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QUARTERLY REPORT APRIL - JUNE 2008

**INTEGRATED INITIATIVES FOR ECONOMIC GROWTH IN MALI
(IIEGM/IICEM)**

Contract: EDH-I-00-05-00005-00, Order No. 05

15th October 2008

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TABLE OF CONTENTS

INTRODUCTION..... I

ADMINISTRATIVE ACTIVITIES 3

TECHNICAL ACTIVITIES BY REGION AND VALUE CHAIN.....4

NATURAL RESOURCES MANAGEMENT24

GRANTS MANAGEMENT.....25

PROGRAMS COORDINATION.....26

MONITORING EVALUATION.....27

CONCLUSION.....28

ANNEX: TABLES.....29

DISCLAIMER

The author’s views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

INTRODUCTION

Initiatives Intégrées pour la Croissance Économique au Mali (IICEM), is a three year project implemented by Abt Associates, Inc. and its partners ACDI/VOCA, IBEX, and Sheladia Associates, Inc. IICEM is designed to promote economic growth by increasing efficiency in five value chains: rice, potatoes, mangoes, shallots and tomatoes. The ultimate objective is to increase producer incomes.

This report highlights the achievements over the third project quarter, April – June 2008 with a focus on technical activities by region and value chain, natural resource management and grant management.

OBJECTIVES AND EXPECTED RESULTS

The IICEM project expects to contribute to economic growth by providing technical assistance in five value chains: Rice, mangoes, potatoes, shallots and tomatoes.

The Project's strategic objectives are to:

- Expansion/ Rehabilitation of irrigated agriculture and intensification of agricultural production in target areas
- Enhancing access to finance
- Enhancing access to markets and trade
- Introducing, transferring, and applying improved technologies
- Increasing control of village associations over natural resources and the environment
- Enhancing the enabling environment for agriculture, trade, and investment
- Ensuring better coordination among programs

Cutting across these strategic objectives is a special focus on promoting equality between men and women in project activities and building capacity in local institutions to ensure sustainability.

Expected Results:

- Intermediate Result 1: Increased agricultural productivity
- Intermediate Result 2: Improved access to Markets and Trade
- Intermediate Result 3: Enhanced access to finance

- Intermediate Result 4: Improved agricultural environment
- Intermediate Result 5: Improved trade and investment environment
- Intermediate Result 6: Improved natural resources management

REPORT ORGANIZATION

This report provides detailed information on the activities conducted over the third quarter (April– June 2008) of project’s life, and includes planned activities, expected results and recommendations.

Section one presents administrative activities, while subsequent sections include technical activities conducted by region, value chain; and highlights natural resources management, grants management and program coordination. Tables in the Annex provide additional supporting detail.

ADMINISTRATIVE ACTIVITIES

Apart from some non-serviceable computers and furniture, IICEM has now transferred all remaining equipment from the Bamako and Sévaré warehouses. The old (outdated) equipment in the Sévaré warehouse was inventoried with a signed copy of this register being forwarded to the acting coordinator. The Bamako warehouse inventory of outdated equipment will be completed imminently.

The inventories of the IICEM Mopti office, PEENAL and PDCO NGOs have been completed. Inventoried equipment has been labeled with USAID and Abt Associate inc. stickers. Both partner NGOs' managers have signed delivery notes, certifying IICEM project ownership of the equipment. IICEM also bought some supplementary computer hardware (screens, keyboards and mice) for the benefit of the two partner NGOs.

The inventory and labeling of equipment in Sikasso region (IICEM Regional Coordination and GREFFA NGO), Gao region (CONFIGES) and Timbuktu (RCGOP) is in process and should be completed shortly.

A call for bids was advertised in newspapers, inviting providers to compete for one-year contracts to supply the project with items such as office supplies, computer supplies (toner, e.g.) and maintenance supplies. As the result of the internal processing of the tenders, eligible providers shall be selected.

Mrs. Laurence Bouscasse conducted a team-building session to refine staff job descriptions as part of project capacity building. The session focused on clarifying responsibilities and decision-making processes in order to improve project efficiency and cohesion. A second session is scheduled for September in which performance criteria and areas of responsibility will be defined and finalized so that they might be strengthened and, ultimately, evaluated in the future. One of the main reasons for this exercise was to better structure the project to line up with our value chain approach. This process has allowed us to better align teams and responsibilities to conduct the project by value chain and to make it clear where technical responsibilities lie.

The project intends to recruit a new irrigation specialist during the rainy season to address the resignation of the original irrigation specialist on 1st June 2008. The impact of this vacancy in the irrigation unit has been minimized since the rehabilitation works under the supervision of DRGR are drawing to an end.

TECHNICAL ACTIVITIES BY REGION AND VALUE CHAIN

MOPTI, TIMBUKTU AND GAO REGIONS

PLANNED ACTIVITIES BY VALUE CHAIN:

Rice Value Chain

- Organizing a GIF/ GIC-based training session in rice production techniques
- Organizing a training session for pump attendants in partner sites in Mopti
- Monitoring partners' perimeter rehabilitation works
- Monitoring the counter season activities
- Preparing loan documents for inputs for the rainy season
- Monitoring GMPs and requests for inputs
- Supporting input stores in preparing documents to procure inputs
- Supporting the 2008 rice marketing campaign
- Selecting community-based seed producers in partner sites in the northern region

Shallot Value Chain

- Organizing the Bandiagara workshop monitoring committee meeting
- Training partner Farmer Organizations (FO) in cooperative law
- Estimating the Bandiagara partner FOs' needs for shallot seeds
- Supporting shallot marketing (fresh, ball, crushed, EST)
- Training PDCo NGO agents working on IICEM project how to prepare loan documents
- Conducting institutional and organizational diagnoses of the Union and FAC-GEST

Potato Value Chain

- Assessing Timbuktu and Gao partner FOs' needs for potato seeds
- Training Timbuktu and Gao producers in planning, grouped purchasing procedure and how to access potato seeds.

