critical agricultural processes test results of national project directors and extension agents								

Annex N

	J	F	M	A	M	J	J	A	S	O	N	D	Person Responsible	Notes / Outputs/Verification
7. Develop system to ensure all on-farm test results will go to IARCS and NARS.					xx								D, DD, NARS, IARCS	test results available for national projects, NARS and IARCS, protocol to guide use of results
8. Assist national offices with mid-term in-house evaluation and othe project management issues. Program follows fiscal year (Oct 1 – Sept 30)				xx									D, DD, TC, ND, EO, F, FA, IARCS, NARS	mid-term evaluation, written action steps for change, naming person(s) responsible
9. Arrange for and participate in workshop for annual evaluation and next annual plan; submit plan to FFP	xx	xx	x										all above plus FA, PSE, NGOs	annual evaluation, action plan for next year for senior leadership and each national office project; final forum will be a national-level meeting
B) National Level Planning														
1. Senior staff hire and extension staff hire	xx	xx	xx										ND,EO,D ,DD, BWV, BWI	staff hired
2. Meet with ASFI leadership to develop country-specific standard operating procedures and technical standards, particularly on baseline,monitoring and reporting, MOUs with collaborators	xx												D,DD,ND ,EO	national project procedures established and implimented, procedures manual
3. Purchase necessary equipment, materials, office space.	xx	xx	xx										CD, EO	offices established, communications established
4. Conduct baseline survey in ADP's or local communities chosen for project.Analyze results, adjust program design as needed, adjust/define targets			xx	xx	xx								CD, EO,TC, SS	baseline survey results, analysis
5. Develop and implement staff training in: training as trainers, participative rural appraisal (PRA), seed testing technologies, farming systems, IEE		xx		xx		xx		xx		xx			CD,EO, TC,	training packages, test results
6. Conduct PRA in chosen communities , select leader farmers.			xx	xx	xx								CD,EO, TC	PRA results, community action plans
7. Develop farmer training based on PRA information needs; training packages developed				xx	xx	xx	xx						CD, NARS, EO, TC	farmer training packages

	J	F	M	A	M	J	J	A	S	O	N	D	Person Responsible	Notes / Outputs/Verification
8. Train leader farmers in seed testing and agricultural techniques				xx	CD, EO	recorded results of training: number attending training, results in farmer fields								
9. Conduct community resources survey (government, farmer organizations, agri-business, credit) as part of PRA								xx	xx	xx			CD, EO,TC	resources survey for each project, action steps
10. Conduct seed testing at on-farm trials				xx	xx	xx	xx	xx		xx	xx	xx	CD,EO	seed trial data
11. Conduct in-house mid-term evaluation				xx									CD, EO	written evaluation, action steps
12. Conduct on-farm field days to evaluate agricultural production						xx	xx	xx				xx	CD, EO	on-farm field day results, data to NARS, IARCs
13. Develop contracts with farmers for seed multiplication of best varieties.						xx	xx	xx					CD, EO	contracts signed
14. Develop and hold workshop between farmers, FG's, PSE's and government to discuss marketing issues smallholder farmer										xx			CD,IARC EO,FA,N ARS,PSE ,F,NGO	workshop held, action steps
15. Develop and hold annual workshop to discuss project results and develop workplan for FY00: submit PAA workplan to FFP		xx	x										same as above	planning workshop held, annual plan written
16. Seed distribution to community farmers										xx	xx		CD,EO	seed purchased and distributed at cost

Key to Persons Involved

D	Director (Harare)
DD	Deputy Director (Dakar)
PD	Project Director (directs one of six projects in five countries)
EO	Extension Officer
SS	Survey Staff
BWV	US based backstop for World Vision
BWI	US based backstop for Winrock International
TC	Technical Consultants
FA	Farmers Associations
PSE	Private Sector Establishments
F	Farmers
IARCs	International Agriculture Research Centers
NARS	National Agriculture Research System (includes research and extension)
NGO	Non-Governmental Organization

USAID Strategic Objective Chart

	S.O.1	S.O.2	S.O.3	S.O.4	S.O.5
Ghana	<i>Increased Private Sector Growth</i>	Increased Effectiveness of the Primary Education System	Improved Family Health	Enhanced Civic Participation and Accountable Governance	-----
Malawi	<i>Increased ag. incomes on a per capita basis</i>	Increased sustainable use, conservation and management of renewable natural resources	Increased adoption of measures that reduce fertility & HIV transmission, while promoting child hlth practices	Increased access to, and quality and efficiency of basic education, especially for girls	Strengthened & broadened institutional base for democratic participation
Mali	Improved Social and Economic Behaviors among Youth	<i>Sustainable Economic Growth-- Value-Added from Specific Subsectors</i>	Democratic Governance-Strengthen Community Organizations	Sp.O 1. Information & Communications-Improved Access to and Use of Information Sp.O 2. Promote Stability in Norther Mali Through Broad-based Development	
Senegal	<i>Sustainable Increases in Private Sector Income Generating Activities in Selected Sectors</i>	More Effective, Democratic & Accountable Local Management of Services & Resources in Targeted Areas.	Increased and Sustainable Use of Reproductive Health (Child Survival, Maternal Health, Family Planning, and STD/AIDS) Services in the Context of Decentralization in Targeted Areas.	-----	-----
Swaziland (Initiative for Southern Africa)	Increased Reg'l Capacity to Influence Dem. Performance	More Integrated Reg'l Market	<i>Accelerated Reg'l Adoption of Agriculture/ Nat'l Resource Management Practices</i>	SP.O. 1. Increased Reg'l Capacity to Manage Transboundary Nat'l Resources SP.O. 2. Create Capacity for More Informed Reg'l Decision Making	

