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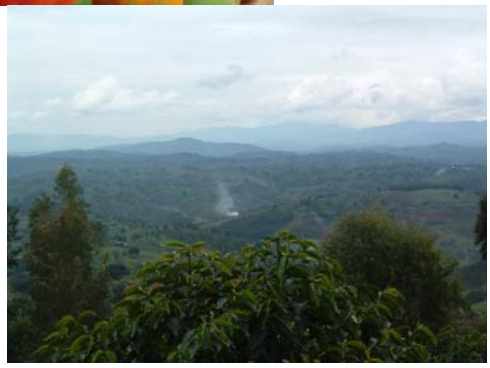

Burundi Agribusiness Program: Quarterly Report

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Acronyms and Abbreviations

ADC	Agent de Développement Communautaire
AFAB	The Urundi Association of Women Entrepreneurs
ARFIC	Agence Régulateur de la Filière Café
ASBL	Association sans but Lucratif
BAP	Burundi Agribusiness Program
BBN	Burundi Bureau of Normalization
CAPAD	The Confederation of Agricultural Producer Associations for Development
CECM	Caisse d'Epargne et Credit Mutuelle
CERADER	Centre de Recherche Agronomique et du Développement Rurale (U Ngozi)
CNAC	Confédération National des Caféiculteurs
CNTA	Centre Nationale de Technologie Agro-Alimentaire
COP	Chief of Party
COTR	Contracting Officer's Technical Representative
CQI	Coffee Quality Institute
CTO	Cognizant Technical Officer
CURDES	Centre Universitaire de Recherche sur le Développement Socio-économique
CWS	Coffee Washing Station
DCA	Development Credit Authority
DG	Directeur Général (Managing Director)
DPAE	Direction Préfectorale de l'Agriculture et Elevage
EAFCA	East African Fine Coffee Association
ESF	Economic Support Funds
EU	European Union
FAO	Food and Agricultural Organization of the United Nations
FBU	Francs Burundais
GDP	Gross Domestic Product
GMP	Good Management Practices
GOB	Government of Burundi
HACCP	Hazard Analysis and Critical Control Point
IAB	Industrie Agro-alimentaire de Buterere (dairy)
IFAD	International Fund for Agricultural Development
IMF	International Monetary Fund
INADES	Institut Africain du Développement Economique et Sociale
IQC	Indefinite Quantity Contract
IRAZ	Institut de la Recherche Agronomique en Zootechnie
KTBH	Kenyan Top Bar Hive
LOE	Level of Effort
LOL	Land O'Lakes
MFI	Micro-Finance Institution
MINAGRIE	Ministère de l'Agriculture
MCC	Milk Collection Center
MSU	Michigan State University
NGO	Non-Governmental Organization
OTF	On the Frontier
OCIBU	Office du Café de Burundi (Coffee Board)
PAGE	Projet d'Appui à la Gestion Economique

PRASAB	World Bank Funded Development Program in Burundi
PP/S	Participants per Session
SCAA	Specialty Coffee Association of America
SCEP	Service Conseil aux Efforts de Privatisation
SIVCA	Société pour la Valorisation Industrielle du Café
SODECO	Société de déparchage du Café
SOGESTAL	Société de Gestion des Stations de Lavage
STTA	Short Term Technical Assistance
UHT	Ultra-High Temperature
USD	US Dollar
USG	US Government
VC	Value Chain
WB	World Bank

Introduction

BAPs fourth quarter of its second project year saw activities and implementation once again accelerating across all project components.

In coffee focus shifted from production and wet processing to dry milling and marketing. BAP organized two exchange visits- one to Tanzania and one to Rwanda, financed an intermediate cupping training, and sponsored participants for Q grader training being offered by EAFCA and the Coffee Quality Institute (CQI). BAPs coffee team worked with international buyers to orient them toward areas producing historically good coffee and acted as hub in communications between buyers and SOGESTAL to ensure that samples went out to interested parties, e-mails were responded to and transparency contracts were negotiated for direct sales, including premiums to farmers. If, during our first project year farmers from only four washing negotiated direct sales contracts with quality or certification premiums resulting in 1% of Burundi's coffee being sold through this vector, this year we saw appx 10% of Burundi's harvest being sold through direct sales contracts with quality premiums and 26 Coffee Washing Stations, including 11 of our pilots having selected lots of their coffee sold this way. One international buyer committed to purchasing the entire production of AA, A, & B coffees from two pilot washing stations Bwayi and Kinyovu. Another returned and contracted to purchase all the UTZ certified coffee available. More buyers interested in coffee and in mentoring coffee farmers serving targeted washing stations, more direct sales with quality premiums, increased commitment to improving productivity consistently will eventually translate into more empowered farmers negotiating the best deals possible for their coffee among competing buyers and, eventually, more disposable income in their pockets to invest in priority needs of their families and communities. Privatization advanced forward with the first negotiated sale of 13 GOB washing stations in Kayanza and Ngozi to a new international investor, WEBCOR. Additionally BAP intensified its communications campaign through weekly radio broadcasts on Radio Isanganiro with the objective of promoting constructive dialog and diffusing to the largest audience possible key information on goings on in the sector, including the market.

In dairy, we focused our efforts on the producers concentrated around the sites identified for the eventual installation of the Milk Collection Centers and worked with them to start five nursery operations for the production of high quality leguminous forage shrubs and trees which will eventually be planted as hedging for micro-terraces on hillsides of the target area.

In Horticulture, we worked with export partners to reinforce their business acumen, analytical and managerial skills. Two dossiers for small grants were submitted and approved- one for diversifying the production of Solanacae for the Regional Carriage Trade and the second for the production/diffusion of improved variety, grafted Phytophora tolerant passion fruit. We assisted enterprises in the negotiation of outgrower contracts and continued the development of horticulturally oriented production manuals.

In reviewing impact in horticulture we saw the devastating effect of the world economic crisis on Burundi's nascent export industry and felt it worthwhile to re-structure and re-tool our horticulture strategy for the coming years to focus more on production, small scale transformation, and the targeting of market linkages for medium sized associations in our rural target zones.

In Micro-Enterprise and Gender much effort was expended with associations and cooperatives in developing action plans, prioritizing needs, and performing feasibility and economic analyses and in reinforcing business management and operations skills as well as improving the institutional capacity and internal governance. By the end of this reporting period the number of associations legally recognized had increased to 151, 8 of 11 cooperative partners had already achieved registration in the Register of Commerce at the Ministry and three others had notarized statutes. One hundred and fifty one women's leaders were trained and had improved their entrepreneurial and/or leadership skills. Entrepreneurship training has been offered in business plan development, feasibility studies, profitability and cash flow analyses, development of annual profit and loss statements, and inventory control as well as in best management practices and organizational governance.

By the end of this reporting period BAP had assisted 23,972 rural households in the Project Zone. A vast majority of these are households with actions under the coffee value chain, but other sectors are also represented. The average size of these households was 6.4 members[1] meaning BAPs assistance is currently benefitting directly or indirectly 153.421 Burundians in the 10 provinces of our intervention zone. At the end of PY 2, 29 of our 60 deliverables had been fully completed, another 17 have been partially completed, meaning 46 deliverables of 60, or 76.7% ,are currently on track for completion. A number of the partially accomplished deliverables are those related to capacity reinforcement of farmer level organizations, those which recur in successive years, as well as ones well on their way to completion in the area of women's leadership and improved entrepreneurial skills. The 14 deliverables which have not yet been acted upon are related to delayed startup of our Grants and Community Water/Sanitation Programs or related to the external factors uncontrollable by BAP linked to coffee sector privatization or decisions on financing solely under the decision matrix of the banks and cannot be influenced by the Project.

During the 4th quarter of our second Project Year, BAP increased its visibility, its proximity assistance and continued to diversify the portfolio of assistance offered to Burundi's private sector in our focus areas, value chains and target geographic zones. We are firmly on track and well positioned to accelerate the level and intensity of our activities and assistance as we enter PY 3.

We thank our client beneficiaries for their confidence and trust, our partners for their frank collaboration, and our client, USAID, for its continued support and assistance.

[1] Number derived from BAP's recent survey of project impacts with client beneficiaries and partners, July 2009

Value Chains

Coffee Value Chain

Introduction

This quarter saw coffee activities transitioning from production and processing to dry milling and marketing. In coffee sector reforms the process of privatization moved forward as four bids were received for different lots of washing stations from different interested parties. Only the bid of WEBCOR a Geneva based, Multinational was accepted and the process of finalizing the initial sale of 13 GOB washing stations got under way. During this quarter BAP facilitated exchange visits for sector actors, principally farmers, to coffee realizations in Tanzania and Rwanda so they could see for themselves what it means to operate in a privatized environment. In the continued promotion of quality BAP facilitated another cupping training for the best candidates from cupping one (the training with Paul Songer). We also facilitated and sponsored participation to the EAFCA/CQI sponsored cupping training in September. We continued to support the national certification labs in upgrading their procedures and began comparing the cupping scores between traditional technological processes and improved technologies being promoted by BAP. BAP hosted two international buyers: Tim Hill of Counter Culture Coffee and Geoff Watts of Intelligentsia Coffee. During this quarter BAP facilitated relationships and communications with interested buyers, oriented buyers to CWS with historically good coffees, acted as a clearing house for information on sales prices and trends, development of transparency contracts and Burundian export legislation. In addition to all of this BAP intensified its radio information campaign signing a contract with Radio Isanganiro for 52 weekly radio programs and 6 Panel Discussions. By the end of the quarter we had produced 7 different series of weekly programs(9 emissions) each of which had been diffused twice and hosted a panel discussion on potentials to actors which have opened because of on-going reforms and the GOB commitment to privatize the coffee sector.

Discussion of Q4 Activities

Coffee Sector Reforms

During this quarter the first tenders for the purchase of lots of washing stations were opened and judged. Only four bids were received and only one bid, that of WEBCOR for 13 CWS in the provinces of Kayanza and Ngozi was accepted. Average price per CWS sold was $75,000 USD. The GOB has expressed its satisfaction with these first results and the Minister of Privatization has stated that further sales will occur progressively over the coming years but in a fashion that will not disturb the on-going coffee production, sales and marketing campaigns. Our impression is that the GOB will wait at least a year before announcing another tender, first, to observe the shake out from the operations of WEBCOR in order to learn from its successes (and its failures); and second to wait until the results of the 2010

elections are known and the new government is inaugurated and functioning. The GOB has also committed itself to an active program designed to increase overall coffee sector productivity in Burundi.

Potential external investors with whom the Program has been in communication have expressed reservations concerning the tenders. First they are concerned that the title of the washing stations are not yet clear and that certain are subject to litigation. Second, they were concerned by the condition which keeps the GOB as a minority shareholder for two years then offers the possibility of transferring the GOB shares to coffee farmers in legally recognized associations or cooperatives. Third, they found the pre-conditions onerous and the specific commitments and guarantees required by the GOB after a sale was approved (investment plan, commitment to stay in the sector a certain number of years, commitment to hire all the old CWS staff, commitment for environmental improvement of the washing station inflows , effluents and pulp) to be quite restrictive. Several suggested that with all the baggage associated with this tender they remained unconvinced of the GOB's commitment to privatization and, further, they remained concerned by the publicity campaign, facilitated by CNAC, which left the impression there was no farmer buy in to the privatization process. In addition, there was an expressed sentiment that prudence and skepticism were the best course of action and that they would wait, watch and observe the first tender process, its transparency and the actual implementation through a growing season before engaging. Finally, there are those potential investors who wonder whether they wouldn't be better served by obtaining land, having legal title and operating permits, and constructing the washing station configured the way they want, hiring their own staff and managing it to their own high expectations. This was especially interesting to investors interested in producing and marketing high end specialty coffee and who had a philosophy of building long term "mentoring" relationships with growers.

We note that CNAC, representing the coffee farmers, continues its campaign of lobbying and letter writing, expressing their displeasure at the execution of the coffee privatization strategy and claiming that the sales of these washing stations were effected without consultation with the farmers and without their acceptance of the procedures and inclusion in the decision matrix. Further, CNAC wrote letters in a similar vein to WEBCOR, inviting them to rescind their offer and suggesting that should their offer stand, they should be prepared to suffer the consequences of their actions. Recently CNAC filed suit against the Government concerning the terms and legality of this sale.

<u>Collaboration with partners in the sector</u>

BAP, its COP and coffee team continued to maintain close relations with existing sector actors like OCIBU, the SOGESTAL, SIVCA,CNAC, the Provincial level Farmer's Federations, the University of Ngozi and the Burundi branch of EAFCA. BAP was called upon regularly to participate in meetings/ seminars/ workshops concerning the coffee sector including those treating the questions of coffee cyclicity, farmer association capacity reinforcement, structuring of the Inter-Profession (Burundi Coffee Trade Association), the harmonization and coordination of interventions in the field. We were particularly

impressed by the number of actors who made the trip to Ngozi on 18 September in order to participate in the BAP facilitated Radio Panel Discussion on Privatization.

We met and consulted with newly arrived actors concerning the potential for collaboration and coordination between our Programs/Enterprises. During this reporting period meetings were held with WEBCOR, TechnoServe's Coffee Initiative, FHI (Food for the Hungry) -Kayanza, Cotriex and CPC (the Coffee Processing Company).

Exchange Visits

During this quarter exchange visits were organized to Tanzania and Rwanda. The goal of these visits was to visit, see, and exchange with colleagues evolving in the coffee sector in neighboring East African Countrues where the sector is already fully privatized; to learn about their cooperatives, extension services, technologies, financing, and how they organize their marketing, promotion and direct sales contracts, as well as to see examples of improved environmental management systems at washing stations and dry mills.

Tanzania 12 participants including 4 farmer federation presidents, 3 pilot washing station cooperative presidents, 1 member from the governing board of the cooperative of Teka, a dry mill representative, a washing station manager, a journalist and one cadre from BAP visited with Sustainable Harvest in Kigoma for three days.

In Tanzania the participants were particularly impressed by the symbiotic relationship developed between the buyer/exporter and the farmers associations. The level of organization, the specialized agronomic extension support, the direct relations with the banks and use of warehouse receipts as guarantees, the fact that in only three years 10 well organized, well governed cooperatives have been created, each with its own washing station owned and operated by the farmers, and these cooperatives have formed a union which has built a dry mill and storage facilities impressed the Burundian contingent as did the fluidity of communication with the buyer, the transparent governance of the cooperatives and the collective manner in which capital investment decisions were made.

Rwanda- 11 participants including 5 cooperative representatives from pilot washing stations, a federation president, a representative from CNAC, a professor and student from the University of Ngozi, a journalist and a BAP cadre visited SPREAD activities around Butare, the research center for organic fertilizer production and earthworm multiplication, a washing station, the Cooperative of Maraba, the TechnoServe Coffee Initiative, the Starbuck's Coffee Farmer Support Center, and the Union of Rwasocco for three days.

The Burundian delegation were impressed that all the actors of the coffee sector they encountered appeared fully engaged in the production of the highest quality coffee. From the exporter to the farmer the principle of coffee quality was understood, as was the need to protect the surrounding environment.

The Rwanda coffee sector is proactively concerned about the apparent loss of soil fertility in coffee growing areas and has begun operational research to resolve the question in a low tech, cost effective manner. The organization of the cooperatives, their structure and functioning is much advanced over those in Burundi and it is these structures which plan and execute the production/processing campaigns and negotiate directly with interested international buyers. The cooperatives still need work on applying practices of good governance and transparency and in the management of their capital investment, maintenance and replacement programs.

Following these exchange visits, participants widely diffused their experiences through restitution meetings organized throughout BAP's target zone.

An evaluation/lessons learned session was held for exchange visit participants on the morning of 18 September. Also present at this workshop were representatives of OCUBU and the new Managing Director of SODECO as well as seven BAP field agents, the coffee value chain leader and quality control specialist, BAP's COP and Micro-Enterprise/Gender specialist.

Key points from this session are:

- A willingness to change attitudes and behavior so that they may develop and execute detailed action plans
- Cooperatives want the coffee of their members processed, stored, and sold separately from that of non-members
- Cooperatives now understand the need to mobilize their own resources because those who come to the table empty handed, often leave the same way.
- The participants are fully engaged to increase their productivity
- The participants are interested in hiring specialized extension agents who will work contractually for them
- The participants are motivated to develop their own action plans and request assistance in identifying priorities, planning their execution and in mobilizing the resources and capacity reinforcement necessary to accomplish this.

The Representative from OCIBU informed the participants that the agronomic department of OCIBU had long requested the results of samples cupped by the certification lab in order that they might adapt their interventions to respond to actual needs. SODECO's Managing Director expressed his impression that these exchange visits and the ideas proposed by the participants will serve to catalyze and accelerate the reforms currently being implemented to privatize the coffee sector.

Detailed reports (in French) are available for both exchange visits as well as for the Lessons learned Workshop.

Improvements to Coffee Quality

During this quarter our actions on improving coffee quality turned from wet processing to dry milling although we did begin a qualitative evaluation of samples taken from day lots at the pilot washing stations for use in the promotion and marketing of Burundi's coffee, but also to compare the new technologies being promoted by BAP with the traditional processing system. With SIVCA dry mill we worked on improving traceability systems, the sorting out of defects, the need to maintain and upgrade their facilities and the use of grain pro bags as inner linings for the shipment of specialty coffee purchased by Intelligentsia Coffee of Chicago.

BAP, in collaboration with Intelligentsia offered a second, intermediate level cupping training for 15 industry representatives including, exporters, dry millers, coffee certifiers, quality control officers from the SOGESTAL and students from the University of Ngozi. Themes developed in addition to cupping included:

- Development of sustainable relationships between buyers and farmers
- Transparency contracts
- Differential pricing for coffee of differing quality
- Introduction of quality premiums for farmers, washing stations and dry mills
- Introduction of a premium from the final sales of the coffee to be set aside for community identified priority development interventions

We note that Intelligentsia puts great emphasis in its cupping training and relationship building on:

- Encouraging all partners to produce top quality coffee
- Social Responsibility and Transparency
- Implication of farmers in the production of quality and
- Maximal Traceability

We collaborated with the Burundi branch of EAFCA in the development of their strategic action plan and in preparing for Q Cupper Training and the Evaluation of Burundi's best coffees by cadre from EAFCA and the Coffee Quality Institute. BAP also sponsored three candidates for the Q Cupper Training and is proud to announce that one of the three candidates, a student at the University of Ngozi, was only one of two participants to receive Q Grader Certification at the end of the training. Three other industry participants were also recognized- an exporter (Star Cupper), a quality control expert with the SOGESTAL Kirundo-Muyinga (Q Grader) and the Quality Control Officer at SIVCA (Star Cupper). These four have

been assisting BAP in evaluating coffee samples from the pilot washing stations under the coordination of Tharcisse Niyungeko of our staff.

BAP continues to assist the national certification labs in upgrading and standardizing their laboratory procedures and in understanding basic principles of scientific research methodology like replicability, having only one variable at a time in play, and documenting your results for future reference.

Results of the coffee competition validated BAPs assistance and the technological innovations being promoted at pilot washing stations as among the highest ranked coffees were those from the BAP assisted stations of Kagombe, Kiryama, Kinyovu and Murago. We note that Kagombe is the only UTZ certified station in Burundi and processes its coffee using flotation tanks, hand sorting and the single fermentation method. Kiryama and Kinyovu are stations in the SOGESTAL Kayanza while Murago is situated in the SOGESTAL Kirundo Muyinga.