RESULTS BY VALUE CHAIN:

Rice Value Chain

IR I Increased agricultural productivity

▪ Training

IICEM organized a training session for 15 staff members of partner NGOs/GIEs and 4 home office experts in GIFS/GIC-based rice production in order to strengthen their skills in the following areas: (i) varietal upgrading and seed production (ii) knowledge of pest diseases and integrated mushroom pests, bacteria and virus control (iii) integrated depredator pests and advantageous plants management (iv) integrated soil fertility management techniques and preservation (v) water management (vi) fertilizer management and marketing (vii) participatory techniques for disseminating technology (viii) Gender analysis tools.

The training session was carried out by executive senior specialists from the “Institut de l’Economie Rural (IER)”, and helped endow participants with sound knowledge of irrigated perimeters and lowlands rice production techniques.

Moreover, a total of 40 partner cooperative producers from the Mopti region were trained in cooperative law and motor-pumps maintenance techniques: 27 individuals trained in cooperative law and divided among the cooperatives of Touara (13 men), Sah (men) and Kamala (7 men); and a total of 13 pump attendants from Korientzé, NGomi, Kamaka, Kouakourou, Sahona and Touara covering 200 ha were trained in how to change GMP engine oil, filters, and how to keep the maintenance log.

▪ Perimeter rehabilitation

IICEM coated 3,800m major channels, or 90% of the contract-based surface, in eight perimeters of the Timbuktu, Gao and Mopti regions. This work helped reduce water loss over 250 ha.

Works will continue in July. (See table 1 in the Annex for details.) We estimate that around 10 hectares of new land will be used next season due the repair of the irrigation channel. Perhaps more importantly, the rehabilitated perimeter will reduce fuel costs improving the incomes.

▪ **Access to input and Counter-season rice activities**

One of the important activities of IICEM is the advisory work that the field agents provide on maximizing yields and applying GIFS/GIC best practices in rice cultivation. One focus of these activities is technical assistance to help producers understand the importance of using the correct amounts of, and types of, inputs to maximize yield. Often, to minimize up front costs, producer groups buy less fertilizer than is recommended and use pesticides and other products not appropriate to their crop. This training helps them make the correct investment up front to maximize incomes at harvest time.

To do so, according to estimates, input stores' needs for Urée and DAP respectively amount to 240 tons and 120 tons; whereas the needs of the 20 on-site partners are respectively estimated at 132.58 tons and 265.63 tons. (See table 2 in the Annex for details.)

IICEM project developed seven counter-season rice perimeters, covering 189 ha in Northern Mali with an expected production volume of 754 tons and an average yield rate of 4 T/ha. (See table 3 in the Annexes for details.)

▪ **Rice seed production**

IICEM signed a Memorandum of Understanding with CRRA in Mopti and Gao for 1, 500 kg rice seed for 20.6 ha. The estimated production rate is about 103 tons of seed for 2290 ha. Below are details:

- IICEM purchased 330 kg of rice seed from the Mopti CRRA: BG 90-2 (100kg), Niononka (60kg), Adni 11 (90kg), Nerica 2 (35 kg), IR 32 (15 kg), Kogoni (30 kg).
- IICEM purchased 720 kg of rice seed from the Gao CRRA in Timbuktu and Gao: Niononka (340 kg), Wat 310 (305 kg) and Wassa (75 kg), or a total of 720 kg.

The 1050 kg G4 seed will cover an estimated production of 90 tons of R1 seed.

- The Gao CRRA granted IICEM 450 kg of seed composed of: 100 kg of Nerica 1 seed, 100 kg of Nerica 2, 100 kg of Niononka seed, 100 kg of Wat 310 and 50 kg of Wassa seed.

The 200 kg Nerica seed (100 kg of L1, 100 kg of L2) will yield 3 tons of Nerica L1 and L2; and the 250 kg of Niononka, Wat 310 and Wassa seeds will yield 10 tons of G4 seed.

IR 2 Improved access to markets and Trade

Shortly after rice harvests, rice prices suddenly rose leading the POs to market part of their rice stock, thus resulting in stock depletion. In April and May the remaining stock amounted to 227.148 tons and marketed for an average of 136 CFA/kg with IICEM's support.

The total sales amounting to 30,967,570 CFA, broke down as follows:

- Mopti region, 213.448 tons for 28,799,470 CFA;
- Korientzé: 71.755 tons for 10,576,250 CFA;
- Kamaka: 31.820 tons for 3,182,000 CFA;
- Kouakourou: 22.880 tons for 3,203,200 CFA;
- N'Gomi: 17.600 tons for 1,936,000 CFA;
- Sah: 49.393 tons for 6,915,020 CFA;
- Diogui: 20 tons for 2,800,000 CFA
- Timbuktu, 13.7 tons for 2,168,100 CFA:
- Kondi: 8.7 tons for 1,418,100 CFA and
- Kano: 5 tons for 750,000 CFA

A survey conducted to assess the relevance of the introduction of huskers into Cooperatives with large production, or into female FOs, revealed that "Fafadoboye" of Guidigata female associations in Timbuktu region manifested their wish and interest for huskers. However, further information on purchased and marketed quantities is required in order for the primary result to be validated.

The executive staff of partner NGOs/GIEs working with IICEM in Mopti, Timbuktu and Gao have been trained in the following technical themes: 'redevances' transfer pricing, planning and rice marketing strategy. In addition, practical advice relating to the above technical themes was provided for producers.

Results will be disclosed with the annual report, as the counter-season rice is still in the fields.