USAID Strategic Objective Chart

Zimbabwe (Initiative for Southern Africa)	Increased Reg'l Capacity to Influence Dem. Performance	More Integrated Reg'l Market	<i>Accelerated Reg'l Adoption of Agriculture/ Nat'l Resource Management Practices</i>	SP.O. 1. Increased Reg'l Capacity to Manage Transboundary Nat'l Resources SP.O. 2. Create Capacity for More Informed Reg'l Decision Making
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Annex P Logical Framework

Narrative Summary	Objectively Verifiable Indicators	Means of Verification	Important Assumptions
<p><i>Overall Goal:</i> Improved food security for all family members in targeted households in 5 countries in Sub-Saharan Africa.</p>	<p>Number of months of household grain provisions *</p> <p>Value of agricultural production per vulnerable household *</p>	<p>Household sample survey</p>	<p>Reliable/sufficient rainfall in target areas through LOP.</p> <p>Stable political/market situation in targeted regions.</p>
<p><i>Purpose/Intermediate objectives:</i> Increased food and cash crop production by targeted farmers, at least 50% of whom are women, in 5 countries in Sub-Saharan Africa.</p> <p>A sustainable model for communication and technology diffusion between and among smallholder farmers, researchers, government, NGO/CBOs, and the private sector is created.</p>	<p>Annual yield of targeted crops *</p> <p>Number of hectares in which improved practices/ varieties are adopted for at least two cropping seasons *</p> <p>Number of technologies from research institutions being adopted by targeted farmers</p> <p>Number of extension workers/ lead farmers reporting benefits received from inter-institutional collaboration.</p>	<p>Seasonal monitoring reports</p>	<p>Inter-institutional cooperation and collaboration is sustained.</p>

Narrative Summary	Objectively Verifiable Indicators	Means of Verification	Important Assumptions
<p><i>Outputs:</i> At least x percent of male/female targeted farmers will have adopted one or more of the introduced practices for at least 2 seasons: <i>Examples of potential practices:</i> improved seed varieties on-farm seed selection and adequate storage soil conservation appropriate use of organic/inorganic fertilizers improved tillage practices crop diversification</p> <p>At least x percent of targeted farmers will have adequate access to: inputs credit income from sales of increased production</p> <p>The number of female extension workers, agricultural specialists and lead farmers (“positions of importance”) working with the project will be at least 30 % in each of the target countries by the end of the first year and remain at or above this level over the LOP.</p> <p>X number of farmers, at least 50% of whom are women, are trained in one or more improved farming practices.</p> <p>X number of extension staff from partner institutions are trained in improved farming techniques, participatory methods of program planning and evaluation, and gender</p>	<p><i>Indicators:</i> Percent of male/female farmers using one or more of the introduced practices for at least 2 seasons</p> <p>Percent of male/female farmers reporting satisfactory access to necessary farm inputs, access to credit facilities, and access/control of earned income.</p> <p>Repayment rates of agricultural loans meet guidelines.</p> <p>Percent of females in positions of importance in each year of the project.</p> <p>Number of farmers trained in one or more improved farming techniques.</p> <p>Number of extension staff of ministry, farmer organizations, research and partner organizations trained in improved farming techniques, participatory methods of program planning and evaluation, and gender analysis.</p> <p>X percent of stakeholders report being satisfied with the sharing of information about the project.</p>	<p>Seasonal monitoring reports</p> <p>Household sample surveys among target population at baseline and EOP.</p> <p>Reports from credit institutions</p> <p>Project/partner records</p> <p>Training records</p>	

Narrative Summary	Objectively Verifiable Indicators	Means of Verification	Important Assumptions
<p><i>Activities:</i></p> <p>Perform gender analysis and targeted participatory rapid appraisal to determine needs/constraints and existing knowledge of farmers in each target area (to include access to inputs, market, and credit facilities).</p> <p>Gather other baseline data.</p> <p>Confer with resource/research institutions, farmers and farmers groups to determine possible solutions.</p> <p>Introduce extension workers and farmers to new technologies.</p> <p>Demonstrate technologies on farmer's own plots.</p> <p>Analyze with farmers the results of the demonstrations.</p> <p>Farmers adapt/adopt one or more improved/new practices.</p> <p>Facilitate appropriate credit and input facilities when the time is right.</p>	<p><i>Inputs/Resources:</i></p> <p>Project Budget: WV/WI Admin. Support</p>	<p>Project/partner reports</p>	

Narrative Summary	Objectively Verifiable Indicators	Means of Verification	Important Assumptions
<p>Additional Activities:</p> <p>Facilitate organization of farmers into FAs</p> <p>Determine marketing needs of farmers, FAs, PSEs in consultation with farmers</p> <p>Organize farm inputs relative to marketing possibilities</p> <p>Organize interested parties (host government, FAs, PSEs, ASFI staff, technical experts) to review annual progress and recommend action plan for next year</p> <p>Communicate learnings through mass media to all smallholder farmers via radio</p> <p>Institutionalize effective learnings</p>			

African Smallholder Farmer Initiative (ASFI)

(Malawi, Zimbabwe, Mali, Senegal)