Promotion and Marketing of Specialty Coffee

During this reporting period, BAP actions in this area focused on the following actions:

- Orientation of interested buyers to washing stations producing historically good coffee
- Facilitating relationships with producers, washing station managers, SOGESTAL, dry mills and the buyers
- Facilitating access to samples for buyers expressing an interest
- Providing a service for new buyers as a technical information clearinghouse educating them on Burundi export laws, sample preparation and shipment, links to credible exporters and freight forwarding agencies
- Assistance to the SOGESTAL on market trends in coffee, current market prices and in facilitating the negotiation of transparent sales contracts with international buyers.

In addition BAP took samples from the different day lots produced under differential processing/drying techniques at the pilot washing stations and began a medium term time vs taste comparison of single vs double fermentation and pyramidal vs traditional drying of parchment.

Through BAP efforts SOGESTAL expedited to new international buyers by DHL samples from a total of 93 day lots. Buyers agreed to purchase coffees from 21 of these lots or 22.6% of the samples. The principal exporters of direct sales coffee from Burundi are Cotriex (representing Schluter) and Dreyfus. In addition to returning specialty coffee importers/roasters like Café Imports, Stumptown, Paragon and Dunn Brothers sales have been concluded by or on behalf of Counter Culture Coffee, Intelligentsia Coffee, and Trading Vision.

Pilot Washing Stations benefitting from Direct Sales Contracts this campaign include:

- SOGESTAL Kayanza: Bwayi, Kinyovu, Kiriyama, Butegana
- SOGESTAL Kirimiro: Butemba and Teka
- SOGESTAL Kirundo-Muyinga: Rugerero, Ngogomo, and Kagombe
- SOGESTAL Ngozi: Rugabo, Murambi

In Total, as of 30 September 2009 direct sales negotiations with quality premiums had been completed for coffees from 26 washing stations (17%) of the total washing stations in Burundi for a total of 305.2 mT equal to 16 containers, or appx 10% of Burundi's 2009/2010 harvest of fully washed coffee.

Radio Communications Campaign

In order to reinforce communications, consultations and exchanges among coffee sector actors and eventually actors from other sectors of the Program, BAP contracted with Radio Isanganiro for a total of 52 weekly radio shows, each to be diffused twice, and for 6 panels, or one panel discussion every two months.

The seven themes developed for 10 emissions which occurred during August and September in the weekly Radio Programs are:

1. Cooperative organization and operations (2 emissions)
2. Production of Specialty Coffee and Sustainable Environmental Practices/ Protection around washing stations and dry mills (2 emissions)
3. The Problem of Coffee Cyclicity in Burundi
4. Organization and Operation of Cooperatives in Rwanda (2 emissions)
5. Activities of EAFCA Burundi in the areas of training, coffee quality and cupping
6. Information on the 2009/2010 coffee marketing campaign
7. Opportunities in a privatized coffee sector (Lessons from exchange visits to Tanzania and Rwanda)

In addition BAP organized its first panel discussion in Ngozi on the 18th of September on Opportunities offered in a privatized coffee sector. 52 people participated in this panel discussion facilitated by Isanganiro journalist Arcade Havyarimana including 23 coffee cooperative representatives, 5 representatives of provincial federations, 1 representative from CNAC, 10 representatives including the Minister in Charge of Good Governance and Privatization, the representative of the Minister of Agriculture, Representatives from SCEP and OCIBU, the PAGE project, Coffee Reform Committee, the SOGESTALS, Dry Mills, and the University of Ngozi as well as 11 BAP staff, including seven of our field agents. Two other Isanganiro journalists based in Cibatoke and Makamba also participated with coffee farmers from those two provinces.

After an introduction from the journalist, farmer representatives from the BAP facilitated exchange visits to Tanzania and Rwanda highlighted the principal lessons learned. These lessons include:

- Farmers in both countries are fully engaged in producing high quality coffees in the fields where they have hired their own agronomists to the washing stations where they monitor and control the quality of the processing
- Both countries are far ahead of Burundi in their treatment of coffee effluents and pulp
- There are technologies which exist to convert pulp to compost
- There exists the possibility of using less costly, small foot print wet mills, affordable to farmers to produce high quality fully washed coffee
- Cooperatives receive financing for capital investments and operations from formal financial institutions (banks)
- Cooperatives have action plans they are implementing and management structures which are efficient and transparent
- Partnerships with International Buyers guarantee a market for producer's coffee and reassure financial institutions
- Programs exist to support the cooperatives
- The State has offered a number of easements for external investors wishing to invest in the production, processing, milling and export of specialty coffee

Questions were raised about what Burundian coffee farmers could/would do in order to develop their organizations in the image of what they had seen. The coffee farmers raised issues related to their feelings of being disempowered by the government on issues related to privatization, including: the sale of CWS, systems for marketing their coffee, existing land tenure conflicts, and the lack of effective extension services to increase productivity. On the other hand, the farmers stated they were open to privatizing the sector but requested clarifications on the GOB position concerning:

- The process through which the cooperatives may purchase their shares in the washing stations that have been sold
- What is the legislation governing where washing stations can be built and what equipment is necessary to receive a processing permit?
- How does the Government plan to proceed with the distribution of agricultural inputs for the next agricultural season?
- What relationships are foreseen to exist between different investors in the same geographic zone?
- How will financing of the coming coffee campaign be organized? And finally
- What role does the State foresee for itself in facilitating access to credit for cooperatives wishing to undertake economic activities?

Other participants gave an overview of the evolution of the privatization process and attempted to give explanations on the government's position on increasing productivity and changes foreseen in the legislation governing the sector. The Minister of Good Governance and Privatization focused his interventions on the following messages:

- The GOB is currently mobilizing the necessary resources from the international donor community that will be necessary to increase productivity and to assist farmers in renewing their coffee plantations and gaining access to needed agricultural inputs
- A commission has been established to examine and make recommendations on the process through which farmers may purchase their shares in the washing stations
- The new Agency (ARFIC) destined to replace the Coffee Board (OCIBU) and the planned Inter-professional Trade Association where farmers will have a seat are the structures which will study the rules governing the coffee sector and propose any changes/modifications
- Consultations are underway with the SOGESTAL and SODECO concerning their potential recapitalization and the "Plan Sociale" for downsizing of their staff.

All participants left the panel discussion feeling that progress had been made, that a new vision was appearing and that strategies needed to be developed for all actors to collaborate productively in the transformation of this key sector. We note that rather than a list of revindications, the participants asked tangible questions on how the processes will work and did not call into question whether the privatization of the sector would proceed or not.

We note that during this Project year BAP participated in or facilitated 16 Radio Emissions and Panel Discussions and 1 Television Emission. We were on the air in 6 of 12 months

Principal Actions to Be Undertaken in Q1 of PY 3

- Continued Reinforcement of ADC Technical Capacities in the Coffee Sector
- Technical Assistance to new investors and cooperatives for the development of their action and business plans
- Reinforce the capacity of partner Cooperative Enterprises in the conception of their projects and grant/loan dossiers
- Monitor the evolution of activities related to improving the environmental conditions of pilot washing stations

- Facilitate a workshop analyzing coffee sector results from PY 2 with key partners to diffuse and replicate successes and to seek solutions for constraints
- Assist in setting up the Inter-professional Trade Organization for Coffee
- Third Year Work planning, Quarterly and Annual Reporting

Dairy Value Chain

Introduction

The activities undertaken in the dairy value chain during Q4 were focused principally in the targeted milk collection zones. These included starting up five nursery operations for forage trees and shrubs, technical assistance to different actors through the milk value chain and finalizing the feasibility study for the Milk Collection Centers.

Discussion of Q4 Activities

1. Preparation in targeted milk collection zones
   1.1. Provision of a Technical Library of Resource Materials for ADC in Dairy Zones

A library of 30 technical documents was researched, replicated and disseminated to ADC. This collection includes documents on animal health and hygiene, forages, raising livestock under conditions of permanent stabling, extension approaches for dairy and livestock and East African norms and standards for dairy production.

1.2. Preparatory Meetings with Livestock Leaders of Garukiramatongo

Numerous meetings were held with dairy livestock herder association leaders in order to restructure the association in order have a more inclusive representation from the five hillsides in Rutegama and to prepare the terrain for improved animal feeding through the introduction of improved forages. It was decided to begin immediately with the multiplication of leguminous forage species in nursery and to proceed with the multiplication of hybrid pennisetum, a forage grass during the rainy season. Sixteen men and five women leaders were chosen by their hillsides to participate in this commission.

1.3. Nursery Production of Forage Crops

Given that this activity was started in dry season, it was necessary that the leguminous shrubs and trees (Leucaena and Calliandra) begin their multiplication in a nursery. BAP furnished seed, nursery sacs, watering cans and pumps while the population provided land (3 sites), local materials for shade, compost, cinders and organic fertilizers and agreed to contribute labor for making the beds, planting the seeds, watering and overseeing the nurseries to avoid having them destroyed by grazing animals. The following table gives the reader some sense of the size of the operation:

Hillside	Number of Members (Households)	Number of Plants
Rutegama	78	30.000
Nyarukere	90	32.000
Nyarunazi	100	30.000
Munanira	110	66.000
Bubanda	52	30.000
Total	430	188.000

By the end of the reporting period the Leucaena and Calliandra had reached the 4 to 5 leaf stage and were ready for replanting in the nursery. It was recommended that once the plants reach the stage for transplanting to the hillsides the ADC and the Association collaborate with the DPAE in Muramvya to lay out micro-terraces on the hillsides, using the leguminous shrubs as hedgerows to retain the topsoil and create new, more productive cultivable areas in the commune while aiding in soil structure improvement and erosion control. The herders are also interested in procuring fruit trees to intercrop along these hedgerows in order to diversify their production systems and add to their potential cash flow per m^2 of land area under production.

1.4. Visit with certain dairy herders in the collection zone

During this quarter, the Dairy Value Chain Leader and the ADC from Muramvya visited farms of several of the Rutegama dairy association leadership. This was done with the intention of validating the number and race of animals, the daily production, the availability of forage, and the husbandry system being used. The herders of Rutegama struggled during the years of crisis as successive waves of fighters moved through the zone and co-opted their cattle. Since the cession of hostilities they remain faced with the occasional passage of armed bandits. To this end they have developed multiple strategies for "hiding" their animals, keeping them silent and avoiding concentrations in any one location. There are three principle races of dairy cattle in the zone: the local Ankole race which produces 2-3 liters of milk per day during its short period of lactation; Holsteins, largely the by product of animal distribution programs of the FAO and World Bank funded PRASAB; Montbeliard (*French Dairy Simmental*) that are the descendants of previous artificial insemination programs from the time of the Mugamba North Project- these animals are much appreciated for their calm nature and high milk production capacity; finally there are hybrids of all these breeds as well as crossed Sahiwal animals also derived from the Mugamba North Project. The dairy farmers in the area use two different production systems: permanent stabling and partial stabling. Permanent Stabling is widespread in the commune as a result of combined land pressure, poor soils and the threats discussed previously. Generally the animals are

housed in a room of the family compound. The animal's stalls are often at the end of long, dark, circuitous hallways where the passageway is only known by the animal's owner. Partial Stabling is viewed by the commune's farmers as an intermediate step between free range and intense animal raising. It is possible only because there still exists common land for grazing and a few forested areas. Under this system animals are left to graze under supervision for 4 to 5 hours in the morning then returned to their stalls where they are fed supplemental forage, usually *Typsicum* (gamagrass) which is a close relative of maize. The dairy herders of Rutegama possess forage either cultivated in pure fields or as residual hedgerows on hillsides. In addition to forage crops the cows often receive secondary by products of the agricultural harvest (maize leaves, banana leaves and peels, taro leaves, etc..) or household food preparation by products (banana paste, sorghum beer dregs, and sweet potato skins. A small minority of the dairy farmers purchase feed supplements like rice/wheat hulls, salt blocs and cotton seed cake. The animals appear to be well taken care of, though thin and, thus less productive,, at the end of the dry season.

2. MCC Feasibility Study (in collaboration with Land O'Lakes)

BAP regrets that it received this report late and in a piecemeal fashion from Land O'Lakes. The STTA which occurred from mid-May to early June only produced a decent report at the end of July. The report did find that both models of Milk Collection Center (MCC) – Rutegama (Cooperative Model linking herdsmen with processors) and Bukeye (Privately owned, vertically integrated, with the capacity to purchase additional milk to meet demand from outlying herders) could be viable. Since BAP's intention was to use the MCC as a pole of attraction for milk sector development, interventions in this sector were delayed until we received the thumbs up from the study. BAP did find that the proposed plan was somewhat over dimensioned for the current State of Burundi's Dairy Industry. With the help of BAP's Community Water specialist new, cost effective building plans were drawn up in order to keep investment costs in line.

3. Technical Assistance Offered to Larger Dairy Farmers

<u>Binyuranwa Bernard</u>- has 3 farms on two hillsides (Buzibia and Coma) in the commune of Mugamba, Bururi Province. On these farms he has a total of 138 animals. His stables are constructed from local wood with metal roofs, however the floor is not hardened and even though an effort is made to provide regular fresh bedding, many of the cattle are knee deep in mud during the rainy season. His animals are mixed improved breed with Holsteins the predominant race. He has two Holstein bulls as well. The animals are fed forage, predominantly *Pennisetum* (Fountain Grass) and *Trypsicum*. He has 26 hectares currently under forage production and has contracted with neighbors on surrounding hillsides (Buzibira (64), Buhonga, Bisoro, Vyuya, and KIbezi (32 total for the four)). He has no leguminous forage in his mix, but does supplement forage with large, locally grown, wheat hulls. The farm has 60 permanent workers to transport and cut forage. Bernard has distributed to model farmers on surrounding hillsides 30 cows and 13 bulls who have already given birth to an additional 26 head of cattle. His bulls which are available

to service his neighbor's cows have already produced 60 females. Production of his herd varies from 8 to 12 liters/lactating cow/day.

Recommendations:

- BAP provided M. Biranyuranwa with a list of all the leguminous forage crops adapted for his agro-ecological zone as well as information on sourcing of seed. Extension bulletins on the different forages proposed were also provided
- BAP provided information on improvements to stable design to improve herd hygiene
- It was recommended that he rank his cattle by their daily milk production levels, which should be tracked and recorded, each class of producer would receive a differential ration depending on their productive status, the least productive animals would be sold off for meat.
- BAP suggested he develop a dossier for DCA guaranteed loans to improve the collection and processing of his milk. The draft dossier is currently being developed and will benefit from advice from BAPs Grants and Financial Intermediation Specialist.

M. Ndayirukiye, Evariste- Has a program for the repopulation of improved race breed cattle in his home commune on the colline of Rutemba in the Province of Muramvya. He extends credit using his personal resources. He is currently facilitating the creation of a milk producer's cooperative (association?). The objectives of his activity are:

- Replace traditional dairy raising activities with more modern, more productive ones
- Protect the environment by introducing hedgerow planting of forage crops on the hillsides
- Introduce fruit trees into the hedgerows to augment the productivity
- Processing fresh milk into finished products- paturized milk, yoghurt, butter, ice cream, and white cheese

He sources his animals in Tanzania or Uganda. The animals given out on credit are reimbursed through the sale of the traditional race animals and revenues from the provision of fresh milk to M. Ndayirukiye. Imported animals are pregnant when distributed which helps accelerate the time frame for reimbursement to his revolving fund. He has already placed 22 animals in his commune under oral contract, the terms of which were discussed, amended and adopted by the populations of the communities being served. In the case of a recipient abusing his animal, his guarantee in returned and the next person on the waiting list is given the cow. To date 22 farmers have already received cattle with only one case of default. With this system he is ale to collect and market some 500 liters of milk per day of morning milk. The evening milk, estimated at 200 liters is destined for auto consumption by the families. M. Ndayirukiye is building a center which he plans to use for the local processing of milk in order to diminish losses . He has also constructed, using his own funds a rudimentary road to provide vehicle access to the center.

Strengths of this Activity	Areas needing reinforcement
+This is a local initiative +Community acceptance for the initiative and the contract +Verbal contracts are "witnessed" and there has not yet been any conflicts arising from the terms and conditions +The promoter of the project raises cattle +The promoter acts as a source point for veterinary supplies and feed supplements +Available land holdings- the average farm is larger than 1 hectare +The difference in milk production between the improved breed and local breeds is significant + The promoter purchases all the morning milk which is produced	+ The promoter has limited funds and demand is high in the zone +Lack of qualified technical personnel in the zone +Little diversification of available forage crops with no legumes + The cost of the improved breed cattle is too high for farmers who don't already possess an animal they wish to liquidate +The zone is very inaccessible +To furnish the processing facility with electricity and running water will be costly given that the site is several kilometers from an access point

Recommendations

- There needs to be an intense and accelerated capacity reinforcement program developed for the recipients of the improved breed cattle
- Promote the planting of leguminous forage crops

The promoter is interested in submitting a small grant request to BAP in order to leverage funds to increase the size of the operation and perhaps to assist in providing in-situ technical assistance in the form of a contractual extension agent.

4. Current State of Milk Processing Industries currently partnered with the Program

IAB- Has begun production of yoghurt on a trial basis. They are waiting on delivery of a new tetrapak unit before beginning the production of pasteurized milk.

MilkChel-After a long waiting period it appears that PTA bank is now satisfied with the guarantees put forth by the promoter and credit could be forthcoming for a smaller unit than initially conceived in the coming weeks.

Jiwan Lait- Produces a small quantity of yoghurt, intermittently. Sees Nyabisabo as a competitor and complains that they have received unfair advantages from the Ministry of Commerce, including tax breaks meaning they can sell a product very similar to Jiwan's at rock bottom prices. Has suggested that all interested milk processors in Bujumbura create a cooperative to source milk and then disaggregate the milk components depending on their own production schemes

Nyabisabo- Recently moved from Avenue de la Universite. Now situated near the Boulevard de l'independence. Produces fresh cream and yoghurt in small to moderate quantities. Has supply contracts with certain supermarkets but has difficulty meeting demand with sufficient, consistent stock. Is collaborating with BAP on development of a DCA loan request in order to procure additional equipment to upgrade their facility in order to produce pasteurized milk and, perhaps UHT.

Laiterie Centrale de Bujumbura- The current owner of this once government owned and operated facility has almost completed a complete renovation of the facility. Production lines for pasteurized milk, yoghurt, fresh cream and butter appear to be in good shape. The owner has trouble sourcing qualified electricians for the upkeep of machinery and needs to find a good, experienced dairy person to manage the facility.

Other Activities undertaken during the Quarter

1) Participation in Dairy Sector Meetings, notably the opening sessions for PAIV-B, financed by IFAD and the workshops assessing competitive grant propositions for research, also financed by IFAD
2) Visit to the Kiryama mini-dairy to see the facility and learn how they have organized their collection network
3) Meeting with a promoter from Gitega interested in producing improved feed rations for dairy cattle using locally sourced agricultural products and by products.

Principal Actions to be Undertaken in Q1 of PY 3

- Formalities for the setting up of Milk Collection Centers
- Identification and Training of lead dairy farmers to replicate lessons learned and capacity acquired to outlying farms on the hillsides around MCC
- Retrace micro-terracing berms on hillsides to ensure they follow contours and assist in the replanting of leguminous forage shrubs and trees from the nurseries
- Introduce new forage cultures and varieties as demonstrations on a pilot basis in proximity to the MCC
- Trial production of improved animal feed from local agricultural by-products in collaboration with the center in Gitega

Horticulture Value Chain

Introduction

The fourth quarter of this project year was one of intense activity for the Horticulture team as they worked with identified export enabled partners to finish their MOU with the Program, to define their objectives and develop appropriate mechanisms to undertake proposed collaborative activities. Much time was spent assisting the enterprises in honing their management, planning and financial projection skills. By the end of the quarter two dossiers received approval for small grants financing.