IR 3 Enhanced access to finance

Detailed Activities on Enhanced Access to finance

IICEM staff applied the following strategies:

- Advising producer groups on the procedures and conditions for accessing loans from partner financial institutions BNDA and Kafo Jiginew

- Organizing meetings between producer groups and financial institutions in order to better understand the financial status of borrowers and determine ways to recuperate outstanding debts
- Working with financial institutions to adapt services to farmer's needs, for example, consideration of the length of the farming seasons when handling loans
- Training producer organizations in simplified accounting.
- Providing assistance to farmer organizations in evaluating input needs and preparing loan applications.

Eighteen requests for funds were submitted for funding at BNDA totaling accounting for 113,432,180 cfa.

So far, a total of 33,148,000 cfa was released to fund only 4 of the 18 requests in rice sector in Timbuktu and Mopti regions.

- ✓ Mopti region: The Touara male and female cooperatives as well as the Sah cooperative were provided funds by BNDA for 25,570,000 cfa including three loans for the purchase of GMP;
- ✓ Timbuktu region: the Sibou Association obtained a loan of 7,578,000 CFA.

14 of the 18 requests are under examination in the BNDA agencies in Mopti, Timbuktu, and Gao for an amount of 80,240,180 cfa.

Encountered constraints

With FOs' rice stock measured, it was discovered that the surplus stock was insufficient to market. This situation was engendered by lower production on the VIPs in the North this year as a result of weaker rainfall and bird attacks. Consequently, the majority of the production was used for household consumption. A final assessment of the situation will be taken after counter season rice harvest.

Shallot Value Chain

IRI: Increased agricultural productivity

IICEM estimated the need for seeds of 22 sites in the Dogon plateau to be 301.5 tons: Dandoly, Anakanda and Gougou sites: 51.5 tons for 17 ha; (ii) 16 new sites (19 FOs): 250 tons of seed for

a total surface of 141 ha. The estimated needs will be useful when preparing for the next campaign, scheduled for September 2008.

▪ **Training**

IICEM provided training for five staff of PDCo in how to prepare Fund requests, 49 producers in cooperative law, including 12 members of Anakanda cooperative, 13 members of Dandoly women's cooperative, 12 members of Golgou women's cooperative and 12 members of Anakanda men's cooperative; as well as some members of Shallot Producers and Processors Local Union (U.L.P.T.E) and of the Federation. In addition, the project provided advisory support for dried sliced shallot processing groups (FAC GEST) and the PDCo NGO by through an organizational and institutional diagnosis workshop for their organizations.

IR 2: Enhanced access to Markets and Trade

Due to the strong partnership established with the FACGEST, IICEEM supported all the FACGEST member cooperatives in shallot marketing instead of the selected four.

The project assessed the quantity of marketed fresh shallot to 1,200 tons with the support of the Union and FACGEST, on Bandiagara sites, for 240 million CFA , 88.5 tons (18.5 tons of EST shallot for 20,350,000 CFA and 70 tons of crushed shallot for 56 million CFA).

IICEM helped introduce the mechanized cutter to the UCAMHO in the Horo Lake. The Union purchased 400 kg of fresh shallot for 75 CFA/kg, which were processed into (120 kg) EST and sold at 1,500 CFA/kg or 180,000 CFA at the SIAGRI 2008 in Bamako. In addition, thanks to the support provided by IICEM, UCAMHO successfully processed 1,200 kg of shallot for the benefit of producers at the rate of 50 CFA/kg for a total of 60, 000 CFA.

IICEM carried out a sub-regional survey which examined: market determining factors (including price, volumes, quality standards, product presentation, storage, access to funding, seasonality, etc.); development constraints; market actors' capacity; demand in the sub region; sub-regional market specific requirements; and growth opportunities. The result of the survey highlighted four essential issues: the poor quality of Malian shallot, product seasonality, the narrowness of the market and the shortage of the product in certain periods of the year.

The sub regional markets still offer sales opportunities for Malian shallots. However, prior to establishing business relations around the sub region, the project should work to improve shallot quality. As for traditional shallot markets which supply dried crushed shallot and shallot ball, IICEM will support producer organizations and unions to establish more dynamic business links between Malian traders/exporters and buyers from the sub region. In order to do this, the Chambers of Agriculture and RESAO will be called on to help establish business links.

IR 4: Improved agriculture environment

IICEM, PCDA, DRA and CCRA Mopti assessed the recommendations from the shallot workshop held in January, developed a quarterly plan and assigned tasks to committee members in preparation for the next meeting scheduled for July. The main recommendation of the meeting between the monitoring committee and the consultation framework of Mopti region shallot sector was the need for an action plan and rules and regulations.

Constraints

The shallot value chain is poorly structured at all levels; therefore, organizing actors is problematic both in Mali and export countries (Burkina Faso, Côte d'Ivoire and Guinea). Informal sales have been practiced on the basis on mutual trust between actors for many years. The majority of transactions is done on credit, which often results in disputes due to the non-payment of credits within the agreed upon timeframe.

Malian shallots exported to the sub-region's countries face a serious challenge by onions produced in Burkina and Niger as well as those imported from the Netherlands. Traders frequently complain about the shallots' quality which is growing successively poorer due to pronounced usage of improper fertilizer.

Recommendations

Export volumes should be increased and shallot quality upgraded through the use of proper fertilizer and better sorting and packaging systems.

The ongoing institutional and organizational diagnosis of the existing structures should be completed.

Potato Value Chain

IR 1: Increased agricultural productivity

IICEM project staff trained Gao producer groups on planning for the annual campaign, techniques for selecting and applying fertilizer and pesticides for potato, and understanding and planning for the agricultural calendar. Following this training, the two Gao new potato groups estimated:

- The need for potato seed of the Djidara men's cooperative in Gao to be 41 boxes of 30 kg

- and of the Gamahaw women's association in Tondibi to be 41 boxes of 25 kg of "hydro complex partner".