In Cibatoke the team assisted RUGOFARM in the development of outgrower contracts with nascent farmer associations also receiving assistance from BAP in improving their institutional and governance structures and beginning business management training.

Production manuals for Patchouli and Banana were added to our repertoire of manuals available to farmers in horticulture, notably Tomato, Cucumber, Green Pepper, Eggplant and Passion Fruit. Sites were identified for the production of organic banana.

Finally a re-assessment of our horticultural strategy was undertaken and a tentative list of PY 3 partners was identified.

Discussion of Q4 Activities

The following activities were achieved in Q4 of PY 2

1. **Development of Grant Request Files for ATB, FRUITO, FERGA and DME**

ATB	BAP
- Prepare project and provide requested documents to the grant committee - Prepare the soil for planting (0.5 Ha in greenhouse) - Sign the MOU and the partnership agreement; - Order seedlings from Kenya (4635 tomato seedlings, 1544 pepper seedlings, 1544 eggplant seedlings) and 1544 cucumber seedlings)	- Assisted in the preparation of an action plan for the diversification, production and promotion of green house tomatoes, open field cucumbers, green pepper and eggplant for sale to EAC Regional Carriage Trade Markets - Technical assistance offered in the preparation of profitability and cash flow analyses - Assistance in documenting ATB's administrative and accounting procedures

	- Prepare documents for the grant committee; - Attend committee meetings (3); - Sign the MOU, the Fixed Objective Grant grant approval (8270 US$) and the partnership agreement; - Fund transfer on September 16th, 2009
Note: ATB was not responsive in providing all requested documents timely. Some documents did not exist and had to be developed, but it was clear that ATB is not used to working with the level of transparency required by USAID projects. For instance, it was difficult to get information about the previous support from ADF and how it was used. Although it took some additional time to have documents ready, this will benefit ATB to work in a more professional and reliable manner.	

FRUITO

FRUITO	BAP
- Provide requested documents to the grant committee - Prepare the soil for plantation (2 Ha in Rutegama commune); - Sign the MOU and the partnership agreement;	- Assisted FRUITO in developing the project proposal and action plan for the production, promotion and marketing of grafted passion fruit which are Phytophora resistant; - Provided technical assistance in the development of provisional profitability analysis for this project - Assisted in development of cash flow analyses - Attend committee meetings (3); - Sign the MOU, the grant approval (8270 US$) and the partnership agreement;

Note:

FRUITO was not responsive and had trouble prioritizing a project to undertake in collaboration with BAP. They were also slow in providing necessary grant background documentation and proved to be challenged in projecting profitability and cash flow. In the first iteration of MOU, they proposed growth trials for melon and passion fruit on 0.25 HA each. , Finally, they decided to focus on strengthening the passion fruit value chain before diversifying to watermelon.

The preparation of FRUITO's project has lasted longer than expected because FRUITO preferred to postpone the melon trial and make the passion fruit trial on 2HA of their own land instead of 0.25 HA initially proposed and all calculations had to be done again.

FERGA and DME

For those two companies, the dossiers are not ready to be submitted to the grant committee because the promoters had other priorities during the last three months, which could not allow us to proceed quickly.

FERGA has submitted the last documents at the end of September, while DME is still collecting them.

BAP Technical assistance to FERGA during this quarter included assistance in developing their proposal and associated action plan for the production of organic strawberries for export. Further assistance was given in the areas of profitability and cash flow analyses.

DME

The management team for DME was on vacation for six weeks during July and August. BAP has assisted DME is geo-referencing appropriate land for the production of organic (biological) bananas, in developing the draft proposal and associated execution plan and in performing profitability analyses for the proposed activity.

TROPICAL GREEN: Mr Patrice Faye has decided to produce organic bananas under a production contract in partnership with DME.

For NEW MAUA, the project of producing vegetable seedlings was not realistic because NEW MAUA is not able to provide the needed contribution to the investment which is required.

There is also a continued interest from New Maua to invest on ornamental plants, but BAP-HORT is not supporting this culture as it is undergoing depressed market conditions.

2. Identification of potential outgrowers for collaboration with RUGOFARM

Twenty nine potential outgrowers in the communes of Rugombo and Buganda communes in Cibatoke Province were identified. The main selection criteria used was their ease of access to irrigation.

The plots proposed to be included in the scheme were geo-referenced for longitude, latitude and altitude. The area of each farmer's plot designated for dedicated Patchouli production was calculated and a crop history for the plot was taken. Further information collected included The main income producing crops for the prospective outgrower's household, the number of active persons in the household and the estimated family annual income.

3. Conception of a Production Manual for Patchouli and development of a Banana Production Manual

A production manual was developed in French and Kirundi with pictures taken in the province of Cibatoke. The manual details the different steps for Patchouli Production from the nursery through drying.

A production manual for bananas is under development. A draft is currently being translated into French. The French version will be simplified and translated to Kirundi.

4. Preparation of Production Contracts

The following activities were developed in conjunction with RUGOFARM:

- A draft production (outgrower) contract was developed. RUGOFARM submitted this draft to the potential outgrowers for comments and questions
- BAP collaborated with RUGOFARM to prepare an informational meeting (held on 20 August), facilitated by RUGOFARM staff for potential outgrowers to inform them about the project
- BAP assisted RUGOFARM in the calculation of the price to be paid to outgrowers (550 FBU/kg of dry leaves)
- Outgrowers have not yet signed the contracts due to disagreements on the price to be paid and payment terms. The number of outgrowers willing to produce at the proposed price has decreased.

Comments on the partnership between BAP and RUGOFARM

In June 2009 BAP was informed by the International Trade Center in Geneva that RUGOFARM had yet to fulfill the cost share requirements of their MOU with ITC. RUGOFARM had actually included in the proposed MOU with BAP the equipment and materials they were to provide for continued collaboration with ITC. BAP decided that assistance to RUGOFARM would include no grant monies for the financing of capital expenditures until such time as RUGOFARM "proved" themselves by fulfilling the cost share commitments with ITC. Because ITC and BAP had previously discussed assisting RUGOFARM in developing outgrower relations, we refocused our MOU on this area uniquely- offering technical assistance in the conception of outgrower contracts and the determination of prices to be offered for dried Patchouli leaves based on similar experiences across the border in Rwanda. We also accepted to offer capacity reinforcement to the Patchouli Farmer Associations for Organizational Development, Governance, Business Management skills and Production extension.

BAP has assisted the associations in developing their Internal Rules of Order and Statutes, two of the documents necessary if they are to be legally recognized entities. The analysis of the proposed production contract by the farmers has lasted over two months. BAP contacted RUGOFARM in early October and learned the production contracts were scheduled to be signed on October 12. At the same time we were informed RUGOFARM staff was on strike.

It turns out that RUGOFARM Staff have not been paid for three years. As compensation for the delay in paying salaries (according to RUGOFARM Management, the staff will be paid all they are due when the first shipment of essential oils is purchased and paid for) the staff were permitted to use RUGOFARM land for the production of food crops. Recently RUGOFARM has decided it will produce White Sorghum under contract with BRARUDI on 100 ha of their land and has told their staff they may no longer exploit the land.

Hearing of the strike 35 of 64 potential outgrowers in the 2 associations interested by the activity decided to desist because of concerns that RUGOFARM will not be able to honor its financial commitments or provide the necessary agricultural inputs for the operation, given that they are already highly indebted to their staff. In the end outgrower contracts were signed with only 29 farmers (45%).

Further, we learned from Banking Sector Representatives that Mr. Stanislas HABONIMANA, who is RUGOFARM's Managing Director's father and the official promoter of Patchouli and essential oils in Burundi, and who is considered to be the absentee owner of RUGOFARM, is on a black list of non-eligible clients) with the banking sector because of his many outstanding and unpaid debts.

We are concerned that if RUGOFARM in unable to meet its commitments with the farmer outgrowers, BAP's reputation may be tarnished. Further, as the only processor in-country of essential oils and Patchouli, if RUGOFARM does not purchase the Patchouli, there is no alternative market other than

Rwanda. It may be necessary for BAP to hedge its bets by opening a line of communication with the Patchouli processor in Rwanda to assess his capacity to purchase any un-bought supply at harvest.

5. **Identification of production sites for organic Apple Bananas (DME)**

The first production site was identified on 1 September. It is 4 ha of irrigable sloped land located at an altitude of 1113 meters, 9 km from Bujumbura on RN #1 (Bujumbura-Bugarama). It is located at Muberure Colline in the Commune of Isale, in the Province of Bujumbura Rural. It is owned by M. Dieudonne Gahungu. Apple Bananas will be grown on 0.5 ha under contract with DME.

The second production site belongs to Patrice Faye. It is 0,5 ha located in Ngagara Commune of Bujumbura Mairie at an altitude of 770 meters. Previously dedicated to the production of Dracaena cuttings for export, it is irrigable.

6. **Preparation and Defense of 2 grant dossiers (ATB and FRUITO) before BAP's Grant Committee**

BAP's Horticulture Value Chain Leader, together with the Grants Manager spent an inordinate amount of time this quarter collaborating with clients to prepare their projects for submission to the grants committee. Originally designed as In-Kind Grants, the dossiers were re-configured as Fixed Obligation Grants and the action plans re-tooled to actualize the implementation calendar.

The two dossiers which were submitted for review and eventually approved for small grants financing required our team to provide technical assistance to the enterprises in action plan development, cash flow and profitability analyses as well as in sensitivity analysis for the projects with and without external "credit" financing.

It was interesting to note that both companies lacked certain financial and administrative data which had to be reconstituted and further assistance in future business plan development is recommended. There was a certain lack of transparency noted in business operations and procedures and there needs to be assistance in a visioning exercise designed to assist the companies in determining strategies for long term profitability, reinvestment, capital investment, relation building with outgrowers, and overall sustainability without continuing to seek bilateral and multi-lateral donor subsidies.

7. **Identification of Associations to be assisted in PY 3**

From September 28th to 0ctober 1st Mr Luis Flores and Jean-Baptiste Ndayizeye had a trip in the target provinces to identify the associations to be supported in year 3 as mentioned in the following table:

Date	Province	Commune	Organization	Members		Product category
				Male	Female	
28.09.09	Buja Rural	Mutimbuzi	Michel CIMPAYE Gilbert BAGEZEMPORE			Tomatoes and other solanaceas
		Mutimbuzi	Ass. TWIVUNUMUSASE TUDUZIKIVI	5	21	Tomatoes and other solanaceas
		Isale	Lazare NZOMARARUMWE	21	9	Tomatoes and other solanaceas, passion fruit, tree tomato, green peas, amaranthus, onions, avocadoes, papaya
	Mwaro	Gisozi	Ass. ABAVUDUKANAKIVI	16	17	Passion fruit, tree tomatoes
29.09.09	Bubanza	Musigati	Ass. VYUKAKARE	1	15	Pineapples
		Gihanga	ACEPE	5	10	Eggplants and other solanaceas, onions
	Cibitoke	Buganda	Ass. DUFASHANYE	0	15	Solanaceas, onions, cucurbits
30.09.09	Muramvya	Muramvya	Confiturerie de Bugarama	24	8	Preserves, jams of strawberry, tree tomato, gooseberries
		Muramvya	VECO	250	316	Temperate weather veggies, flowers, tree tomato, passion fruit
		Bukeye	Ass. Tugwize imboga	23	20	Highland produce commercialization/flowers
	Kayanza	Matongo	TRANJUMA- AKARENZO	26	1	Passion fruit
01.10.09	Kirundo	Busoni	Ass. TWITEZIMBERE	10	11	Onions, cabbages, tomatoes

Considering the low level of progress of activities in year 2 work plan because we have identified and worked with the most advanced farmers, we need now to work with the middle portion of the value chain which includes farmers' organizations, women entrepreneurial groups who are currently supplying the local market with little technical knowledge and without market-led support. The organizations in this table represent that middle portion where BAP-HORT will develop several activities as summarized ahead.

Cross cutting activities have been planned through ADCs like:

- *Increasing volumes through improved irrigation know-how:*

  Best practices for artisan well construction and management;

  Pumping alternatives (pedal pump and gas pump depending on production area/plot size)

- *Improving quality through food safety training*

  Good agricultural practices

Good Manufacturing practices

- *Improving quality and volumes while protecting the environment*

Integrated Pest Management

Soil conservation practices

Utilization of organic fertilizers

8. Strategic Review and Visioning for PY 3, 4 & 5 activities under BAP

In brief, the program proposed builds on the progress achieved during Year 2 and focuses on small farmer organizations located in most of Burundi's regions. Farmer organizations' interest in expanding market access within and outside Burundi will be improved through training on production, quality and safety assurance practices that have worked well in similar horticulture developing conditions.

While the progress achieved with the larger horticultural companies during Year 2 was slower than expected, strengthening these companies' capacities to market the production of outgrowers continues to be important to the horticulture value chain development approach this year. At the same time, the production capacity of small-scale farmers will be supported in order to generate the volume and quality that local and regional companies can take to urban markets. Higher levels of production may have a short-term impact on local market prices; nonetheless, the aim is to generate enough supply to sort the quality and shelf life Ugandan and Rwandan wholesalers need to buy. It is also expected that an increased affluence of outside wholesalers from nearby countries will have a positive effect on the local wholesalers to act more swiftly in organizing outgrower schemes.

Year 3 will concentrate on three major components:

- ✓ **Supply Side Activities:** This activities will address farmer organizations' and individual companies specific know-how gaps in the production of crops that serve a dual purpose both as household income generators and key ingredients in the daily diet of Burundians. This component will draw heavily on the experience of the BAP team abroad through the use of different training methodologies and the cooperation of the Agents of Community Development (ACDs) in every region as the major interface with farmer associations. This component will also make available small grants to upgrade production and packing facilities that can have an impact on the farmers' market access performance.
- ✓ **Demand Side Activities:** Building on the work done with the most advanced horticultural companies during Year 2, this component will concentrate on strengthening the capacity of grower associations to form preferred supplier networks targeting domestic and regional buyers. Key efforts will be concentrated on improving quality sorting and packaging capacity of major crops such as tomatoes, onions, peppers and eggplants, while gradually introducing improved product handling practices. The adaptation of processed products to different markets will also be targeted under this component. Demand side activities will be crucial to engage

target small farmer associations into mutually-beneficial value-chain arrangements with downstream links such as the most advanced horticultural companies identified in Year 2 and buyers from nearby countries. A small grant mechanism will also address market access bottlenecks as they are identified and evaluated by BAP.

- ✓ **Cross-Cutting Activities:** This component will target support activities that cut across supply and demand side actions. Standardized training programs that address best production and manufacturing practices as well as environmentally-friendly production practices fall under this component. By increasing awareness and delivering training programs on internationally required market practices BAP will contribute to the export preparedness of local farmers. In the mean time, products destined to the local market will be improved, benefiting domestic consumers. Cross-cutting activities will emphasize gender inclusiveness with particular attention to favoring the participation of female-led households in a variety of training and grant-supported activities.

In years four and five we foresee a strengthening of business relationships between exporters and this "missing middle" and a replication to scale of successes engendered through Program Assistance to Horticulture.

9. Adaptation of the original BAP Horticulture Strategy Document to include more clients

Refer to discussions under points 7 and 8 above.

Challenges, this quarter

Most of the activities which were planned for the fourth quarter could not be achieved for the following reasons:

1. Choice of the target companies: We started with what we thought were the most active firms in the horticultural sector, but even these most visible firms performed slowly, have shown risk aversion to increasing investments and expect a higher share of support from BAP.

2. Lack of availability of inputs: The delay in getting information for input procurement and the immediate availability of some seed and seedling material also blocked further progress during this quarter

3. Slow response to work all necessary documents for the grant proposals: The delay in providing documents requested by the grant manual was a major drag. The experience has been good, however, to understand where companies have the hardest time furnishing documents and necessary data for the grant's committee to expedite requests.

This delay has motivated a change of strategy which will consist on focusing on the middle portion of the value chain (farmer organizations as outlined before) and closer follow up to the selected companies during this year.

Cross Cutting Activities

Micro-Enterprise and Gender

Introduction

The start of the quarter saw the assignment of our newly recruited/trained field agents to their sites in the 10 provinces of our intervention zone. The ADC spent their first month orienting themselves to their communities and in introductory meetings with key partners in their respective zones, including provincial authorities, the SOGESTAL, DPAE, and other implementing partners and development project staff.

Following these introductions they began to inventory associations, cooperatives, farmer's organizations and women's associations in their respective zones. The paper trail on the associations at the Provincial level is proving to be quite thin and relatively unverified, so the ADC have invited the associations to a series of mutual information meetings to learn more about them and to share with them the goals and objectives of BAP.

Principle activities in this area during the quarter included:

- Training sessions for farmer leaders facilitated by the ADC
- Training sessions by the farmer leaders at the hillside and sub-hillside level
- Monitoring visits to ADC
- Identification of Women's Development Associations in the Project Zone
- Identification of Training needs of Women Leaders and Entrepreneurs
- Development of a training program to begin meeting the above identified needs
- Training of women leaders

Discussion of Q4 Activities

Training Sessions for Farmer Leaders Facilitated by ADC

This quarter there are two different situations to present, and two thematic components to the training being offered. First there is the situation of the existing (old) ADC who had their intervention zones re-dimensioned but continued to provide assistance in their intervention zones. Then there is the situation of the newly recruited ADC, several of whom found themselves assigned to zones where the Program had on-going assistance which needed to be continued, others of whom were beginning their assistance in virgin territory. We note that even the "old" ADC find themselves intervening with new partners and

undertaking assistance to partners in new technical areas. In addition to identifying and detailing the existence of associations and cooperatives, capacity reinforcement was offered for both agronomic themes as well as for those which may be classified as organizational or enterprise development themes.

Agronomic Themes

Theme	# Sessions	Men	Women	Total	SOGESTALS/CWS
Role of the coffee farmer in producing specialty coffee	1	10	6	16	1 CWS in Kirundo Muyinga
Pruning	9	277	42	319	2 CWS in Kirundo-Muyinga 3 CWS in Kayanza 4 CWS in Ngozi
Use of Mineral Fertilizer	2	45	19	64	2 CWS in Kirundo-Muyinga
Choice of land for coffee plantations and setting up nurseries	4	120	41	161	4 CWS in Kirundo Muyinga
Mulching and weeding	2	67	11	78	2 CWS in Kayanza
Pest Control	2	54	13	67	2 CWS in Ngozi
Thinning	1	31	4	35	1 CWS in Ngozi
TOTAL	21	604	136	740	3 SOGESTAL (4 Provinces) and 13 CWS

An average of 35 participants per session attended agronomic training sessions facilitated by ADC at pilot washing stations during this reporting period. More agronomic sessions were offered in the SOGSTAL Kirundo-Muyinga, than in the other two SOGESTAL. The SOGESTAL of Kayanza offered the least number of agronomic sessions during this period. The most subscribed sessions were pruning (9) and choosing land and setting up nurseries for coffee replanting (4), but in terms of average participation the themes which generated the most interest were Choice of Land and Nursery preparation for Coffee Replanting (40.25 pp/s), Mulching and Weeding (39 pp/s), pruning (35.4 pp/s), thinning (35 pp/s) and pest control (33.5 pp/s). Women's participation at these sessions averaged 6.5/session. Themes which appear to have held the most interest for women are: Choice of Land and Nursery Preparation for

replanting coffee (10.25 pp/s), followed by Use of Mineral Fertilizer (9.5 pp/s), pest control (6.5 pp/s), the Role of Farmers in producing specialty coffee (6 pp/s) and Pest Control with 5.5 pp/session.

Association/Cooperative Enterprise Development

Theme	# Sessions	Men	Women	Total	SOGESTAL/CWS
Organization of Development Associations	4	99	18	117	1 CWS Sogestal Kayanza 3 CWS Sogestal Kirimiro
Roles and Responsibilities of Association Management Structures and elected posts	3	96	13	109	1 CWS in Kirundo-Muyinga 2 CWS in Sogestal Ngozi
Conception of Statutes	1	54	15	69	1 CWS in Sogestal Ngozi
Legalization of the Association	4	113	14	127	4 CWS in Sogestal Ngozi
SWOT Analysis	1	16	13	29	1 CWS in Kirundo-Muyinga
Planning/Conception of Development Projects- Revenue Generating Activities	34	412	103	515	5 CWS in Kirimiro 4 CWS in Kirundo-Muyinga 2 CWS in Sogestal Kayanza 4 CWS in Sogestal Ngozi
Managing Capital Assets	2	65	3	68	2 CWS in Sogestal Ngozi
Predicting Annual Operations Costs	3	103	15	118	3 CWS in Sogestal Ngozi
Projected Revenue Analysis	3	86	18	104	3 CWS in Sogestal Ngozi
Cash Flow Analysis	1	24	7	31	1 CWS in Sogestal Ngozi
TOTAL	56	1068	219	1287	4 SOGESTAL (6 Provinces) 18 CWS

More emphasis during this reporting period was placed on Producer Association/Cooperative Business Enterprise Development. A total of 10 themes were offered to farmer leaders by ADC at 18 pilot washing stations in 6 provinces of four SOGESTAL. A total of 1287 people attended the 56 sessions, an average of 23 participants/session; of these 83% were men. The most widely facilitated module was the planning and conception of Revenue Generating Activities. Fifteen of 18 CWS (83%) received this theme during the current reporting period. Thirty four sessions were held on this topic (an average of 2.27 sessions per CWS).

The most subscribed themes (those having the highest average participation) were: Conception of Statutes (69 pp), predicting annual operations costs (39.33 pp), Roles and Responsibilities of Association Management Structures and Elected Posts (36.33 pp), Projected Revenue Analysis (34.7 pp) and Managing Capital Assets (34 pp). One reason average participation was low for the module on income generating activity planning is that the ADC after holding larger group sessions to decide on priorities worked with smaller breakout groups to complete the details.

Men's participation mirrored overall participation, in terms of themes which garnered their interest. Women, however, participated on average most heavily in: the conception of legal statutes for the association (15 pp/s), SWOT analysis of their associations (13 pp/s), Cash Flow Analysis (7 pp/s), Projected Revenue Analysis (6 pp/s), and Projected Revenue Analysis (5 pp/s). It should be noted that the first two themes are integrally linked to the governance of their associations and receiving legal recognition while the last three are skills needed for the economic analysis of proposed revenue generating activities (AGR), either for inclusion in the feasibility study or as part of a grant/loan dossier for leveraging outside funds to implement their AGR.

We note that facilitation in this area was most intense in the province of Ngozi where 70% of the themes were developed with organizations associated with at least one pilot washing station.

Synthesis of Cascading Training Sessions Offered by Lead Farmers on Hillsides (July-Sept 2009)

During this reporting period 11 themes were developed by lead farmers on the hillsides surrounding 7 washing stations for which data are available in four provinces (Kayanza, Kirundo, Muyinga and Ngozi) A total of 164 sessions were facilitated on 142 sub-hillsides of 138 hillsides. The greatest intensity of these sessions occurred in Kirundo Muyinga. The most popular themes (see Table) were:

- Mulching (56 sessions on 49 hillsides and sub hillsides),
- Pruning, Weeding and Thinning (49 sessions held on 40 sub hillsides on 37 hillsides),
- Nursery Management and the Replanting of Coffee (17 sessions for 16 sub-hillsides on 15 hills) and
- Fertilization (Mineral and Organic) (14 sessions on 10 sub-hillsides of 10 hills),

General Synthesis number of cascading training sessions offered by lead farmers July-Sept 2009

	SOGESTAL KIRUNDO-MUYINGA			SOGESTAL NGOZI			SOGESTAL KAYANZA			**Total general**		
Themes	#seances	# sous collines	# collines	#seances	# sous collines	# collines	#seances	# sous collines	# collines	**#seances**	**# sous colline**	**# collines**
Pest Management for Coffee	4	4	4	2	2	2	0	0	0	**6**	**6**	**6**
Mulching	38	37	37	16	10	10	2	2	2	**56**	**49**	**49**
Pruning, Weeding and Thinning	28	25	25	20	14	11	1	1	1	**49**	**40**	**37**
Pesticide Application	3	3	3	3	3	3	0	0	0	**6**	**6**	**6**
Fertilization (mineral and organic)	13	9	9	0	0	0	1	1	1	**14**	**10**	**10**
Structuring and Managing Producer Orgs.	2	2	2	1	1	1	2	2	2	**5**	**5**	**5**
Mono-cropping coffee	1	1	1	1	1	1	0	0	0	**2**	**2**	**2**
Nursery Management and Replanting of Coffee	9	8	8	8	8	7	0	0	0	**17**	**16**	**15**
Producing Specialty Coffee	6	5	5	1	1	1	0	0	0	**7**	**6**	**6**
Harvesting Ripe, High Quality Cherry	0	0	0	0	0	0	0	0	0	**0**	**0**	**0**
Design of Action Plans for Development Projects	2	2	2	0	0	0	0	0	0	**2**	**2**	**2**
Total										**164**	**142**	**138**

A total of 5590 farmers participated in these sessions, an average of 34.1/session. Men represented, on average 63% of participants, averaging 21.4 pp/session. Women averaged a participation of 37% , in line with the dynamic we've seen in previous quarters, averaging 12.& participants per training session.

General Synthesis of participants in cascading training offered by farmer leaders July-Sept 2009

	SOGESTAL KIRUNDO-MUYINGA			SOGESTAL NGOZI			SOGESTAL KAYANZA			Total general		
Themes	Hommes	Femmes	Total	Hommes	Femmes	Total	Hommes	Femmes	Total	**Hommes**	**Femmes**	**Total**
Pest Management for Coffee	55	51	106	33	22	55	0	0	0	**88**	**73**	**161**
Mulching	714	475	1189	384	162	546	56	40	96	**1154**	**677**	**1831**
Pruning, Weeding and Thinning	679	481	1160	430	213	643	17	9	26	**1126**	**703**	**1829**
Pesticide Application	53	60	113	117	25	142	0	0	0	**170**	**85**	**255**
Fertilization (mineral and organic)	247	125	372	0	0	0	30	8	38	**277**	**133**	**410**
Structuring and Managing Producer Orgs.	22	17	39	63	0	63	56	40	96	**141**	**57**	**198**
Mono-cropping coffee	15	22	37	6	7	13	0	0	0	**21**	**29**	**50**
Nursery Management and Replanting of Coffee	208	164	372	151	86	237	0	0	0	**359**	**250**	**609**
Producing Specialty Coffee	91	57	148	63	0	63	0	0	0	**154**	**57**	**211**
Harvesting Ripe, High Quality Cherry	0	0	0	0	0	0	0	0	0	**0**	**0**	**0**
Design of Action Plans for Development Projects	24	12	36	0	0	0	0	0	0	**24**	**12**	**36**
Total										**3514**	**2076**	**5590**

Overall average participation was greatest at the following sessions:

1. Fertilization (41 pp/s)
2. Structuring and Managing Producer Organizations (39.6 pp/s)
3. Pruning, Weeding and Thinning (37.3 pp/s)
4. Nursery Management and the Replanting of Coffee (35.8 pp/s) and
5. Mulching (33.9 pp/s).

Themes which attracted the greatest male average participation were: pesticide application (28.3 pp/s), followed by the structuring and management of the Producer Organizations (28.2 pp/s), Pruning, Weeding and Thinning (23 pp/s), producing specialty coffee (22 pp/s) and Nursery Management and the replanting of coffee (21.1 pp/s).

Women, on the other hand, exhibited higher participation when the theme being developed was technical and agronomically related. Themes with the greatest average female participation were: Nursery Management and the Replanting of Coffee (14.7 pp/s), Mono-cropping coffee (14.5 pp/s), Pruning, Weeding and Thinning (14.3 pp/s) and Pesticide Application (14.2 pp/s).

Monitoring ADC

After the ADC had spent 3 weeks in the field getting oriented to their new zones, BAP's MSME Specialist began making a series of field trips to ensure they were well integrated in their respective zones and that they had begun the actual work for which they were hired. These visits also permitted an assessment of each ADC's animation techniques and served to assist in reinforcing weaknesses noted. BAP has divided its Zone into three areas: 1) Cibatoke, Bubanza, Bujumbura Rural; 2) Muramvya, Gitega, Mwaro, Bururi and 3) Kayanza, Ngozi, Kirundo, Muyinga. Topics covered during these visits included:

- Presentation of BAP and its activities

- Presentation of the structure, functioning, and activities previously undertaken by Associations present at the meetings
- Creation and Organization of Development oriented Producer Associations
- Identification of Women's Organizations
- Visits to at least 2 associations per site to verify their existence and operationality.

Cibatoke

The meeting was held at Mugina with participation of 21 associations. Potential economic activities include the production and marketing of tomatoes, rice, onions, eggplant and pineapple. One association produces baskets, another embroiders cloth. Goat raising in the zone is more developed than that of large ruminants. Principal constraints in the commune are: lack of agricultural inputs, particularly improved seed, fertilizer and phytosanitary products, a lack of small scale irrigation equipment, markets for local products, low disposable income and a high land pressure.

Mwaro

This meeting took place in Muyebe in the Zone of Gatwe. 10 Associations were present. Principal activities are the production and marketing of beans, cassava and potatoes. There is no large animal husbandry in the zone, but two associations are waiting for improved race cattle to be delivered by PRASAB. The Associative movement is weak in this zone, however, all 10 associations have bank accounts at the local COOPEC, but have not yet leveraged these accounts to extend credit to their members. The zone is ripe for beekeeping activities and participants requested that modern hives (KTBH) be made available to them with the proper protective clothing so as to preserve the colonies during harvest and to increase production.

Bujumbura Rural

The meeting was held in MUTIMBUZI. 20 associations were represented, as were eight other individuals, non-members of associations. Principal production/marketing activities include tomatoes, rice, onions, green pepper and cassava. Small ruminants (goats) are more prevalent than cattle. Horticulture is favored in this zone because of its proximity to irrigable land and the availability of land for exploitation. Several of the associations rent land from to SAVONOR for the production of oil palm. Principal agronomic constraints include: poor market opportunities for local tomatoes, tomatoes which do not store or travel well, difficulty in accessing improved seed, fertilizer, phytosanitary equipment and small scale irrigation equipment.

Kirundo

The meeting attended was facilitated for 50 associations in the commune of Busoni, the zone of Nyagisozi. Of the 71 participants, 20 were women. Principal agronomic potentials in the zone include

production of tomatoes, onion, sugar cane, pineapples, beekeeping and fresh water fishing. Constraints noted are: reinforcement of agronomic and enterprise capacities, grants for small scale irrigation equipment, phytosanitary products, assistance in organizing and managing transparently, producer organizations. Other development partners in the zone include Agro-Action Allemande, and the Belgian Technical Cooperation. The ADC has already contacted both these organizations so that agents may better plan and leverage the assistance being offered to the population.

Muyinga

Forty five associations, including 12 women's associations participated in this session, held at the offices of the DPAE. Priority activities for these associations include the production and marketing of: beans, sorghum , cassava, pineapples, beekeeping, embroidery and basket weaving. Three associations were visited, two artisans associations and one that is producing high quality animal feed concentrates. The women's embroidery association pays someone to design their patterns and hire tailors to do their sewing as they have no machines. Principal constraints noted were: poor market opportunities for pineapple and basketry products, lack of sewing machines, scissors and high quality cloth, and improved modern KTBH bee hives.

Ngozi

This meeting occurred at the Coffee Washing Station of Murambi. Present were representatives of 17 associations, 7 of which billed themselves as "women's" associations. Principal activities in the zone are coffee production, potato, cassava, bean and pineapple production and marketing, sewing embroidery and basketry. Several associations were established to provide mutual support (*entraide*) while others assist more vulnerable populations in the region- orphans and the handicapped. A visit was made to the association Jeho Kuki in Ngozi which produces spaghetti, biscuits, beignets and does basketry. In the zone exists also a large Cooperative Union having 176 association members representing 6,786 members from 29 hillsides. Ninety- two association leaders are women. The Union has access to 92 ha of land to which 65 have been planted to pineapples, avocado, guava and macadamia nuts. The major constraint perceived by the union is the lack of a market for their produce and insufficient irrigation equipment. A juice factory and canning facility for the Pineapple should be considered, as should processing equipment for the avocado.

Kayanza

Two meetings were attended, one in Kayanza and the other at the CWS of Kiryama in the Commune of Matongo. In Kayanza 21 associations, including 10 women's associations were present. In Kiriyama 75 associations attended, 65 of which designaed themselves as women's associations. The associations principally produce and market beans and cassava. The associations were created during the crisis to facilitate the distribution of food and have retained, to date, their humanitarian assistance, hand-out,

mentality. Several of the associations have collective petty cash boxes to help members in need, but the associations lack confidence in microfinance institutions like the COOPEC or UCODE. We note, however, that neither of these organizations has approached the associations to explain funds mobilization, savings and credit.

Muramvya

Twenty seven participants representing nine associations attended this meeting. The majority produce food for auto-consumption with the excess being sold on the local market. Principal crops include cassava, beans, maize, potatoes and local vegetables. Most of the associations are small and appear to still be waiting for (Humanitarian) assistance to come to them.

Gitega

The meeting was facilitated in the commune of Bukirasazi. Eight Associations were represented by 16 participants. Though small in number and size the associations of this commune are particularly dynamic. They produce, process and market horticultural products, including honey and jam. They have received assistance from CNTA, and produce beignets, flour and breads. A portion of their flour is sweet potato flour. The juice making capacity of the association AGAHIMBARE is currently been suspended (for appx 5 months) because they lack bottle caps. A second association TURWIZUMWIMBU has a plantation of bananas, Japanese prunes and passion fruit. The association request Technical assistance for the production of the prunes and passion fruit.

Bubanza

Visit to the Commune of Gihanga. Forty six associations attended the meeting, held in the local youth center. These associations produce and market rice, tomatoes, onions, eggplant, green peppers and lenga lenga (a local spinach). These associations have many solidarity caisses and lend money on a rotating basis to their members. A small percentage of the associations have accounts with the CECM (*Caisse d'Epargne et Credit Mutuelle*). Major problems noted include products for the phytosanitary treatment of tomatoes, small scale irrigation equipment, a market for tomatoes and conservation of ripe tomatoes.

General Impressions following the visits

- Most associations were created in the context of humanitarian assistance by outside donors and NGO and have not yet been able to make the transformation to an economic development mindset.
- Most of the associations have rudimentary knowledge of business practices and management tools

- All associations have a cash flow problem
- Access to credit is difficult, even for associations with savings at their local MFI
- There are no consistent data available in Burundi concerning artisanal production. Throughout this quarter the ADC worked to document and verify the existence of active associations.
- The principle activities of associations appear to be production and marketing on speculation of staple food crops and vegetables. Some sewing, embroidery and basketry was present, as was traditional beekeeping.

Identification of Women's Associations

This activity continued throughout this quarter. A total of 48 Women's associations were identified, initial contact was made and a diagnostic of their organizations begun. This activity will be continued during the first quarter of PY 3.

Identification of Training Needs for Women Leaders and Entrepreneurs

Two tertiary women's organizations distinguish themselves in Burundi. These are The Association of Women Entrepreneurs of Burundi (AFAB) and The Confederation of Agricultural Producer Associations for Development (CAPAD). Both represent a significant number of women entrepreneurs and producer's associations. For instance CAPAD claims to have as members, 31 women's associations in Bujumbura Rural, Muramvya and Ngozi that produce fruits and vegetables. The viability of this claim will be verified by the ADC in each respective province. BAP met with these two organizations during this reporting period to identify capacity reinforcement and Technical Assistance priorities of their respective memberships.

For AFAB the critical needs identified were:

- Market Studies for artisanal goods
- English Language Classes to facilitate a better integration in the East African Community
- Technical assistance in creating and managing enterprises
- Technical Assistance in developing bankable loan requests
- Sponsoring of participation in international fairs
- Assistance in organizing a Burundi Trade Fair
- Assistance in developing at least 20 business plans in collaboration with AFAB members

For CAPAD priority assistance was requested in:

- English/Swahili Language Classes for women leaders of producer associations to facilitate a better integration in the East African Community and to promote more active participation during regional meetings and fora.
- Understanding of East African Norms and Standards to better integrate the EAC with products which are competitive.

Capacity Reinforcement Offered to AFAB and CAPAD

During this reporting period BAP coordinated English Language Training for 22 candidates, 14 from AFAB and eight from CAPAD. Five groups were established after testing the language capacity of each participant. Each training level is divided into two modules, each requiring 40 hours of coursework. By the end of September all 22 candidates had begun their training, six students at the debutante level had already completed their first module of 40 hours. We note that BAP cost shared both with the participants and their sponsoring organizations for this training basically because training adds value, and participant who pay for their training are likely to be more engaged than those for whom training is provided gratis.

A Second Training session with three modules: a) Creation, Organization and Management of Associations; b) Project Planning and c) Business plan development was facilitated by BAP. Forty women were registered by their respective organizations to participate, but only 24 actually participated on a regular basis during the five day session. In addition to cost share similar to that noted above, BAP also charged the sponsoring agencies for the additional expenses and opportunity cost of having less than the registered number of participants.

Principle Activities Planned in Q1 of PY 3

- Finalize the identification of Associations and Micro-Enterprises destined for assistance in PY 3
- Finalize the Program of Technical Assistance and Capacity Reinforcement for Women Leaders, Women's Associations and Women Entrepreneurs
- Develop an approach for the training of women artisans and the promotion of their goods
- Technical Assistance in the development of grant/loan request documents from women entrepreneurs and associations

Grants and Financial Intermediation

Introduction

Following USAID acceptance of BAPs Small Grants Manual at the end of June 2009, activities in this component intensified during this reporting period. There were field visits with 53 cooperatives and associations in six provinces where BAP intervenes, meetings with Inter Bank concerning the DCA portfolio, Preparation of an RFP for competitive grant submissions, technical assistance in the preparation, economic projection, submission and analysis of four grant dossiers from horticulture sector operators, co-facilitation of workshops for women entrepreneurs, and the organization of a seminar for banking, micro-finance and government partners on examining constraints to lending to the agricultural sector.

Discussion of Q4 Activities

Field Visits to the Project Zone

The first set of field visits were made to coffee associations and cooperatives associated with pilot washing stations in Kayanza, Ngozi and Muyinga. A total of 127 representatives, including 16 women of eight cooperatives participated in these meetings.