Timely supply of potato seeds will help increase production as well as incomes.

▪ **Training**

IICEM provided training for 66 producers in the acquisition procedures of potato seed as well as in good production practice. Participants included 25 men and seven women from the Timbuktu region, and 24 men and 10 women from the Gao region.

Constraints

The acquisition of potato seeds and quality inputs, especially for women, remains the major constraints.

Recommendations

Facilitate groups' access to inputs and urge NGOs to help them prepare requests for funding.

PLANNED ACTIVITIES BY VALUE CHAIN: SIKASSO REGION

Potato Value Chain:

- Monitoring potato marketing campaign in Southern and Northern areas
- Holding URCEP's self-diagnosis workshop
- Facilitating the implementation of the recommendations made in the 2008 potato day to organize the value chain actors.

Rice Value Chain:

- Elaborating and signing collaboration contracts with the CRRRA and DRA of Sikasso
- Monitoring the Nièna plain rehabilitation works
- Accompanying women's cooperatives to gain access to agricultural inputs.

Mango Value Chain

- Training Yanfolila mango producers' cooperatives' union's members in harvesting and packaging techniques (Sorting, grading, palletizing, negotiating sales contracts, and leadership).
- Monitoring mango pisteurs' and processors' requests for fund.
- Training GIE/AGSA's and Kéné Yiriden's packagers in drying and packaging techniques.
- Providing technical support for Yafolila Producers' Union for mango export.
- Monitoring the different stations in order to strengthen packagers' technical skills (Fruitière du Lotion, AOM and TEM).

RESULTS: SIKASSO REGION

Potato Value Chain

IR 2: Enhanced access to Markets and Trade

IICEM facilitated the negotiations and signature of a bi-monthly potato purchase/sales contract between the Zaabredaga products traders' Association, Ouagadougou (Burkina Faso) and URCEP for 35 tons of fresh potato.

Moreover, the project provided practical advice for URCEP's members urging them to comply with potato sorting, packaging and grading.

IICEM's partners marketed 1,235.87 tons in Mali and 654.17 tons in the neighboring countries (Ghana, Togo, Cote d'Ivoire, Burkina Faso), or a total of 1,890.040 tons.

As part of its capacity building program, IICEM provided practical advice for potato traders/exporters about sales contracts negotiation techniques and procedures in the WAEMU and ECOWAS areas.

IR.3. Enhanced access to finance

The Sinignèsigi women's cooperative repaid 50%, or 2,940,000 CFA, of their potato trade loan.

Rice Value Chain:

IR 1: Increased agricultural productivity

IICEM signed two service contracts respectively with the Sikasso Agronomy Research Center (CRRA) and the Regional Directorate of Agriculture (DRA) for: (i) the multiplication of three varieties of rice seed: Gambiaca, Kokoni and C74 over 0.75ha,(ii) the multiplication of Nerica 4 seed variety over 3 ha at the level of the Nièna, Loutana and Nantoumana female groups, (iii) the production of Nerica4 basic seeds over 5 ha in the CRRA/Sikasso's stations and sites (iv) the introduction to women's cooperatives, by means of adoption demonstration tests, six new lowland rice varieties including: Sik 398-I, Sik385-I, Sik353-A10, Shwétasoké, Sik400-I, Sik350-A150.

IICEM aided the rehabilitation of 80 ha of deteriorated arable land in the Nièna plain by digging out the runoff canals. This rehabilitation enabled the women of Nièna to increase the Nerica4 farming surface from 50 ha to 130 ha.

IR 2: Improved access to Markets and Trade

IICEM staff organized a meeting between women's producer groups and a regional rice cereals trader in order to begin to increase their exposure to and linkages with rice markets. The meeting concluded in signature of a contract for 8T 247 CSV stocked rice including 1T658 in Bamadougou, 1T247 in M'Pegnesso, 3T342 in Loutana and 2T in Nièna for 1, 067, 300 cfa.

IR 3: Enhanced access to finance

Through coordination with the GREFFA consultancy firm, four loan requests for inputs were prepared and submitted to Kafo Jiginew for the 2008-2009 campaign. As a result, four partner women's organizations were issued a line of credit totaling 8,120, 800 CFA.

Mango Value Chain

IR 1: Increased agricultural productivity

IICEM supported, monitored and advised several producers in Global GAP and Bio good practices, including 413 Global GAP and Bio certified producers for the exploitation of 1,421 ha.

Moreover, the project provided training for: (i) 162 people, including 46 women, in good practices for mango harvest, sorting and packaging for Yanfolila planters' union (ii) 41 members of Sikasso mango drying units (Kéné Yiriden and GIE/AGSA), including 31 women, in good practices for mango drying techniques. The project also advised three packaging stations (AOM, TEM and Fruitière du Lotio) how to improve the mango quality in their respective stations.

These training sessions helped mango actors increase export volumes of both fresh and dried mangoes.

In addition, IICEM organized a training session for 20 Yanfolila producers' Union's members in sales contracts negotiation and leadership. As a result, the Union's members should be positioned to negotiate profitable sales contracts while meeting the quality requirements of their European partners.

IICEM organized a training session in harvesting and packaging techniques for 24 harvesters, all members of Yanfolila Union, which helped the Union harvest and export 30 tons of enhanced quality mangoes. The Project also helped establish business relations between three AOM station *pisteurs* and two dried mango processing partner units in order for the former to source their mango supply, including the Bio-certified orchards' non exportable varieties, from the latter.

IR 2: Improved access to Markets and Trade

The project facilitated the export of 2,582 tons of fresh conventional and organic fresh mangoes by AOM (1,408 tons), TEM (748 tons), Fruitière du Lotio (396 tons) and Yanfolila Union (30 tons) to European markets and three tons of dried mango to Switzerland via Burkina Faso by Kéné Yiriden (two tons) and GIE/AGSA (one ton).

IICEM also facilitated the acquisition of eight Attesta driers, and contributed to the establishment of GIE/AGSA. The purchased driers were equally distributed between GIE/AGSA and KENEYIRIDEW, four to each organization. The intent is to increase processed mango production which is selling well, and at high prices, to Awouol Company in Burkina Faso as well as to Guebana, its partner in Switzerland. Guebana exports dried mangoes to England and to the Netherlands. The increased number of driers will help producers market their remaining stock after *pisteurs* have sorted and purchased their portions.

The Project partners with the Yanfolila Cooperative Union, comprised of 1,223 producers involved in mango exports from Wassoulou to Europe. Training provided by the Project enabled the producers to make a profit on their orchards because several fruits were exported – thanks to the orchard maintenance. The project facilitated training sessions for local producers in how and when fruits should be harvested. These trainings helped avoid unnecessary early harvest and discarded fruit at the packaging stations.

IICEM also built the technical capacities of four exporting companies' (AOM, TEM, Fruitière du Lotio and l'Union de Yanfolila) packaging staff in how to sort, grade and palletize mangoes,

including. This assistance helped them upgrade the quality of their exports in compliance with market requirements.

The project also provided technical assistance to two drying units and the SCOFLEX cooperative for marketing mangoes at the national and sub regional levels. This assistance enabled them to process first grade products and comply with hygienic standards.

IR 3: Enhanced access to finance

IICEM facilitated the development and submission of three financing requests from Kafo Jiginew for the purpose of purchasing mangoes for processing (drying) and export. Each of the three requests was financed.

As a result:

- 28,750,000 CFA were granted to 15 *pisteurs* as working capital for fresh mango purchase/sale of fresh mangoes to the AOM station (the first of its kind in the Sikasso mango value chain)
- 14,500,000 CFA were granted to GIE/AGSA and Kéné Yiriden drying units as working capital and investment fund.
- 30,000,000 CFA were granted to Fruitière du Lotio by BNDA thanks to project's support in partnership with PCDA's Component 3.

Constraints

The increase in the price of fertilizer is likely to have a negative impact on the supply system of the fertilizer-based female rice producing groups. Likewise, the government's rice initiative is likely to have some negative impact on the traditional supply system of input-based rice producing organizations.

Planned Activities: Koulikoro Region/Bamako District

TOMATO VALUE CHAIN

Planned Activities:

- Conducting prospective studies for establishing a processing unit in the zone;
- Implementing the IPM program to fight the tomato virus in 22 perimeter villages;

- Developing a mechanism to supply virus tolerant/resistant seeds to the 22 perimeter villages;
- Strengthening capacities of cooperatives in four villages by means of training in *associative life* and post-literacy.

MANGO VALUE CHAIN

Planned Activities:

- Training Sélingué mango producers in varietal reconversion of orchards;
- Monitoring mango *pisteurs*' and processors' requests for funds;
- Putting *pisteurs* in contact with processors in order to supply processing units with mangoes;
- Training packagers working for Fruitière du Lotio, AOM, TEM, IB NEGOCE, SCS, ETS YAFFA and the PLAZA center in packaging techniques and mango specifications;
- Coordinating operations at PLAZA (organizing mango supply, programming and managing shipments and packaging staff).

RESULTS: KOULIKORO REGION / BAMAKO DISTRICT

TOMATO VALUE CHAIN

Tomato production in the OPIB zone in 2008 was very profitable due to demand being greater than supply in light of the rehabilitation works on the Baguinéda main canal which resulted in less area available for cultivation.

IR 1: Enhanced agricultural productivity

IICEM launched the *Integrated Pest Management* (IPM) program in 22 OPIB villages. The project also established the IICEM/OPIB/IER tripartite partnership framework for sustained tomato production and improved incomes for producers in 22 Baguinéda perimeter villages.

The program includes eight stages, seven of which were normally implemented and the eighth, about virus tolerant seed varieties supply, being currently implemented. This last stage focuses on two main axes: direct grant to producers and additional supply by private operator. See table 5 for details. Because the targeted population find it difficult to appropriate the new varieties, it is necessary to widely disseminate the results achieved.

▪ Training

IICEM established a capacity building program with the purpose of providing a two-staged training session in *associative life* for 80 members, of whom 40 were women, of the cooperatives in the four selected villages.

Stage I took place as planned, from 27th June to 1st July, with great participation by the targeted group.

IR 2: Improved access to Markets and Trade

IICEM and OPIB helped strengthen the trade links between producers and women tomato traders in Bamako. IICEM identified 30 women traders involved in tomato production in the four selected villages. The project then organized meetings gathering both producers and traders, during which producers were advised to grow long-lasting tomato varieties. Once the long-lasting varieties are well-known in the market, prices should increase accordingly. Tomato traders were also advised to pay cash for the commodities.

Moreover, a meeting was organized including MULTICHEM, a supplier of niche fresh agricultural products, Bamako wholesalers and tomato producing cooperatives during which MULTICHEM expressed its interest in doing business with producers. Additional meetings are planned so as to solidify collaboration with IICEM. The Project is also working with IB NEGOCE, which sells tomatoes to oil companies in northern Mali.

The four selected villages marketed 446.816 tons for total sales in the amount of 62,554,240 CFA over the quarter.

Constraints

Tomato value chain activities implicates four partners (IICEM, IER, OPIB, and AVRDC), which can account for some of the administrative burdens involved in implementing activities.