Principal activities of interest to participants in these provinces include:

- Construction and Operation of Mini-Washing Stations
- Provision of potable water to communities in proximity to the CWS
- Marketing of agricultural material and inputs
- Water harvesting
- Construction of coffee collection centers
- Construction of a cooperative Office
- Purchase and Operation of a Rice De-huller
- Modern Animal Husbandry
- Increasing the productivity of coffee plantations
- Marketing of excess agricultural production

The second set of field visits was made to the provinces of Cibatoke, Bubanza and Bujumbura Rural. A total of 157 representatives, including 123 women, representing 47 associations participated.

Principle activities being planned in these provinces include:

- Production of Sorghum, Soy and Maize to produce flour for local markets
- Production and marketing of vegetables
- Modern Animal Husbandry- Cattle and Pigs
- Soap making
- Improved production of quality coffee
- Collection Centers and Mini Washing Stations for Coffee
- Marketing of Agricultural inputs and equipment
- Modern Beekeeping
- Intensified Poultry Raising
- Production, processing and marketing of sunflower oil
- Sales point for veterinary supplies and setting up of a mini-dairy facility

As a resource person to the ADC in his area of specialty, BAPs Grants and Intermediation Specialist offered them technical assistance in the preparation of projects and business plans.

The sessions provided more detailed information about the cooperatives, their development priorities and the evolution of their action plans. It was recommended that all the associations and cooperatives discuss their development priorities in general assembly sessions, choose their projects and begin developing feasibility studies for those which are of interest to feed into their overall business plans. The grant/credit requests are being developed with collaboration by the ADC.

Development Credit Authority

Interbank proposed four dossiers to be covered under the DCA. Three were judged acceptable, but the fourth was rejected. A complexity arose when it turned out that two of these dossiers had been financed before the DCA came on-line. After verifying with Washington and ensuring the loans were in good stead and retained the proper level of guarantee it was decided they could be “grandfathered in” for coverage under the DCA. To do this the initial loans had to be closed out and new loan dossiers opened as of the effective date for the DCA. Further, one dossier had two separate financing lines grouped together, one of which was close to the authorized ceiling, and both, together surpassing the ceiling. It was explained to Interbank that we could only cover a portion of the loan up to the ceiling amount and that the other part of the line was at their assumed risk. Multiple meetings, consultations and exchanges of letters were necessary before the three dossiers were accepted. The meetings with Interbank Staff as well as Interbank’s participation in the seminar on agricultural risk are all considered part of the technical capacity building BAP is offering under the aegis of the DCA.

The three dossiers total approximately $552,000 USD. The largest, (369 million FBU or appx $300,000 USD) given to IAB, is for the acquisition of equipment for a dairy and fruit juice (NATURA) manufacturing

plant. Reimbursement is expected over 5 years. The second (289.3 million FBU or appx $235,203 USD) to the SOGESTAL of Ngozi is for the construction of three coffee washing stations. Reimbursement is over 5 years. The Third to M. Manwanga Joseph is for 20 million FBU, appx $16,260 USD, for exploitation of a 20 ha rice plantation. Reimbursement is expected over 2 years. The interest rates vary from 15.5 % (IAB) to 17% (Manwaga) per year.

Preparation and Diffusion of a Competitive Request for Grant Proposals Document

In reaction to this RFP, BAP has already received 11 grant requests for amounts varying from 4.8 million FBU to 18.5 million FBU. All of the dossiers are under review currently by BAPS Grants Specialist who is working with the project promoters and ADC to complete missing information and documentation prior to submitting the requests to the Grants Committee for analysis.

Analysis of Grant Request Documents

As mentioned in the section on the horticulture value chain, BAPs Grants and Financial Intermediation Specialist has been collaborating with the Horticulture Specialist and Horticulture Sector Promoters in offering Technical Assistance for economic and cash flow analyses and support in piecing together the required documentation for submission to the grants committee for review.

By the end of the quarter 2 fixed objective grants had been approved. One to Agro-Trading Business (ATB) in the amount of $8720 USD for the diversification of production and testing of regional marketing channels for Solanacae. The second to Fruito has been approved in the amount of $9950 USD for the production and diffusion of grafted passion fruit, resistant to Phytophora.

Facilitation of Business Skills Training for Women Entrepreneurs

As mentioned in an earlier section the Specialist in grants and financial intermediation collaborated with BAPs Micro-Enterprise and Gender Specialist to facilitate training in preparation of loan requests and business plans. Twenty four women members of either AFAB or CAPAD attended these sessions

Organization/Facilitation of a Seminar Examining Constraints to Lending to Burundi's Agricultural Sector

Twenty three participants including 13 representatives from commercial banks and micro-finance institutions participated in this day -long seminar. Two presentations were made, the first on the constraints to agricultural sector lending and the second on perspectives for lending to the agricultural sector. Participation was active and the discussion of the themes was passionate and dynamic. In the afternoon three breakout groups were organized to examine the following three questions:

1. How do Financial Sector Services need to be adapted to better meet the needs of Burundi's Agricultural Sector?
2. What are the partnerships necessary to advance agricultural sector lending in Burundi?
3. What are the principle risks to agricultural sector lending and what are the strategies suggested in order to mitigate these risks?

The first breakout group came to the following conclusions:

- Credit for agricultural lending is inaccessible because of the ignorance of potential rural clients and the lack of proximity to banks and MFI. The systems in place favor larger borrowers with formal guarantees, collectors and processors rather than producers
- Credit ceilings at MFI are low and the effective interest rates are very high
- The time allocated for reimbursement of loans from MFI is short because they lack adequate capital resources and must keep their money revolving
- Interest rates are high but still are lower than those charged by informal sector money lenders
- The banking system requires physical guarantees which agricultural producers do not have available to them
- Potential clients have extremely constrained revenue streams and women are often entirely excluded from access to the banking system
- Banks do not offer proximity services to their clients nor have the human resources available to train potential clients and monitor loans. MFI attempt to reinforce client capacity but they too lack proximity and sufficient resources to handle other than drop in clients.
- Solutions to the current situation include:
    - having development projects in proximity providing on-going technical assistance and capacity reinforcement to associations and assisting in developing relationships of confidence between credible, dynamic potential borrowers and interested financial institutions
    - Banks need to have trained personnel in decentralized agencies with the capacity to analyze agricultural sector needs, develop appropriate products and perform risk analysis on non-traditional agricultural sector loan submissions
    - Create a specific liquid loan guarantee fund so banks and MFI can loan to agro-industry

The Second break out group came to the following conclusions:

- Burundi's rural population in general and the agricultural sector in general are poorly financed
- Financing is made available for the acquisition of durable equipment or when there is an implication of the State in providing fiduciary guarantees
- Revolving funds for operations have been made available in the past.
- Commercial banks seek to finance short cycle agricultural activities and tend to focus on immediate profits rather than longer term gain.
- MFI evolving in the rural sector have multiple difficulties: the profitability of agricultural activities in quite variable; the delays requested for reimbursement are long; effective interest rates (interest rates plus fees plus blocked, non remunerated monies) are high; there are few physical guarantees available; IMF do not have access to credit lines from the Central Bank
- It is important that the GOB leverage funds from the donor community and remit them to Financial Institutions at affordable interest rates
- Promote technologies which can have a substantial impact on agricultural sector productivity
- Promote the organization of rural communities so there are viable associations and cooperatives capable of receiving loans and facilitating access to their members
- Burundi needs an Agricultural Development Bank

The third break out group identified the following risks and strategies to mitigate risk.

<u>Risk</u>

1. The profitability of the sector is not proven

   Strategies:

   - Prioritize institutional assistance, ie: technical assistance, proximity monitoring, training
   - NGO and Development Programs should assist in constituting loan requests

2. Instability of Market Prices

   - Stagger planting to prolog the production season
   - Emphasize the development of appropriate small scale irrigation systems
   - GOB should implement a stabilization fund or stocks in reserve like they have for coffee

3. Seasonality of Production

    - Diversify production to diversify revenue streams
    - Guarantee funds set up by the GOB
    - Defer payments without financial prejudice on agricultural loans

4. Lack of transparency/competence in the management of the project

    - Assist Farmer Associations to receive Legal recognition and establish a coherent legal framework for them to operate within

5. Potential Natural Disasters

    - Institute a system of crop/market insurance or a natural disaster guarantee fund

6. Market Speculation

    - Legislation needs to exist which can act as a brake on market speculation and which can be used to punish market speculators

A full report detailing this workshop is available in French.

Principal Actions to be Undertaken in Q1 of PY 3

- Analysis of grant request dossiers submitted in response to the RFP
- Continue Technical Assistance and Capacity Reinforcement in the identification of bankable projects and the development of grant/loan dossiers with proper economic analyses
- Assist ADC to develop business plans for the Farmer Organizations and Firms they are collaborating with
- Organize a seminar on analyzing agricultural risk for Burundi's finance sector
- Seek out alternative financing mechanisms to ADF and IBB
- Prepare sessions to explain financing options to project clients and staff

Community Water

Introduction

BAP's Community Water, hygiene and sanitation component's objective is to provide durable access to clean water and sanitation infrastructure in targeted partner communities. We remind the reader that the Community Water Specialist was recruited and only began working for BAP on 2 July, following the resignation of our first specialist in the beginning of May 2009. Principal activities of this reporting period include: baseline data collection, preparation of bidding documents, facilitation of chemico-physical water analyses from pilot washing stations, signing MOU with Pathfinder, and sensitization of targeted communities to mobilize their contributions. A joint mission during this quarter analyzed the questions related to effluent treatment at pilot washing stations and produced a report with their recommendations

Details of Q4 Activities

Baseline Data Collection

Multiple field visits were accomplished this quarter to pilot coffee washing stations and their neighboring communities to evaluate the state of their potable water and the treatment of their effluents. To date none of the 8 stations has a potable water supply. Latrines are either constructed artisanally or do not exist. Washing Station effluents are not treated before being returned to surface waters in the valleys adjoining the washing stations. Pulp is stocked in a pulp pit throughout the season. When the season finished farmers extract the pulp, dry it and use it as organic fertilizer. Water inflows to the station s, including reservoirs, are open and uncovered. Visits to target communities were used essentially to validate existing data and to begin community consultations and sensitization to the fact that community water infrastructures belong to the community and it is their responsibility to mobilize the resources, human, material and financial necessary to ensure long term system upkeep.

Preparation of Expressions of Interest and Bidding Documents

These were developed and published for the hygiene segment of BAPs program which includes construction of latrines and training village health workers in simple health, hygiene, water and sanitation messages. Two communities Murima and Kayenzi are advanced over others having already collected local materials to contribute to the renovation of their water systems. These are priorities for BAP next quarter.

The water effluent treatment report proposes practical solutions like the filtration and sedimentation of water inflows, recycling of depulping water, physical separation of mucilage and pulp from water effluents. A visit to the Rumonge Palm Oil Factory allowed staff to see their experiments in using activated microorganisms (EM) to treat effluents. EM resolves the problem of effluent odor and catalyzes the breakdown of organics to fertilizer.

Chemical and Physical Analyses of Washing Station Water Samples

ISABU performed analysis on characteristics of water samples taken throughout the flotation, fermentation, washing and soaking cycles at pilot washing stations. The biologics were not accomplished as too much time had passed a reagents were relatively unavailable. Results were provided to our consultants prior to their arrival as background material. Finding a suitable environmental laboratory with qualified personnel and the proper reagents in Burundi proved to be challenging. It seems like all the elements are never present in any one establishment. Further there exists a relatively opaque fluid pricing/conditions system and a real possibility that a percentage of the fees are finding there way into the pockets of the laboratory staff without hitting their institutions books.

Memorandums of Understanding

Signed with PATHFINDER . BAP will renovate water systems up to the health centers in Kayenzi and Kigogonya in Muyinga and Murima in the commune of Kayanza. Because the Kayenzi system was built by the Pentacostal church of Burundi, BAP wrote their Diocese asking for official permission to intervene in the renovation of the system. Permission was given the last week of September so we should be good to go during the first quarter of PY 3.

Contact with Target Communities and Mobilization of Community Contributions

At Murima and Kayenzi an inventory of repairs needing to be undertaken was accomplished. Informational exchanges occurred with local administrators and community representatives to introduce them to BAP and BAP's water program. The ADC of the zone then met with the respective communities who accepted to participate actively in the water system renovation activities, to elect water user management committees and to mobilize funds for the future maintenance of the system. At Kinyovu the community welcomed BAP and promised to participate by contributing local materials and non specialized labor.

Principal Actions to be Undertaken in Q1 of PY 3

- Analysis of proposals for the hygiene component of the program and attribution of the contracts

- Elaboration of bidding documents for water infrastructure repair and effluent control at washing stations
- Readjust PY 3 planning calendar to reflect the actual state of advancement and delays in the contracting process
- Monitor the execution of water and hygiene activities in the field
- Detail the Community Water Action Plan

Monitoring and Evaluation

Introduction

The fourth quarter of the fiscal year is always one of intense activity in monitoring and evaluation and the preparation for our client of data concerning the programs achievement of its objectives and deliverables, while, at the same time, ensuring that the proper backup justification is present to support the results of our efforts during the Data Quality Assessment (DQA) exercise. The end of the project year means quarterly and annual reporting and strategic forward planning. Detailed below are the activities BAPs M&E component undertook during this quarter.

Details on Q4 Activities

Minutes of Weekly meetings

Minutes were prepared for each weekly planning meeting held with senior staff which highlight key points of discussion. These are archived for future reference. This quarter 8 minutes were prepared and distributed.

Conception of a Monthly Reporting Template for ADC

This template, developed through consultation with senior staff has been in use since August. It is a living document which will be amended as need be over time.

Measuring the Performance of Internal BAP Indicators

During this quarter a field survey was conducted using students from the agronomy program at the University of Ngozi for data collection. This provided a hands on experience for the three students in data collection methodology and survey methodology and procedures. Data from this study was analyzed and a report drafted. One hundred and thirty households were interviewed in proximity to 13 pilot washing stations. These stations are Bwayi, Butegana, Kinyovu and Kiryama of the SOGESTAL Kayanza, Ngogomo, Rugerero, Murago and Gasura from the SOGESTAL Kirundo-Muyinga, Murambi, Gatukuza, Ruhama et Rugabo in SOGESTAL Ngozi and the station of Teka in the SOGESTAL de Kirimiro. The table on the next page gives some indication of these results.

Indicator	Achievement
Average Annual Revenue as declared by Farmer partners of BAP	Less than 50.000 Fbu=20,0% Between 50.000 Fbu & 100.000 Fbu=25,4% Between 100.000 and 500.000 Fbu=41,5% Between 500.000 and 1.000.000 Fbu=7,7% Greater than 1.000.000 Fbu=5,4%
% of people having received Technical Assistance from BAP in their Value Chain who affirm that their revenue has increased because of this assistance and are able to show examples	18,5%
% of BAP client beneficiaries who have adopted a productive technology promoted by BAP that has reduced their production costs and increased eitither the volume or quality of their product	Harvesting Ripe Cherry=43,1% Improved selection of cherry on the sorting table=9,2% Selection of Cherry by Flotation= 20,0% Pyramid Drying of parchment=0,8% Adoption of new agronomic practices/improved respect of the agricultural calendar= 90,0% Re-sizing of Fermentation vats/Single Fermentation=2,3%
% of cliuent beneficiaries/partnes who affirm that BAP has respected or improved environmental conditions during program execution and can cite tangible examples	83,1%
% of client beneficiaries/partners who have adopted at least one technology contributing to sustainable management of their natural resources and protection of the environment, including biodiversity	Implementing micro-terraces on hillsides=26,2% Plantation of deep rooted, soil fixing and/or leguminous tree/shrub species(tripsacum, setaria, etc)=56,9% Other Techniques (tree planting on slopes and as windbreaks around fields)=33,1%
% of BAP partners and clients who believe the program has contributed to an increase in rural area economic activities	86,2%

A copy of this report, in French, is available.

Interns and Monitoring and Evaluation

During this reporting period BAP hosted an intern in Communications for Development, supervised by our M&E officer. Her report suggested mechanisms which could render BAP communications internally and externally more effective. Following her internship an evaluation of her performance was solicited by her University.

At the end of the quarter BAP was finalizing recruitment of an intern for a 6 month stage in Monitoring and Evaluation. Four Universities were invited to submit three candidates each from their agronomic, economics or communications departments. A written exam was given and three finalists were invited to interview. The top candidate, an economist from the University of Burundi was offered a six month internship. The second candidate, an agronomist from the University of Ngozi was recruited to fill a missing ADC slot.

Evaluation of Project Deliverables and Achievements toward Quantifiable Indicators

Data was collected, processed and made available to senior staff at the end of July in order to assist in realigning and or intensifying activities as we approached the end of the fiscal year. In September an effort was made to fill the missing gaps of information and to collect the relevant data backup sheets.

By the end of PY 2 BAP had made the following progress on its deliverables matrix. Of the 60 deliverables BAP has responsibility for we had fully completed 29 and partially completed an additional 17 for a total of 46 indicators on target for completion. Fourteen indicators have so far seen no achievement. A majority of these are related to three areas coffee privatization/financing, grants and community water.

Summary	**Raw Score**	**Percentage accomplishment**	**# of Indicators On Target**	**On Target**
Completed	29	48.3%	46	76. 7%
Partially Completed	17	28.3%		
Not Accomplished	14	23.3%		
TOTAL	60	100.00%		

The overall privatization of the coffee sector has proceeded more slowly than originally anticipated and while it has made progress forward over the past two years it has yet to watershed. Further, BAP may influence and sometimes catalyze the regulatory and financial environments but has no power to mandate that change occur, nor the time frame in which it is to occur. BAP can assist clients in developing bankable dossiers, but the banks decide whether to finance those dossiers. BAP can assist in brokering deals but cannot "force" the different parties to sign. We have suggested eliminating indicators over which BAP does not have control or re-wording them so the emphasis is on areas under our control.

BAPs grants manual was only approved at the end of June 2009. The drafting of the manual and negotiations with USAID on its contents took more time than originally anticipated. In addition, once the manual was approved BAPs team needed time to understand, translate and implement the procedures for ensuring the competitiveness of the grants and transparency to the process. We also did some backfilling as early grant requests were in-kind and the COTR expressed her preference that a majority of the grants be simple or fixed obligation grants to tie in with BAP's Enterprise Development Capacity Building activities. Then again, we as a program found it was unclear when a client should benefit from a grant and when they should be oriented toward development of a loan dossier. Initial submissions arrived incomplete, missing background documents, explanations of procedures or even the most minimal profitability, cash flow and audited annual financial statements, all of which took time for the staff to explain the importance to the project promoter and to work with them on providing the information. Through the process we have improved our understanding of the state of Burundi's private sector and are poised for a more fluid pipeline as PY 3 commences.

As explained in an earlier section our water activities got off to a rocky start. We had trouble finding qualified hydrological engineers with field experience. Then having found an ideal candidate and hiring them, they resigned to re-join the UN system after only 2 ½ months. Our second specialist only came on-board at the beginning of July and has accomplished much in a very short period of time. He too has been bogged down in the minutiae of producing and publishing bid documents, identifying short list candidates, negotiating MOU and finding the right environmental labs for biological, chemical and physical analyses. Though we've shown little forward progress on indicators in this area during PY 2 we feel we have laid the foundation so that tangible results may be achieved in PY 3.