Tomato processing remains a major concern. According to studies conducted by the tomato consultant, while there are encouraging prospects for the future, huge investments and consequent expertise are needed for the successful realization of tomato processing.

Recommendations and Suggestions

It is important that all documents submitted to OPIB be signed at the earliest in order for the planned activities to be achieved in a timely manner and in respect of the established timeframe.

A memorandum of understanding with the seeds distribution operator as well as a collaboration agreement with AVRDC should be developed as soon as possible.

MANGO VALUE CHAIN

IR 1: Increased agricultural productivity

IICEM provided a mango grafting techniques training for 110 producers from the Sélingué area. This training should enable producers to replace the non-exportable varieties in their orchards with the varieties prized in the export markets. As well-selling products, these substitute varieties should help producers increase their income.

IR 2: Improved access to Markets and Trade

IICEM provided both technical and financial assistances for JEKABAARA cooperative by training 17 women in mango picking techniques and contributing to the rental costs of an exhibition stand for processed products (mangoes, ginger, bissap, etc.) in the 2008 SIAGRI fair in Bamako.

In addition, the project provided technical training for 120 packaging staff, including 90 women, at PLAZA Center where the project's mango expert acted as a head operator responsible for controlling mango quality and managing the mango supplies of the Center. Recently, PLAZA Center freighted 38 mango containers for sales abroad for a total of 827 Tons. At the time of this report, 30 of the containers had reached the destination markets and did not suffer any quality problems.

The total sales volume at the end of June is:

- 3,362 tons of boat mangoes on international markets,
- 2,214 tons on regional markets,
- 320 tons on sub-regional markets and
- 3 tons of processed mangoes on sub-regional markets.

See table 6 in the Annex for further sales structure details.

IR 3: Enhanced access to finance

Thanks to IICEM's support, the following partners received financing from Kafo Jiginew in Bamako:

- IB Négoce received financing in the amount of 18,000,000 CFA for use in its campaign

- 7,769,200 CFA were granted to seven *pisteurs* from Bamako.

Constraints

- Due to processors' weak financial capacities, they were unable to produce demanded qualities thus resulting in Burkinabé partner dissatisfaction with supply.
- Gas shortages and high costs of gas cylinders in Mali.
- Delay in fund raising, preventing exporters from better preparing the campaign and accelerating mango export before raining season which might affect products quality.
- High rate of discarded mangoes, especially in Bamako, because of the increasing number of inexperienced personnel with no skills in the trade.
- Influx of flies during packaging operations due to the proximity of the packaging site to a former garbage dump and animal park.

Suggestions and Recommendations

IICEM should consider strengthening two processing units' capacities in equipment usage; targeting other associations involved in processing activities like JEKA BAARA cooperative, which may help Kéné Yiriden and GIE/AGSA companies increase the quantity of dried mangoes.

Kafo Jiginew should make the necessary arrangements to ensure that funds can be provided to *pisteurs* and exporters at the right time, thus enabling them to better prepare the campaign.

PLAZA entrances should be equipped with curtains to prevent pests from getting into the operation units.

Preparation for the next campaign should focus on building producers' capacities in orchards maintenance techniques, providing training for *pisteurs* and inputs for exporters.*

Exporters should start purchasing mangoes prior to the first rainfalls in order to avoid wind hazard on production, anthracnose, or flies' bites.

IICEM should negotiate earlier in the year with the gas company for a more timely and cheap gas supply for producers.

NATURAL RESOURCES MANAGEMENT

Intermediate Result 6 aims at increasing village associations' control over natural resources management and the environment.

PLANNED ACTIVITIES

The following activities are planned to be achieved in this quarter:

- Finalizing the agreement for fencing Karbaye clumps
- Purchasing and installing wire net fencing
- Installing windbreak and quickset edge
- Finalizing the NRMP
- Fixing sand dunes
- Evaluating and building rock lines (*cordons pierreux*)
- Evaluating and achieving the irrigation channel protection works against sand dunes
- Training NGOs' agents in legislative texts
- Identifying activities and preparing participatory project documents

RESULTS

NRMP and agreements finalized

IICEM finalized two Natural Resources Management Plans (NRMP) for the Socoura (Mopti) and Yèrèdon Saniona (Ségou) communes and forwarded them to the respective communal councils for adoption and approval. Yèrèdon Saniona's NRMP was approved and Socoura's has been forwarded to the appropriate authorities for signature.

NGOs' attempts to fence the indicated surface as per the various agreements elicited community reluctance, because the area includes local pasture lands. However, negotiations are underway for fencing of a portion of, rather than the entire, the plot.

Two NRMPs and one convention were approved. Table 7 shows the status of the various conventions and plans from project start to date.

Training NGO's/GIE's staff in the rules and regulations in force:

IICEM provided training for 15 NGO's/GIE's staff, including three women, in 95-004 Act, pastoral charter and 95-032 Act. The beneficiaries will, in turn, train members of the communal councils, surveillance brigades, and other community organizations. Training was also provided in reforestation (staking out, digging) as part of the installation of the wire net fence and windbreak for 15 other people including five women from Touara village.

A total of 30 people, including eight women, were trained.

Identification of activities and participatory preparation of projects documents:

IICEM helped elaborate four project documents including fixing sand dunes and the construction of rock lines.

Constraints

Finalizing local agreements is the major constraint (especially the issue about land fencing) because the community has suddenly changed its mind due to the loss of pasture land. It has been recommended that a portion of the land in question should be fenced.

All planned activities have been satisfactorily achieved except the local agreements still waiting to be finalized; therefore, further efforts should be made to finalize them. However, the law requires a minimum of 30 days for such a document to be approved. Consequently, partners should redouble their efforts in July to produce final versions of the agreements.

Finally, IICEM should strictly comply with the developed timeframe in order to be able to fulfill the assigned objectives.