Other Diverse Activities

- Production of examples of success stories
- Data collection and information sheet conception for BAP communications programming
- Analysis of ADC monthly reports with feedback to the field
- Participation in the Grant Review Committee

- Diffusion of Burundi Socio-Economic Indicators to staff

Principal Actions to be Undertaken in Q1 of PY 3

- Conception and diffusion of training modules to assist in rendering BAPs database more operational
- Facilitate a training for staff and partners in the conception of documents for the monitoring and evaluation of on-going activities and assistance
- Development of a map showing the concentration of project activities from GIS coordinates available or currently being collected on partners
- Prepare an initial evaluation of partner satisfaction with BAP

Conclusion

The final quarter of this project/fiscal year was full of activity. Not only did we find all of our technical components coming on line, but our grants mechanism as well. We increased our field proximity and geographical spread through strategic placement of our nine new ADC and have continued our activities promoting a more experiential and operational curriculum at the University of Ngozi. We continue our policy of hosting interns both to deepen our capacity to offer quality technical assistance, but also to offer tangible work experience of an operational manner to new college graduates. We are considering incorporating more technical interns as the program evolves and will most likely offer grants and institutional support to students with Master's projects related to our interventions.

We were pleased to reinforce our relationships with the Ministry of Agriculture and to have our technical excellence recognized by being asked to have our cadre serve on working commissions on Animal Husbandry/Dairy and Coffee designed assist the Ministry in developing operational programs for implementation of Burundi's Agricultural Strategy. Ideas from these commissions will nourish a new sector assistance program being developed with the World Bank. Our Coffee value chain leader was invited by UTZ Kappeh to attend a workshop in Nairobi reviewing coffee certification procedures in recognition of his efforts assisting the first certification effort undertaken in coffee in Burundi (at CWS Kagombe in the Province of Muyinga). Our gender/micro-enterprise specialist is on call with the United Nations for work she has done in private sector development and poverty reduction strategies.

BAP continues to reinforce its relationships with other development organizations, funding agencies and the GOB. We have intensified our radio communications and implemented field exchanges and visits to neighboring EAC countries to inspire clients and partners as to the potential the EAC and privatization may bring. We continue to share lessons from our experiences, to evaluate our constraints and to replicate our successes.

The challenges ahead are great, but we feel a solid foundation has been created from which to launch activities in year 3 and beyond. Further we are optimistic about Burundi's future and the added value our Program can bring to expanding sustainable economic growth through improved diversification and augmented competitiveness in value chains and niches where Burundi can have a niche advantage.

ANNEXES

PRINCIPALES CARACTERISTIQUES DES ASSOCIATIONS DES CAFEICULTEURS

INFORMATIONS	SOGESTAL	KAYANZA				S/total	KIRUNDO					S/total	NGOZI				S/total	KIRIMIRO				S/total	MUMIRWA			S/total	Total
	STATION	Bwayi	Kinyovu	Kiryama	Butegana		Ngogomo	Rugerero	Murago	Gasura	Buhimba		Murambi	Rugabo	Ruhama	Gatukuza		Teka	Mahonda	Butemba	Kibuye		Mugina	Murwi	Buhayira		
Altitude		1,760	1,860	1,780	1,850		1,650	1,650	1,650	1,650	1,750		1,871	1,691				1,829	1 932	1,749	1,866						
Nbre de collines apportant le café à la Station		24	12	18	19	**73**	10	9	9	10	9	**47**	11	11	12	14	**48**					0	10	10		20	**188**
Nombre de planteurs apporteurs de café		1,176	1,929	778	281	**4,164**	2,298	2,098	2,479	1,711	304	**8,890**	2,360	3,032	2,156	4,004	**11,552**		4 500	3,502	1,200	**9,202**	2 000	2,443		**4,443**	**38,251**
Production reçue cc 2008-2009		120,135.0	103,580.0	77,750.0	17,680.0	**319,145.0**	628,292.5	583,693.5	607,590.0	600,042.5	71,964.0	**2,419,618,5**	622,999.5	630,403.0	551,756.0	1,436,704.0	**3,241,892.5**		22.0	23.0	18.0	**63.0**	646,655.0			**646,655.0**	
Nombre d'Associations		34	53	34	48	**169**	29	37	39	37	56	**198**	22	36	26	26	**110**	15	14	20	15	**64**	7	3		10	**551**
Niveau d'agrément	Notarié	17	18	29	35	**99**	9	20	2	3		**34**	17	1	3	5	**26**					**0**				**0**	**159**
	Commune	3		1		**4**	15	11	12	25		**63**	5	34	23	21	**83**					**0**				**0**	**150**
	Rien	14	35	4	13	**66**	5	4	25	3		**37**	0	1	0	0	**1**					**0**				**0**	**104**
Effectif des membres des Associations		848	1,981	1,524	1,007	**5,360**	868	982	752	590	2,703	**5,895**	701	596	496		**1,793**	1,318	1 350	1,383	1,000	**5,051**		276		**276**	**18,375**
	Hommes	677	1,484	1,243	705	**4,109**	712	608	454	409	1,587	**3,770**	485	402	353		**1,240**	1,055	1 100	1,100	700	**3,955**				**0**	**13,074**
	Femmes	171	497	281	302	**1,251**	156	374	298	181	1,116	**2,125**	216	194	143		**553**	263	250	283	300	**1,096**				**0**	**5,025**
Nombre de groupes de procucteurs constitués		57	35	51	57	**200**	25	28	32	42		**127**	25	37	23	34	**119**		14	20	15	**49**				**0**	**495**
Nbre de leaders participant aux formations		114	70	102	114	**400**	50	56	64	84		**254**	50	74	46	52	**222**			5	10	**15**				**0**	**891**
	Hommes			81		**81**	44	40	33	66		**183**	47	65	43	47	**202**			3	7	**10**				**0**	**476**
	Femmes			21		**21**	6	16	31	18		**71**	3	9	3	5	**20**			2	3	**5**				**0**	**117**
Nombre de pieds de caféiers		267,571		1,252,680		**1,520,251**	478,503					**478,503**				271,151	**271,151**	413,115				**413,115**				**0**	**2,683,020**
Existence de l'Union		Oui	Oui	Oui	Oui		Oui	Oui	Oui	Oui	Oui		Oui	Oui	Oui	Oui			Oui	Oui	Oui		Oui				
Avec Statuts		Statuts notariés	Statuts notariés	Statuts notariés	Statuts notariés		Oui, pas notarié	Statuts notariés	Oui, pas notarié	Oui, pas notarié	Avec Statuts		Non	Non	Non	Non			Oui	Oui	Oui						
Associations membres de l'union		32	31	34	48	**145**	29	35	33	31	56	**184**	20	33	30	22	**105**		14	20	15	**49**				**0**	**483**
Existence de la coopérative		Oui	Oui	Non	Oui		Oui	Oui	Oui	Oui			Oui	Oui	Oui				Oui	Oui	Oui						
Nbre de membres		134	298	32	84	**548**	226	150	151	122		**649**	206	562	401		**1,169**		250	984	800	**2,034**				**0**	**4,400**
	Hommes	113	253	25	76	**467**	197		127	92		**416**		384	332		**716**		238	850	550	**1,638**				**0**	**3,237**
	Femmes	21	45	7	8	**81**	29		21	19		**69**		178	69		**247**		12	134	250	**396**				**0**	**793**
Niveau d'agrément de la Coopérative	Avec statuts	Avec statuts	Avec statuts	Sans statuts	Avec statuts		Avec statuts notariés	Avec statuts notariés	Avec statuts notariés	Avec statuts notariés			Statuts Notariés	Statuts Notariés	Avec statuts				Avec Statuts	Avec Statuts	Avec Statuts						
Nombre Associations ayant donné des parts dans la Cooperative		42	21	9	30		12		3	11		**26**															**26**
Fonds collectés (Fbu)		3,549,000	4,100,000		1,593,800	**9,242,800**	1,500,000	1,900,000	1,010,000	790,000	2,600,000	**7,800,000**	380,000	380,000	380,000		**1,140,000**		1,000,000	1,300,000		**2,300,000**				**0**	**########**
Collecté et déposé en Banque		3,549,000	4,100,000		1,593,800	**9,242,800**	1,500,000	1,900,000	1,010,000	790,000		**5,200,000**	380,000	380,000	380,000		**1,140,000**		1,000,000	1,300,000		**2,300,000**				**0**	**########**
Banque		IBB KAYANZA	BCB, IBB		IBB		IBB Muyinga	BANCOBU	IBB KIRUNDO	BCB KIRUNDO			BANCOBU	BANCOBU					BCB Gitega	BCB Gitega							
Valeur d'une action							5,000	5,000	5,000	5,000																	
Activités prévues avec les réserves		Pas déterminé	Pas déterminé		Achat cerises		Cpte bloqué	Pas déterminé	Pas déterminé	Achat parche																	

ANNEXE A : LISTE DES ASSOCIATIONS FEMININES IDENTIFIEES A FIN SEPTEMBRE 2009

PROVINCE	COMMUNE	EFFECTIFS		DOMAINE D'ACTIVITES
		H	F	
BUBANZA	**GIHANGA**			
	Dushirehamwe	-	22	Cultures maraichères
	ACEPE	5	10	Aubergines, oignons, poivrons et tomates
	Dukorerehamwe	-	23	Tomates, poivrons
	Garukirabakenyezi	2	26	Tomates et oignons
	Garukirimfuvyi	3	22	Tomates, poivrons
	Twiyungunganye Bakenyezi	-	22	Tomates, riz
	Garukirabatishoboye	-	20	Tomates, poivrons
	Mbogora	-	20	Tomates, poivrons
	AFAOVVD	-	23	Tomates, poivrons
	Dufatanemunda I	-	22	Tomates, riz
	Dufatanemunda III	1	27	Tomates
	Kerebuka	-	23	Tomates, riz
	BUBANZA			
	Turavyiteze	-	12	Ananas
	Tujijuke	-	23	Ananas

	Kundibikorwa	-	21	Tomates, oignons
	Musigati			
	Vyukakare	-	14	Caprins, ananas
	SPEAP-Dukeburane	-	43	Choux, poivrons,lengalenga
	Muco	-	12	Poules pondeuses (276)
	Tubumwe	1	22	Mais, bovins
	Abakirimba	-	21	Epargne et crédit
	Turibamwe	-	28	Poules pondeuses
BUJUMBURA RURAL	**MUTIMBUZI**			
	Ubumwe	5	33	
	Ijukiribikorwa	5	31	
	Kenyera Dukore	-	34	
	Ivunumusase	5	21	
	Remesha abapfasoni	-	20	
	KABEZI			
	Mpuzabarimyi	5	28	Lengalenga, courgettes, concombre, poivrons, oignons, haricot vert
	Girumwete	-	17	Lengalenga, manioc, aubergine, choux
	Nkenyerakivi	-	25	Lengalenga, manioc, aubergine, choux
	Twiyungunganye Duterimbere	-	22	Tomate, carottes,oignons

GITEGA	**BUKIRASAZI**			
	Komezakaranga	-	15	Vannerie
	Agahimbare	-	17	Transformation jus, confiture, farines
	Agakura			Transformation jus, confiture, farines
KAYANZA	**MATONGO**	Les associations identifiées sont presque toutes humanitaires sauf dans le secteur café. Le travail doit être approfondi car la zone est propice à l'horticulture.		
	KAYANZA, MURUTA, GAHOMBO	Les associations font l'élevage du petit bétail et cultivent les produits vivriers. Le travail d'identification est également a approfondir.		
KIRUNDO				
MUYINGA	**GITERANYI**			
	Twiyamirizintambara	4	11	Tomates
	Remeshamahoro	4	16	Tomates
	Twiyungunganye	4	16	Tomates
	MUYINGA			
	Kerebuka	20	36	Ananas
	Grenier du miel	3	27	Apiculture
	Izere	-	48	
	Twungubumwe Stop Sida	-	10	Broderie et vannerie
	Dufashabakenyezi n'imfuvyi	-	21	Broderie et vannerie Jus d'ananas, jus

				marakudja
	Twiyungunganye	4	11	Jus ananas, jus marakudja
	Dufashimfuvyi	-	18	Broderie/vannerie
MWARO	**GISOZI**			
	Abasangirakiyago			Culture des fruits
	Tujijuke	-	23	
	Intamuheba	2	12	
NGOZI	JEHO KUKI			Vannerie, production de macaroni.
	Union des associations de producteurs de fruits	L'union est composée de 176 associations de la commune MWUMBA. 92 associations sont présidées par des femmes		

N.B. Cette liste sera complétée au courant du premier trimestre de l'année 3.

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Programme pour la Promotion de l'Agro-Industrie Et des Entreprises Rurales (PAIR)

RAPPORT DE L'ATELIER SUR LA PROBLEMATIQUE DE FINANCEMENT DU SECTEUR AGRICOLE AU BURUNDI

17 Rue de Coton, Quartier GATOKE
BP 1643 Bujumbura, Burundi

RAPPORT SYNTHESE DES ACTIVITES DU SEMINAIRE ATELIER

0. Introduction

Dans le but de susciter un cadre d'échanges avec ses partenaires, le projet DAI/PAIR a organisé un séminaire atelier sur la « problématique de financement du secteur agricole au Burundi ».

Ledit séminaire atelier a réuni les représentants des institutions bancaires et de microfinances, du Ministère de l'Agriculture et de l'Elevage pour discuter sur les possibilités d'intervention auprès du monde rural en général et du secteur agricole en particulier.

Avant de commencer les exposés proprement dits, le Directeur du Programme pour la Promotion de l'Agro-Industrie et des Entreprises Rurales (DAI/PAIR) a procédé à l'ouverture de ce séminaire atelier.

Il a d'abord remercié les participants qui ont répondu présents à l'invitation et a présenté brièvement le projet DAI/PAIR en indiquant que ledit projet s'est fixé comme principale mission d'augmenter et diversifier les opportunités économiques du milieu rural à travers les actions de promotion de l'agro-industrie, qui ajoutent de la valeur et favorisent la croissance économique accélérée en respectant et améliorant les conditions environnementales.

Il a ensuite précisé que les approches d'intervention dudit projet sont orientées vers les chaines de valeurs agricoles notamment les filières café, laitière, hortifruiticole, en vue d'améliorer la productivité des acteurs à tous les niveaux de ces chaînes de valeurs par la production, la transformation, la commercialisation et l'exportation des produits de qualité.

Par la suite, il a passé en revue la problématique de financement du monde rural en général et du secteur agricole en particulier.

Il convient d'ajouter que le projet DAI/PAIR couvre jusqu'à présent 11 provinces, à savoir : BUJUMBURA-RURAL, BUBANZA, CIBITOKE, KAYANZA, NGOZI, KIRUNDO, MUYINGA, MURAMVYA, MWARO, GITEGA et BURURI.

Ont participé à ce séminaire atelier:

1) Monsieur Damien FYIROKO : Représentant du Ministère de l'Agriculture et de l'Elevage ;
2) Monsieur Benjamin NIYOKINDI : Représentant de l'OCIBU ;
3) Monsieur Boniface KABONEKE : Représentant de la Banque de la République du Burundi;
4) Madame Floriane BUYOYA : Représentant la Banque de Crédit de Bujumbura ;
5) Monsieur Joe Dassin RUKUNDO : Représentant de la FINBANK ;
6) Monsieur Edouard HAKIZIMANA : Représentant de Hop Fond Burundi sa;
7) Madame KAMIKAZI Marie Louise: Représentant de Women's Initiative for Self Empowerment, WISE sa;
8) Monsieur Samson NINTERETSE : Représentant de l'InterBank Burundi;
9) Monsieur Joseph NTIBANTUNGANYA : Représentant de la Banque Commerciale du Burundi;
10) Monsieur Emmanuel NIMBONA : Représentant de la Banque Nationale pour le Développement Economique(BNDE) ;
11) Monsieur Théogène NIREMA : Représentant de TWITEZIMBERE Microfinance;
12) Monsieur Cyrille NDENZAKO : Représentant de l'ECOBANK;
13) Monsieur Emmanuel NDUWAMUNGU : Représentant de COPED Microfinance ;

En plus de ces invités, l'USAID a été représenté par Madame Alice NIBITANGA et le projet DAI/PAIR a été représenté par :

1) Monsieur Benjamin E. LENTZ : Directeur du projet DAI/PAIR;
2) Monsieur Emile KAMWENUBUSA : Coordinateur national du secteur café;
3) Monsieur Tharcisse NIYUNGEKO : Spécialiste en qualité et marketing du secteur café;
4) Monsieur Pierre NDIKUMAGENGE : Coordinateur national du secteur laitier;
5) Monsieur Jean Baptiste NDAYIZEYE : Responsable du secteur hortifruiticole ;
6) Monsieur Louis NDABABONYE : Responsable en eau potable et assainissement;
7) Madame Valérie SINIREMERA : Responsable du volet genre et renforcement de capacités;
8) Monsieur Ladislas HABONIMANA : Responsable des Subventions et Intermédiation financière
9) Mademoiselle Emelyne NIYUHIRE : Assistante de bureau.

Il convient de rappeler que ce séminaire atelier était centré sur trois principales parties, à savoir:

-Premier exposé sur la problématique de financement du secteur agricole;
-Deuxième exposé sur les perspectives de financement du secteur agricole ;
-Echanges sur les résultats issus des réflexions thématiques en groupe.

I. Premier exposé sur la problématique de financement du secteur agricole au Burundi.

Au cours de cet exposé, il a été question de montrer l'importance du secteur agricole dans un pays en voie de développement comme le Burundi du fait que l'agriculture reste le principal secteur économique , en raison de sa déterminante contribution à la création de la richesse globale, à l'alimentation des populations, à la fourniture d'emplois et de revenus,…

I.1. Généralités sur le secteur agricole

Dans le cadre des généralités, il a été souligné qu'une grande partie des populations des pays en voie de développement comme le Burundi vivent dans les zones rurales et sont engagées dans les activités agricoles.

Il convient de signaler que l'agriculture est à la base de l'économie et les autres secteurs d'activités tels l'industrie le commerce, les services privés et publics en dépendent largement.

De surcroît, l'agriculture sert d'abord à assurer les besoins alimentaires des familles et les surplus procurent les recettes monétaires servant à couvrir les autres besoins essentiels. Ces surplus sont vendus aux marchés pour satisfaire la demande intérieure dans le cas des cultures vivrières telles que le riz, le maïs, le haricot, le sorgho, le manioc et autres. Les cultures de rentes telles que le coton, le café, le thé sont destinées principalement à l'exportation. Les produits agricoles exportés constituent une source importante de devises.

Pour ne pas aborder le secteur agricole dans sa globalité, quatre types d'exploitations agricoles ont été relevés notamment : les petites exploitations qui visent l'autosubsistance ; les exploitations agricoles marchandes diversifiées ; les exploitations agricoles marchandes spécialisées et les exploitations agricoles basées sur les chaines de valeurs

a)Les petites exploitations qui visent l'autosubsistance

Ce sont des exploitations familiales qui produisent principalement pour la consommation et écoulent occasionnellement les surplus au marché. Pour elles, le crédit agricole doit viser l'augmentation de la productivité et la diversification des activités, afin de mieux couvrir les besoins de base de la famille et d'accroître le surplus destiné au marché. Pour être applicable, le crédit agricole doit inévitablement se traduire par des activités qui produiront des recettes monétaires.

En échangeant sur ce point, les participants ont proposé que la promotion de ce type d'exploitation agricole pourrait passer par l'intervention de l'Etat sous forme de subvention et d'appui technique.

b) Les exploitations agricoles marchandes diversifiées.

Pour cette catégorie d'agriculteurs, certaines parcelles de terre sont réservées à la production d'aliments de base pour l'autoconsommation, alors que d'autres parcelles servent à la production de cultures de rentes destinées à la vente. Les cultures ou les élevages peuvent être mixtes, de sorte que les agriculteurs peuvent toucher des recettes monétaires à différentes périodes de l'année.

Dans le souci d'éviter le surendettement et d'assurer le remboursement des prêts, une appréciation juste de la capacité de remboursement de l'exploitant agricole doit être effectuée par l'institution financière. Dans ce cas, des mécanismes de stabilisation des revenus des exploitants agricoles qui combinent l'épargne et le crédit sont à promouvoir.

Pour ce deuxième type d'exploitation agricole, il a été recommandé d'organiser les producteurs dans de grosses entités qui doivent disponibiliser des fonds propres qui peuvent être complétés par des subventions.

En plus, les producteurs regroupés en associations dynamiques pourront bénéficier des appuis techniques en rapport avec le montage des dossiers de demande de crédit.

c)Les exploitations agricoles marchandes spécialisées.

Pour cette catégorie d'exploitation agricoles, Il s'agit d'entreprises qui produisent principalement une seule culture ou pratiquent un élevage essentiellement destiné au marché. Ces entreprises peuvent être de taille modeste, tout comme elles peuvent être de très grande taille. Elles vendent généralement leur production à des intermédiaires de marché qui la vendront à leur tour à des grossistes ou des exportateurs.

Sur ce point, il a été souligné que le grand problème réside au niveau de l'acquisition des équipements de production et de transformation et d'autres intrants agricoles qui nécessitent des subventions. Pour accéder aux crédits pour la production, il a été recommandé de disponibiliser un fonds de garantie. Pour sa pérennité, le fonds de garantie doit être bien géré et sécurisé.

d) Les Exploitations agricoles basées sur les chaines de valeurs.

Par chaîne de valeur, on entend une série d'activités qui ajoutent de la valeur à un produit final, depuis la production, suivie de la transformation ou encore l'élaboration du produit final, jusqu'à la commercialisation et la vente au consommateur ou à l'utilisateur final.

Dans ce cas de chaîne de valeurs, les liens d'interdépendance de la chaîne et la confirmation de la demande du marché pour le produit final garantissent un marché aux producteurs, aux transformateurs de denrées agricoles. Il s'en suit une réduction du risque et donc de plus

grandes chances d'obtenir un financement, de surcroît à faible coût, des banques ou d'autres organes financiers.

Pour tous ces quatre types d'exploitations, il a été recommandé d'imaginer d'autres systèmes d'appui du secteur agricole notamment la mise en place d'une banque spécialisée dans le financement des activités agricoles par des crédits à long terme et le renforcement des capacités de gestion de la production agricole.

En plus, l'Etat doit créer des conditions minimales de production agricole par la mise en place des mécanismes de lutte contre l'érosion et de gestion de l'eau, des réseaux d'irrigation et la diversification des recherches agronomiques.

Apres les généralités, il a été question de montrer l'importance du secteur agricole dans l'économie nationale.

I.2.Le rôle du secteur agricole dans l'économie nationale

Sur ce point, il a été signalé que le secteur agricole représente l'activité dominante de l'économie nationale et est essentiellement orienté vers une production de subsistance.

Au Burundi, les statistiques montrent que l'agriculture occupe plus de 90% de la population active, contribue pour près de 40 % au PIB, procure au pays plus de 80% des recettes d'exportation et fournit 95% des apports alimentaires. Les cultures vivrières qui contribuent pour plus de 90% du PIB agricole sont largement autoconsommées tandis que les cultures de rente (café, thé et coton) contribuent pour 6% du PIB, de même que l'élevage.

Pour compléter ces informations, il a été question de montrer la part du secteur agricole dans le Produit Intérieur Brut(PIB) sur une période de 2003-2008. Les statistiques prouvent que le secteur agricole occupe une place de choix dans l'économie nationale.

Donc, durant la période prise en compte, la part du secteur agricole dans le PIB est en moyenne 44% tandis que les secteurs secondaire et tertiaire représentent respectivement 18% et 38 %

Malgré la contribution majeure du secteur agricole à l'économie, le monde rural dispose de moyens modestes pour accomplir sa tâche. La productivité agricole demeure faible et les populations rurales sont largement démunies. En outre, l'offre de services financiers en milieu rural demeure limitée, bien qu'ayant été identifiée comme un levier de développement économique important.

Au cours du premier exposé, il a été également question de montrer la problématique de financement du secteur agricole à travers les spécificités et les contraintes de financement de ce secteur au Burundi.

I.3. Principales spécificités du secteur agricole

a. La spécificité des besoins de financement de l'agriculture

Les services financiers en général préfèrent souvent répondre aux besoins des activités rurales telles que le commerce, la transformation agro-alimentaire, voire l'artisanat, et ne s'avancent qu'avec prudence dans le financement de l'agriculture. Celui-ci présente des caractéristiques et des contraintes spécifiques qui expliquent la difficulté à répondre à cette demande.

Les principales spécificités sont les suivantes :

- La rentabilité des activités agricoles est variable et aléatoire.
- La saisonnalité des activités et revenus agricoles
- La difficulté de la mobilisation de l'épargne en milieu agricole et rural *:*

I.4.Contraintes de financement du secteur agricole.

I.4.1.Contraintes liées à l'agriculture elle-même.

Les contraintes liées à la production ou aux rendements agricoles ;
-Contraintes liées à l'essor démographique associé à une agriculture extensive ;
-Contraintes liées à l'insuffisance de compétence des chefs d'exploitations ;
-Contraintes liées à l'insuffisance des infrastructures et équipements ruraux ;
- Contraintes liées à la variation des prix des produits agricoles dues à la chute des prix à la production et /ou à l'augmentation des prix des moyens de production.

I.4.2. Formalités administratives lourdes.

Les conditions exigées par les établissements financiers font que les crédits aux secteurs productifs comme le secteur agricole se révèlent inadaptés.

Ces conditions sont :
-L'étude des dossiers des demandeurs de crédits alors que la plupart des agriculteurs ignorent les mécanismes appropriés d'acquisition du crédit ;
- L'établissement du budget du projet à travers le calcul des dépenses et des recettes prévisionnelles de l'exploitation tout en reconnaissant que le projet en question doit être rentable;
-Le fait d'exiger des dossiers et documents en annexe.

I.4.3. La sélectivité des crédits

La sélectivité des crédits consiste à orienter les ressources économiques vers les secteurs jugés prioritaires et rentables, ce qui constitue un élément de spéculation au détriment de l'agriculture.

Pour illustrer cette situation, des données sur l'orientation des crédits par secteur d'activités ont été établies sur une période de 2003-2008.

Durant cette période, le constat est que les crédits accordés aux agents économiques du secteur primaire n'ont pas dépassé en moyenne 8% tandis que les secteurs secondaire et tertiaire ont bénéficié respectivement en moyenne 25% et 74%.

Cela montre que le secteur primaire a été toujours défavorisé au niveau de l'accès aux crédits bancaires alors qu'il est sensé être le pilier du développement socio-économique du pays en général et du monde rural en particulier.

II.5. Absence de garanties juridiques effectives

L'absence de garanties suffisantes pour la plupart des opérateurs économiques notamment du secteur agricole constitue un autre facteur limitant. Il convient de noter que la garantie la plus habituelle du crédit en milieu rural est l'hypothèque du capital foncier. Dans plusieurs pays en développement comme le Burundi, le régime foncier ne permet pas la prise des terres en garantie, car la propriété est commune ou tout simplement parce qu'il y a absence de division cadastrale officielle.

En plus de ces contraintes évoquées, les participants ont relevé d'autres, comme : le faible niveau d'organisation des producteurs ; la mentalité d'assistance pour la plupart des exploitants agricoles ; la résistance à l'adoption de nouvelles technologies ; la mécanisation agricole rencontre des contraintes liées à la structure de l'habitat, la majorité des populations rurales ignorent les services bancaires et des microfinances et font recours aux usuriers ; le manque de connaissance des expériences d'ailleurs et le mauvais antécédent des microfinances qui ont déçu la population

II. Deuxième exposé : les perspectives de financement du secteur agricole

II.1.Comment faire face à la problématique de financement du secteur agricole?

Pour faire face à la problématique de financement du monde rural en général et du secteur agricole en particulier, des solutions aux différentes contraintes ont été proposées.

a)Amélioration de la valeur des produits agricoles

Pour résoudre les problèmes liés au secteur agricole, il a été proposé de :

-Disponibiliser les intrants et équipements agricoles aux prix abordables pour faciliter l'accès aux exploitants agricoles.

-Organiser des séances de renforcement des capacités des exploitants agricoles dans l'amélioration et la gestion de la production agricole,...

-Construire de nouvelles infrastructures rurales et réhabiliter celles existantes comme les infrastructures de stockage, de transformation, de transport, des marchés,…

En plus de ces solutions fournies, les participants ont formulé d'autres propositions, à savoir : la mise en place les mécanismes de promotion de l'agro-industrie, la maitrise des techniques d'irrigation, l'adoption de la spécialisation de la production par le développement des chaines de valeurs et la promotion de la recherche agronomique pour produire les semences.

b) Solution aux formalités administratives lourdes.

-Le système financier (banques et IMF) doit simplifier des procédures d'acquisition des crédits pour éviter que les exploitants agricoles se découragent et recourent à l'usure.

b) Adaptation des conditions de crédit

Les montants de crédit et le rythme des échéances doivent être adaptés au type d'activité financée, à la capacité de gestion de l'emprunteur et au cycle d'activité financée.

Le montant du crédit doit être en rapport avec les sommes que les bénéficiaires (individus ou associations) ont l'habitude de gérer, et que l'objet du crédit doit être bien maitrisé par l'emprunteur. Il serait intéressant d'adopter une progressivité du montant de crédits octroyés et de ne pas couvrir dés le premier crédit, la totalité des besoins.

c)Solutions au manque de garanties.

Dans le souci de palier au manque de garantie pour le secteur agricole, des propositions sur les possibilités de garanties ont été fournies, notamment : l'hypothèque immobilière agricole **;** le nantissement ou crédit bail ; le crédit stockage ou warrant agricole ; l'épargne nantie ; la caution individuelle ou collective, simple ou solidaire; la délégation de paiement ; la garantie de l'Etat et le fonds de garantie.

En guise de complément aux solutions relatives au manque de garanties, les participants ont émis d'autres alternatives de solutions, en l'occurrence :

-l'organisation des producteurs en entités plus fiables qui peuvent donner des cautions solidaire;
- décentraliser les structures bancaires pour fournir des services de proximité ;
- mettre en place des fonds de garanties interbancaires.

II.2.Quel devrait être le rôle des intervenants dans le secteur agricole ?

Les principaux intervenants dans le secteur agricole sont : les organisations de producteurs agricoles ; les institutions bancaires ; les institutions de microfinance ; les responsables politiques ; les bailleurs de fonds comme ONGs ou Programmes de Développement et les structures d'appui technique (DPAE, SOGESTAL, ……)

1. **Les organisations des producteurs agricoles**

Pour faire face au défi du financement de l'agriculture, les organisations des producteurs pourraient :

- se rapprocher des institutions de financement existantes (IMF et banques) pour ouvrir le dialogue, améliorer leur connaissance de la problématique de l'offre de financement;

- participer à une analyse objective des besoins de financement de l'agriculture et apprécier les potentialités de demande solvable ;

- participer à la définition et à l'expérimentation de produits et mécanismes de sécurisation répondant aux besoins spécifiques de l'agriculture ;

- développer dans ses différentes dimensions, le rôle d'intermédiation des orientations des producteurs entre les exploitations et le système financier.

2. **Les institutions bancaires**

Pour améliorer leur contribution au financement de l'agriculture et renforcer leur propre portefeuille de services, les banques agricoles et commerciales devraient renforcer leur collaboration avec les institutions de microfinance.

Différentes voies peuvent être explorées pour ce faire :

- effectuer des contacts et échanges d'information, y compris par des visites de terrain, formation croisée des personnels,
-développement de cadres de concertation à différents niveaux,
- développement d'outils communs (fonds de garantie paritaire, centrale de risque, …) ;
- collaborer avec les autres intervenants dans le secteur agricole, notamment les IMF, les projets de développement, les ONGs,…
-décentraliser les services bancaires ;

-accorder des crédits spécifiques pour les femmes.

3. Les institutions de microfinances

Pour améliorer leur offre de services à l'agriculture, les IMF pourraient :

-Rechercher et développer les échanges avec les acteurs du monde agricole (producteurs, organisations agricoles, services d'appui);
-Améliorer leur connaissance des activités, des contraintes et des besoins de financement de l'agriculture de leur zone d'intervention ;
-Identifier les activités agricoles faisant l'objet d'une demande solvable, tout en prenant en compte les potentialités et limites du budget global des ménages ruraux ;
-Expérimenter en partenariat avec les acteurs agricoles, les innovations en matière de produits et de mécanismes de sécurisation du crédit ;
-Veiller à la diversification de leur portefeuille de crédit ;
-Développer le crédit de C et M.T, en renforçant leurs ressources (notamment par la collecte de l'épargne et le refinancement bancaire) ;
-Décentraliser les services des microfinances ;
-Accorder des crédits spécifiques pour les femmes.

4. Les responsables politiques

En amont de la question du financement de l'agriculture, les Etats, en partenariat avec les représentants du secteur agricole, devraient définir quel type d'agriculture ils entendent soutenir.

En matière de financement de l'agriculture, l'Etat devrait :

- créer les conditions d'un renforcement des secteurs agricole et financier : renforcement des capacités des acteurs, incitations à la réflexion collective et à la structuration au sein de chaque secteur ;
- renforcer la convergence des politiques sectorielles, en favorisant la concertation au niveau des ministères en charge des différents secteurs, en encourageant le dialogue entre les secteurs, en favorisant la négociation et l'émergence de nouvelles alliances entre les secteurs agricole et financier ;
-Etre le garant de la cohérence et de la compatibilité des politiques engagées (politiques sectorielles, politiques de lutte contre la pauvreté…) ;
-Mettre en place une politique de bonification des taux d'intérêts pour les activités du secteur agricole ;
-Améliorer la collaboration entre l'administration et les Institutions de Microfinance pour faciliter la pénétration et le recouvrement des crédits.

5. Les bailleurs de fonds, ONGs ou Programmes de Développement

Pour les bailleurs de fonds, trois types d'appui sont nécessaires :

- promouvoir le secteur agricole par le renforcement des capacités des organisations des producteurs de ce secteur ;
- susciter un cadre de partenariat pour favoriser le dialogue, la négociation, les alliances entre les intervenants du secteur agricole notamment les institutions bancaires, de microfinance, les projets de développement, services d'appui,….
- appuyer les organisations des producteurs dynamiques à travers les subvenions et la facilité d'accès aux crédits par la disponibilisation des fonds de garanties et des fonds de crédits.

6. Les structures d'appui technique

Ces structures devraient :

- Avoir une bonne connaissance des deux secteurs agricole et financier ;
- contribuer à une analyse objective des besoins de financement de l'agriculture ;
- favoriser la concertation et la négociation entre services financiers et organisations des producteurs;
- favoriser l'accès à l'information, l'expérimentation, la capitalisation et les échanges sur les innovations en matière de financement agricole.

Pour compléter les propositions ci-haut évoquées, les participants au séminaire atelier ont formulé des recommandations suivantes :

-Pour réduire les couts d'approches qui ne sont directement rentable pour les banques et IMF, les autres intervenants comme les pouvoirs publics et les bailleurs de fonds devraient apporter leur contribution ;
- Il a été également proposé de s'inspirer d'autres modèles qui ont marché ailleurs a conditions de les adapter aux réalités locales ;
-Avant dernier d'accéder au financement, les bénéficiaires potentiels devraient normalement montrer la volonté d'investir dans leur propre entreprises et prouver que la bonne gouvernance interne est garantie ;
-En vue de faciliter les organisations du monde rural, les promoteurs de projets agricoles peuvent élaborer leurs dossiers de demande de financement en kirundi.

III. Résultats issus des réflexions thématiques en groupe.

Thèmes de réflexion pour les participants au séminaire :

En vue de faciliter les échanges sur les thèmes préalablement choisis, les participants au séminaire ont été repartis en trois groupes.

❖ Groupe A

Thème 1 :
Après avoir établi la réalité au niveau des Banques et Institutions de Microfinances sur les stratégies d'intervention auprès du secteur agricole(en termes d'exigences d'accès aux crédits, de la nature des activités, des taux d'intérêts, d'appui technique, ….).

- Montrer comment adapter les services du système financier (Banques et IMF) aux besoins du secteur agricole.

❖ Groupe B

Thème 2 :

- Banques commerciales, des banques de développement, des IMF, les bailleurs de fonds et les pouvoirs publics: quels partenariats pour le financement du secteur agricole?

❖ Groupe C

Thème 3 :

- Quels sont les principaux risques pour financer les projets du secteur agricole ?
- Quels sont les mécanismes pour réduire ces risques que présente le secteur agricole ?

III.1 Restitution des résultats issus des échanges du Groupe A

Etat des lieux sur les stratégies d'intervention des Banques et Institutions de Microfinances auprès du secteur agricole.

a)Modalités d'accès aux crédits

Pour les crédits à la production, il est difficile d'accéder à ce genre de crédits. Les producteurs agricoles reçoivent des crédits à travers les collecteurs (par exemple le riz, le café, coton,...) ou recourent aux usuriers qui imposent des taux intérêts élevés.

Les raisons majeures sont l'ignorance des producteurs et l'inaccessibilité aux services bancaires.

S'agissant des crédits aux collecteurs, le système financier burundais accorde ce genre de crédits mais il ya peu de bénéficiaires.

Pour ce qui est des crédits à la transformation, les domaines privilégiés sont l'usinage du café, le décorticage du riz, transformation des produits agricoles comme les fruits. Suite à l'existence des garanties, ces domaines ont l'accès plus ou moins facile aux crédits bancaires et les institutions de microfinances (IMF).

b)Les exigences

-Le plafond des crédits : les montants accordés sont petits et deviennent chers ;
-La durée de remboursements est courte et alourdit le crédit ;
-les taux d'intérêts sont élevés mais inférieurs à ceux pratiqués par les usuriers ;
-Les garanties : le système financier exige des garanties hypothécaires dont les producteurs agricoles ne disposent pas ;
-Les bénéficiaires cibles sont de faibles revenus et sous informés tandis que les femmes sont parfois exclues du système financier.

c)Appui technique

Les banques commerciales ne fournissent pas d'appuis techniques mais les institutions de microfinances (IMF) le font notamment par le renforcement des capacités des partenaires.

d) Comment adapter les services du système financier (Banques et IMF) aux besoins du secteur agricole ?

Compte tenu de la réalité précédemment évoquée, les propositions sont les suivantes :

-Il a été recommandé que les programmes ou les projets comme DAI/PAIR interviennent dans l'éducation de la population rurale en vue de se regrouper au sein des associations et coopératives dynamiques pour que les banques et les institutions de microfinances aient confiance à ces organisations cibles ;

-Les banques commerciales et les institutions de microfinances(IMF) devraient adapter leurs réseaux d'agences et guichets de façon à ce qu'ils aient des compétences d'apprécier les besoins des organisations de producteurs agricoles;

- Il a été aussi proposé de disponibiliser un fonds de crédit pour que les banques et les IMF puissent accorder des crédits spécifiques au secteur de l'agro-industrie ;

-Pour faire face aux problèmes de liquidités, la disponibilisation d'un fonds de garantie sous forme de nantissement serait bénéfique aux banques et IMF.

III.2.Résultats issus des échanges du groupe B

a. Etat des lieux :

1) Le monde rural en général et le secteur agricole en particulier est très peu financé. Néanmoins, il convient de mentionner qu'il ya des financements à travers le consortium des banques surtout pendant les campagnes du riz et du café.