GRANT AGREEMENT MANAGEMENT

IICEM established a grants program aimed at building local organizations' capacities so that services and results could be sustained beyond the project's end in 2010.

PLANNED ACTIVITIES

- Conducting a mission to GREFA to validate the technical, institutional and managerial capacities of this NGO to enable it to meet IICEM's expectations in Sikasso region.
- Training GREFA's accounting officer on the correct reporting techniques to enable him to consistently produce quarterly reports for the IICEM grant manager's review.
- Provide technical Assistance in Accounting and Business Administration to GREFA.
- Making sure that partner NGOs in Northern Mali (GIE PEENAL, CONFIGES GIE and RCGOP), have provided in the 1st week of June 08, their quarterly financial and activity reports for the period from 1st March to 31st May 08.
- Facilitating partnership between the Malian Craftsmen's Federation (FNAM) and our Partner NGOs/GIEs in Timbuktu, Gao, Mopti and Sikasso.
- Facilitating the training on management and COMPTEx accounting tools organized for GREFA's staff.
- Facilitating the participation of partner NGOs/GIEs in training sessions initiated by IICEM on value chains and GIFS/GIC technologies.

RESULTS

- The Grants Manager conducted a site visit to GREFA to validate technical, institutional and managerial abilities of this institution.
- The GREFA team that was recruited on Project's Grants Program, was trained in the Project's quarterly reporting system. The quarterly reports shall be regularly submitted to Project's Grants Managers.
- The Grants Manager provided technical assistance in Accounting and Business Administration for GREFA's staff.

- NGOs like GIE PEENAL, CONFIGES GIE and RCGOP submitted their financial and activity reports.
- The Grants Manager facilitated the collaboration between FNAM and partner ONGs/GIEs. The partners' addresses were communicated to the Technical Director of FNAM, Mr. N'Golo Bouré, in order to facilitate the liaison between FNAM's field agents in Mopti, Sikasso and Gao and our partner NGOs/GIEs and possibly establish collaborative relationships with their member associations operating in food processing business.
- Five GREFA staffs were trained in COMPTEx.
- Partner NGOs/GIEs participated in the Bamako training on value chains and in the Sévaré training on GIFS/GIC technologies.

PROGRAM COORDINATION

As part of the partnership, IICEM:

- Provided the Ministry of Agriculture information related to Project's support to producers throughout the different regions of Mali
- Organized the U.S. Ambassador's visit to local exporter AOM during his tour of Sikasso
- Accompanied ACDI/VOCA's communication expert to Sikasso, Baguinéda and PLAZA for a series of communications products on the IICEM project and its partners
- Participated in the National Advocacy Lobby workshop in the rice sector as well as the Reflection and Exchange Day focused on seeds distribution
- Coordinated very closely with the PCDA on assessment and design of activities to support the shallot value chain in the Dogon country including coordinating shallot studies between IICEM and PCDA and identification of joint activities
- Participated in coordination efforts in the mango sector including the Mango Synergy/Integrated Framework meeting, various events through the PLAZA facility and in the meeting analyzing the 2008 mango season results.
- Coordinated with Ahold's Mango consultants on technical assistance in the mango sector
- Met World Bank Executives during PCDA supervision mission
- Provide office space to the FIAS team working to promote investments in the IICEM value chains and held multiple working sessions to help the team understand the value chains better
- Signed service contracts with the CRRAs and DRAs in Sikasso, Mopti and Gao region to develop rice demonstration plots as well as the production and multiplication of upgraded rice seed varieties

MONITORING-EVALUATION

Two essential achievements were fulfilled at this level: the PMP was developed and all the indicators sheets defined.

IICEM organized a training session in Sévaré on indicators for partner NGOs which addressed clarifying definitions of indicators and setting up data collection processes in the field.

CONCLUSION

In 2008 IICEM reached its cruising speed and achieved the following significant results:

- 3 800 ml major channels of eight perimeters in Timbuktu, Gao and Mopti regions were covered, which helped reduce water losses over 250 ha.
- Tomato pest control over 95 ha in 22 villages to improve productivity in Baguineda area.
- The marketing of 236 tons of rice, 1,358 tons of shallot, 1,890 tons of potato, 2,582 tons of mango and 446 tons of tomato supported.
- Access to 18 credits for a total amount of 138,988,000 cfa facilitated.

In addition, recruitment of partner NGOs/GIEs helped the IICEM project to extend its intervention area thus ensuring better support for producers.

ANNEX: TABLES

Table 1: Rehabilitation of perimeters in the North

Names of IVP	Region	Type of rehabilitation	Achieved Results
Bourem Inaly	Timbuktu	Covering	970 m (two major channels) covered
Kessoubibi	Timbuktu	Covering	600 m major channel covered
Adourourou(Tondibi)	Gao	Covering and extension	340 m covered over major channel, 100 m covered over secondary channels and extension achieved by 75%
Ucutoha (Tondibi)	Gao	Covering	220 m secondary channels covered
Farawtangam (Tondibi)	Gao	Covering and extension	1000 m belt dikes built over 1177 m, 200 m major channel covered
Gourma Foghas (Bourem foghas)	Gao	Covering and extension	467 m major channel covered and 100 m mud channels built over the extension
Men's IVP (Kamaka)	Mopti	Covering	450 m covered channels
Women's IVP (Touara)	Mopti	Covering	450 m covered

Table 2: Needs for inputs in eight input stores

N°	Regions	Input Stores	Need for fertilizers (tons)	
			DAP	Urea
1	<i>Mopti</i>			
		Korientzé	16.5	33
		Kamaka	12.9	25.8
		Sah	46.8	93.6
		Sub total 1	76.2	152.4
2	<i>Timbuktu</i>	Tonka	5	10
		Bagadadji	20	40
		Bourem Inaly	5	10
		Sub total 2	30	60
3	<i>Gao</i>	Ansongo	6.8	13.6
		Tondibi	7	14
		Sub total 3	13.8	27.6
		Total	120	240

Table 3: Provisional rice production of Northern Perimeters

Regions	Sites	Area (ha)	Vegetative stage	Provisional Production (ton)
Mopti	Diogui (2PIV)	40	Earing, maturation	160
	Sub total 1	40		
Timbuktu	Sibo	30	Earing, maturation	120
	Kano	30	Pruning (tallage)	120
	Iloua	34	Pruning (Tallage)	136
	Bourem Inaly	50	Planting out	200
	Sub total 2	144		
Gao	Bourem Foghas	4.6	Pruning (Tallage), Earing	18
	Sub total 3	4.6		
	Total	189		754

Table 4: Quantities of marketed potato

Organizations	National Sales (Tons)	Exports (Tons)	Average Purchase Price (CFA)	Average Sales Price (CFA)	Corridor
URCEP		40	150	225	Ghana
URCEP		30	175	275	Lomé (Togo)
URCEP		229.5	175	255	Abidjan
URCEP		354.67	225	350	Ouagadougou (BF)
URCEP (Yiriwasé)	1040.246		135	245	Bamako, Ségou, Mopti, Kayes
URCEP (Sinignèsigi for women)	195.604		135	245	Bamako, Ségou, Mopti, Kayes
Total	1235.87	654.17			

Source: URCEP/IICEM, June 08

Table 5: Result of tomato varieties pest control test in 2008 in farming area

	Name	Village	Surface (m2)			Harvested Weights (kg)			Yield (Kg/ha)		
			Shasta	H 88 04	H 92 05	Shasta	H 88 04	H 92 05	Shasta	H 88 04	H 92 05
1	Sibiri Konaté	Tiema	152		119	411		338	27,039		28,403
2	Mariame Konaté	Tiema	82		61	54		32	6,585		5,246
3	Mahamadou Diarra	Dougourakoro	759	458	295	823.5	436.5	160	10,850	9,531	5,424
4	Siaka Traoré	Massakoni	170	170	170	560	344	205	32,941	20,235	12,059
5	Soundié Traoré	Massakoni	78	146	97	60	42	40	7,692	2,877	4,124
6	Abdoulaye Traoré	Tanima	347			1,085			31,268		
7	Bintou Samaké	Tanima		198	52		525	140		26,515	26,923
8	Hawa Traoré	Tanima	55		167	197		349	35,818		20,898
9	Sidiki Samaké	Sébéla	60	147	101	234	390	312	39,000	26,531	30,891
10	Konimba Synayoko	Kognimba	140	360		840	1540		60,000	42,778	
11	Difolo Synayoko	Kognimba		380	323		1680	1120		44,211	34,675
12	Bakary Sacko	Tiema	896			208			2,321		
			2,739	1,859	1,385	4,472.5	4,957.5	2,696	253,516	172,677	168,643
								Avg.	25, 352	24,668	18,738

This table provides the final result of tomato varieties pest control test. Out of a total of 17 producers served with SHASTA, H8804, H 9205 seeds, only 12 successfully conducted the test in compliance with the required principles. SHASTA provided the highest yields followed by H88-04. The two varieties include performing fruits, and stand longer in terms of preservation at maturity, ranging from 7 – 15 days after harvest. (Source OPIB 2008).

Table 6: Quantities of mangoes exported by partner organizations with project’s support

Organizations	International Boat Exports	Regional Exports	Sub-Regional Exports
AOM	1408 T		
Fruitière du Lotio	396 T		
TEM	748 T		
UCPMY	30 T		
Scoflex		2214T	
GIE/AGSA			1T
Kéné Yirirden			2T
SCS INTERNATIONAL	153 T		
IB NEGOCE	131 T		
YAFFA	119 T		
MALI PRIMEURS	99 T		
BLONBA FRUITS	66 T		
FLEX MALI	80 T		

Organizations	International Boat Exports	Regional Exports	Sub-Regional Exports
DEGUESSI VERT	44 T		
COFRUIMA	44 T		
SAHEL FRUITS	44 T		
Coopérative des planteurs de Selingué			320 T
TOTAL	3 362 T	2214 T	323 T

Table 7: Situation of the NRMPs and agreements

Regions	Communes/Villages	Titles	Observations	Covered Surfaces (Ha)
Ségou	Yèrèdon Saniona	Natural Resources Management Plan	Signed	
Koulikoro	Bougoula	Natural Resources Management Plan	Adopted by the CC Sent to the Prefect's office for signature	
	Bancoumana	Natural Resources Management Plan	Adopted by the CC Sent to the Prefect's office for signature	
Sikasso	Zangaradougou	Natural Resources Management Plan	Signed	
	Diomatènè	Natural Resources Management Plan	Adopted by the CC Sent to the	

Regions	Communes/Villages	Titles	Observations	Covered Surfaces (Ha)
			Prefect's office for signature	
Mopti	Socoura	Natural Resources Management Plan	Adopted by the CC Sent to the Prefect's office for signature	
Timbuktu	Lafia/Bori	Local agreement project on the the fencing of doum's coppice	Elaboration	10
		Local agreement for pastoral resources management	Elaboration	30
Mopti	Kounari and Borodougou/Kamaka, Kanguila and Konio	Agreement relating to the fencing of "bouberewol" forest or "djenekila" forest in Kamaka, Kanguila and Komio villages	Elaboration	110
	Kounari/Saré Bambara	Agreement relating to the fencing of dogofing forest in sare village – bambara	Signed	40
	Kounari/Karbaye, Manako and Guirowel	Agreement relating to lianas (zaban) management	Elaboration	40