Le consortium bancaire intervient avec l'implication des pouvoirs publics à travers la Société Régionale de Développement de l'Imbo(SRDI) pour le cas du riz et l'OCIBU pour le café.

Les institutions de microfinances interviennent auprès du monde rural de façon volontariste. Il en est de même pour les coopératives.

Pour satisfaire leurs besoins financiers, les producteurs agricoles qui n'ont pas accès aux crédits bancaires recourent aux usuriers.

2) Pour ceux qui le peuvent, des financements sont octroyés pour l'acquisition des équipements agricoles à la hauteur des garanties disponibles.

3) Les promoteurs des projets agricoles qui sont prêts peuvent bénéficier des fonds de roulement pour démarrer leurs activités.

b. Contraintes

Les Banques commerciales financent les activités agricoles de court terme en cherchant des profits immédiats.

Les institutions de microfinances qui interviennent dans le secteur agricole, éprouvent des difficultés:

-la rentabilité des activités agricoles est aléatoire ;
-les délais de remboursement sont longs ;
-les taux d'intérêts sont très élevés ;
-Manque de garanties hypothécaires ;
-Les IMF n'ont pas accès au refinancement de la Banque Centrale.

c. Quel genre de partenariat entre les intervenants

- Les pouvoirs publics devraient mobiliser les moyens de l'extérieur et de les mettre à la disposition du système financier aux taux d'intérêts accessibles ;

- Promouvoir des technologies susceptibles d'augmenter sensiblement le rendement du travail ;

- Promouvoir et renforcer la création des organisations agricoles comme des associations et coopératrices pour faciliter l'accès aux crédits ;

- Les Banques centrales, les pouvoirs publics et les IMF devraient mettre en place une banque agricole avec d'actionnariat;

III.3.Informations issues des échanges du groupe C

a. Les principaux risques financiers liés aux projets agricoles :

-Risques de performance : la rentabilité n'est pas prouvée ;
-Risques liés au marché et à l'instabilité des prix, ce qui fait qu'il est difficile de vendre au prix escompté ;
-Risques liés à la saisonnalité de la production agricole ;
-Risques liés au management du projet ;
-Risques liés aux aléas climatiques et calamités naturelles non maîtrisables ;
-Risques liés à la mauvaise gouvernance au sein de l'organisation;
-Risques liés à la spéculation.

b. Les mécanismes pour réduire les risques que présente le secteur agricole :

- **Pour les risques de performance :**

- L'appui institutionnel devrait être une priorité;
-Les banques commerciales ne peuvent pas le faire ;
-Les IMF devraient procéder par le renforcement des capacités par des formations sur la constitution des dossiers de demande de financement ;
-Les pouvoirs publics, les programmes de développement et les ONGs devraient organiser des formations sur la constitution des dossiers de demandes de crédits.

- **Pour les risques liés au marché et à l'instabilité des prix**

-Les producteurs agricoles devraient faire le décalage des semis ;
-Les structures publiques comme les Sociétés Régionales de Développement et les DPAE ainsi que les ONGs devraient mettre en place un système d'irrigation ;
-Les pouvoirs publics devraient mettre en place un fonds de stabilisation pour garantir le prix minimum (cas du café);
- Les pouvoirs publics devraient mettre en place des stocks de stabilisation des prix (genre SOBECOV).

- **Risques liés à la saisonnalité de la production agricole**

  -Les producteurs agricoles devraient prendre des mesures de diversification des activités pour pouvoir diversifier leurs revenus ;
  -Les pouvoirs publics devraient mettre en place un fonds de garantie;
  -Les Banques et les IMF devraient accorder des périodes de différé pour les activités agricoles;

- **Risques liés au management du projet**

  Les pouvoirs publics et les autres intervenants devraient appuyer les organisations paysannes pour la création d'un cadre juridique et organisationnel bien défini.

- **Risques liés aux aléas climatiques et calamités naturelles non maîtrisables**

  Les pouvoirs publics devraient initier un système d'assurance et un fonds de garantie.

- **Risques liés à la mauvaise gouvernance au sein de l'organisation**

  Les pouvoirs publics, les programmes de développement, les ONGs et les IMF devraient prendre des stratégies visant le renforcement des capacités en organisation et en gestion des associations et coopératives.

- **Risques liés à la spéculation**

  Les intervenants en commençant par les pouvoirs publics devraient prendre des mesures contraignantes et dissuasives en vue de prévoir des pénalités à l'encontre des spéculateurs.

A l'issue des restitutions des résultats issus des échanges des différents groupes, le Directeur du projet DAI/PAIR a procédé à la clôture du séminaire atelier tout en remerciant encore une fois les participants qui ont accepté de sacrifier toute une journée et ont fourni des propositions très pertinentes. Il n'a pas manqué de préciser que de telles occasions d'échanges seront organisées par le projet DAI/PAIR chaque que de besoin.

LE RAPPORTEUR,

Ladislas HABONIMANA

Programme pour la Promotion de l'Agro-Industrie Et des Entreprises Rurales (PAIR)

RAPPORT PROVISOIRE DES INDICATEURS INTERNES DE PERFORMANCE

0. Introduction

Le programme pour la Promotion de l'Agro-industrie et des entreprises Rurales (PAIR) a développé dans son plan de suivi et évaluation, des indicateurs internes de performance. Ces indicateurs sont relatifs aux objectifs spécifiques et au but du programme. Il convient toutefois de les rappeler et de mettre en exergue les indicateurs y attachés. Dans tous les cas, pour plus d'efficacité, il a été développé au plus deux indicateurs de performance par niveau d'objectifs. Pour le but : « Augmenter et diversifier les opportunités économiques en milieu rural à travers des actions de promotion de l'agro-industrie, qui ajoutent de la valeur et qui favorisent la croissance économique accélérée d'une manière durable en respectant et améliorant les conditions environnementales », les indicateurs retenus sont :

Indicateur 1 : % des partenaires du programme qui pensent que le projet a contribué à l'augmentation des opportunités économiques en milieu rural

Indicateur 2 : % des partenaires du programme qui affirment que les conditions environnementales ont été respectées lors de l'exécution des activités du programme et qui donnent des exemples

Pour atteindre ce but, le programme devra préalablement arriver sur les objectifs spécifiques suivants :

Objectif 1 : Appuyer le secteur privé et les entreprises paysannes à augmenter leurs revenus en milieu rural par la différentiation et la diversification de leur production

Indicateur : Revenu annuel moyen déclaré par les entreprises privées et paysannes

Objectif 2 : Diversifier les opportunités économiques des clients du programmes (organisations des producteurs, sociétés privées et fournisseurs d services

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Indicateur : Nombre d'activités génératrices de revenu nouvelles réalisées par le programme pour le compte de ces clients

Cet indicateur n'a pas été mesuré et il le sera quand le programme aura financé un nombre important d'activités génératrices de revenu.

Objectif 3 : Renforcer les maillons de chaines de valeur dans les filières porteuses, susceptibles à accroître les revenus des partenaires, soit des cultivateurs, soit des entreprises de transformation, de l'exportation, et/ou de distribution, soit des fournisseurs des intrants et autres services ;

Indicateur : **% des personnes impliquées dans les chaines de valeur qui affirment que leur revenu a augmenté et qui le démontrent par des exemples**

Objectif 4 : Accroître l'adoption de nouvelles techniques et techniques porteuses qui rendent les filières plus efficientes en réduisant leurs coûts et en même temps augmentant le volume et la qualité des produits ;

Indicateur : % des bénéficiaires du programme qui ont adopté au moins une technique et au moins une technologie qui rendent les filières plus efficientes en réduisant leurs coûts et en même temps augmentant le volume et la qualité des produits

Objectif 5 : Promouvoir l'utilisation des techniques et technologies contribuant à la gestion durable des ressources naturelles et la protection de l'environnement, y compris la biodiversité

Indicateur : % des bénéficiaires du programme qui utilisent au moins une technique et au moins une technologie contribuant á la gestion durable des ressources naturelles et la protection de l'environnement, y compris la biodiversité

Dans le but de mesurer le niveau de ces indicateurs actuellement, l'unité de suivi et évaluation du programme PAIR a entrepris une collecte des données sur terrain.

1. Méthodologie de collecte des données

1.1. Echantillonnage

Il existe plusieurs formules proposées dans la littérature pour calculer la taille de l'échantillon. Toutefois dans certains cas notamment dans des études de suivi, le développement d'une stratégie d'échantillonnage exige un raisonnement qui met en balance plusieurs facteurs, souvent contradictoires. Par exemple, un échantillon plus large peut donner des résultats plus fiables, mais l'opération devient alors plus coûteuse et plus complexe à gérer, donc cours des risques d'une baisse de qualité. On cherche dans tous les cas à déterminer un échantillon dont le rendement sera le plus efficace en terme de fiabilité des estimations d'un côté, et de coût de l'autre.

Dans notre cas, compte tenu des ressources disponibles et des besoins d'informations, les données ont été collectées dans 130 ménages affiliés aux 13 stations de lavages pilotes du programme en l'occurrence les stations de lavage de Bwayi, Butegana, Kinyovu et Kiryama de la SOGESTAL de Kayanza, les stations de lavage de Ngogomo, Rugerero, Murago et gasura de la SOGESTAL de Kirundo-Muyinga, les stations de lavage de Murambi, Gatukuza, Ruhama et Rugabo de la SOGESTAL de Ngozi et la station de lavage de Teka de la SOGESTAL de Kirimiro.

1.2. Procédure de collecte

La méthodologie de collecte des données adoptée est l'entretien individuel. Cet entretien se déroulait dans le ménage et avec le chef de ménage ou son remplaçant. Cela permettait à l'enquêteur de faire aussi des observations de ce qu'il y a dans le ménage et tout autour du ménage. Il a été choisi 10 ménages par station de lavage et les personnes à interviewer devraient être des participants au programme. Ces derniers étaient plus proches de la station (rayon inférieur à 6 km) et étaient choisis au hasard.

1.3. L'équipe d'enquêteurs

La collecte des données a été réalisée par une équipe de trois étudiants de l'Université de Ngozi dont une fille. L'équipe était sous la supervision de Responsable de suivi et évaluation dont le rôle essentiel était de voir si la collecte des données était faite selon le protocole défini et si le questionnaire était correctement rempli. L'équipe travaillait sur les 10 ménages d'une station de lavage et se déplaçait sur une autre et ainsi de suite jusqu'à la fin de l'enquête.

1.4. Le questionnaire d'enquête

Le questionnaire d'enquête était constitué des questions ouvertes et des questions fermées. Ce mixage de questions permet d'avoir des données quantitatives et des données qualitatives. Il comprend des questions sur l'identification du ménage, sur les systèmes d'exploitation agricole, des questions spécifiques sur le café, sur l'environnement et sur la perception du programme.

2. Résultats de l'enquête

2.1. Caractéristiques du ménage et du chef du ménage

La taille moyenne des ménages membres des associations des caféiculteurs est de 6,4. Les participants aux entretiens sont en grande majorité des hommes (86,9%). Contrairement au fait connu que la population burundaise est en générale jeune, la tranche de la population qui contient beaucoup de personnes est la tranche de 51-60 ans (31,5%) et en plus la moyenne d'âge est de 49,0. Cela suppose que les associations des caféiculteurs ont des membres plus âgés, les jeunes préférant vaquer à des activités rémunératrices rapidement comme la vente de services.

Tableau 1 : Taille du ménage, sexe et âge du chef de ménage

Taille moyenne du ménage	6,4	
Sexe du chef de ménage	Hommes	113 (86,9%)
	Femmes	17 (13,1%)
Age du chef de ménage	11-30 ans	5 (5,4%)
	31-40	25 (19,2%)
	41-50	36 (27,7%)
	51-60	41 (31,5%)
	Plus de 60 ans	21 (16,2%)
Age moyen du chef de ménage	49,0	

La principale occupation des participants à l'enquête est l'agriculture (95,4%). Les autres occupations mais avec une faible fréquence sont la prestation des services et l'enseignement. Il est à noter également que 71,5% des participants n'ont pas d'occupation secondaire. Les activités secondaires des participants qui ont citées sont notamment le commerce, la prestation de service (conduite de vélo, vente de main d'œuvre, etc.), l'élevage, l'agriculture, l'artisanat, la menuiserie, la maçonnerie, le suivi des associations, etc.

Tableau 2 : Occupation primaire et secondaire des participants

Occupation primaire		
	Effectifs	%
Aucune	2	1,5
Agriculture	124	95,4
Prestation de service	3	2,3
Autre (enseignant)	1	0,8
Occupation secondaire		
Aucune	93	71,5
Agriculture	3	2,3
Elevage	7	5,4
Commerce	12	9,2
Prestation de service	6	4,6
Artisanat	1	0,8
Autre (Menuiserie, maçon, moniteur agricole, suivi des associations)	8	6,2

Par rapport au niveau de formation, les données montrent que seulement 20,8% des participants n'ont jamais été à l'école. Plus de 60% des participants ont été au moins à l'école primaire ce qui suppose qu'ils savent lire et/ou écrire. En outre, 7,7% des participants ont été à l'école secondaire et 3,1% des participants ont terminé l'école secondaire. Ceux qui ont fait l'enseignement religieux sont 14,6% et ceux qui ont fait les écoles de métier sont 10,8%.

Tableau 3: Niveau de formation

Niveau de formation		
	Effectifs	%
Jamais à l'école	27	20,8
Primaire non complet	40	30,8
Primaire complet	49	37,7
Secondaire non complet	10	7,7
Secondaire complet	4	3,1
Autre formation (technique ou religieuse)		
Aucune	97	74,6
Ecole de métier	14	10,8
Enseignement religieuse (yagamukama)	19	14,6

Le groupe d'âge des membres des ménages montrent que 50,0% des membres sont actifs (16-65 ans). Les membres du ménage dont l'âge est compris entre 0 et 5 ans représentent 14,0%, ceux dont l'âge est compris entre 6 et 15 ans sont à 34,0% tandis que ceux qui un âge supérieur à 65 ans sont 1,9%. Ces données nous permettent de calculer le taux de dépendance. Le taux de dépendance indique la charge des membres non actifs sur les membres actifs. Dans notre cas, le taux est de 0,9. Cela veut dire que pour les ménages qui ont fait objet d'enquête, les membres du ménage actifs prennent en charge presque une personne.

Tableau 4 : Groupe d'âge des membres du ménage

Groupe d'âge des membres du ménage	Effectifs	%
0-5 ans	118	14,0
6-15 ans	286	34,0
16-65	421	50,0
Plus de 65 ans	16	1,9
Taux de dépendance	420/421	0,9

2.2. L'élevage

2.2.1. Types d'animaux d'élevage

Les membres des associations des producteurs du café font l'élevage des animaux domestiques comme les vaches, les moutons, les chèvres, les porcs, les lapins et les volailles. Néanmoins, les chèvres et les vaches sont les animaux les plus élevés par les ménages qui ont fait objet d'enquête avec respectivement 63,0% et 30,0% des ménages. Les moutons et les lapins sont les animaux les moins élevés par les membres des associations des caféiculteurs avec 9,2% et 16,9% des ménages qui en pratiquent. Le nombre moyen d'animaux par ménage montre que les chèvres et les lapins sont les plus nombreuses à cause éventuellement de la surpopulation qui a eu pour conséquence la réduction des pâturages. De ce fait, les agri-éleveurs préfèrent garder peu d'animaux et qui n'exigent pas beaucoup en terme de fourrage.

Tableau 5 : Possession des animaux d'élevage

Types d'animaux d'élevage	Possession d'animaux	Ménages ayant au mois un animal par type	Nombre moyen d'animaux par ménage
Bovins	0 bovin =91 (70,0%) 1 bovin=17 (13,1%) 2 bovins= 12 (9,2%) 3 bovins=5 (3,8%) 4 bovins=4 (3,1%) 5 bovins=1 (0,8%)	39/130=30,0%	0,59
Ovins	0 vin=118 (90,7%) 1 ovin= 4 (3,1%) 2 ovins= 3 (2,3%) 3 ovins=3 (2,3%) 4 ovins=2 (1,5%)	12/130=9,2%	0,20
Caprins	0 caprin = 48 (36,9%) 1 caprin=16 (12,3%) 2 caprins=22 (16,9%) 3 caprins=15(11,5%) 4 caprins = 15 (11,5%) 5 caprins=6(4,6%) Plus de 5 caprins=8(6,1%)	82/130=63,0%	2,1
Porcins	0 porcin=105 (81,5%) 1 porcin=17 (12,3%) 2 porcins=7 (5,4%) 6 porcins= 1(0,8%)	25/130=19,2%	0,27
Lapins	0 lapin= 108 (83%) 2 lapins= 1 (0,8%) 3 lapins= 3 (2,3%) 4 lapins= 4 (3,1%) 5 lapins= 5 (3,8%) Plus de 5 lapins= 9 (7,0%)	22/130=16,9%	1,16
Volaille	0 volaille = 107 (82,7%) 1 volaille= 1 (0,8%) 2 volailles= 5 (3,8%) 3 volailles = 3 (2,3%) 4 volailles = 2 (1,5%) 5 volailles = 3 (2,3%) Plus de 5 volailles = 9 (7,1%)	23/130=17,6%	1

2.2.2. Les soins des animaux

Les bovins, les caprins et les porcins sont essentiellement soignés par les vétérinaires. En effet, les vétérinaires interviennent dans les ménages pour faire les soins de ces animaux avec des fréquences respectives de 89,7%, 75% et 79,3%. Dans beaucoup de ménages, les lapins et les volailles ne bénéficient pas de soins. Les chefs de ménages considèrent qu'un lapin ou une poule n'a pas une grande valeur et peut facilement être consommé au sein du ménage si la mort survient. Par contre, les autres types d'animaux ont une grande importance tellement que les propriétaires font recours aux services des vétérinaires.

Tableau 6 : Soins des animaux

Animaux	Intervenant dans les soins	Fréquences
Bovins	Femme du ménage	1 (2,5%)
	Autre parent	1 (2,5%)
	Vétérinaire	35 (89,7%)
	Guérisseur traditionnel	1 (2,5%)
	Personne	1 (2,5%)
Ovins	Femme du ménage	1 (8,3%)
	Vétérinaire	9 (75%)
	Personne	2 (16,7%)
Caprins	Chef ménage	11 (13,4%)
	Femme ménage	1 (1,2%)
	Autre parent	1 (1,2%)
	Vétérinaire	65 (79,3%)
	Guérisseur traditionnel	1 (1,2%)
	Personne	3 (3,7%)
Porcins	Chef ménage	3 (12,0%)
	Femme ménage	1 (4,0%)
	Vétérinaire	17 (68,0%)
	Personne	2 (8,0%)
	Autres	2 (8,0%)
Lapins	Chef ménage	2 (9,1%)
	Femme ménage	1 (4,5%)
	Vétérinaire	7 (31,8%)
	Ambulant soignant	1 (4,5%)
	Guérisseur traditionnel	1 (4,5%)
	Personne	8 (36,4%)
	Autres	2 (9,1%)
Volailles	chef ménage	4 (16,7%)
	Femme ménage	1 (4,2%)
	Vétérinaire	5 (20,8%)
	Ambulant soignant	1 (4,2%)
	Guérisseur traditionnelle	2 (8,3%)
	personne	10 (41,7%)
	autre	1 (4,2%)

2.2.3. Les problèmes de l'élevage

En prenant à titre illustratif, les animaux qui sont plus élevés chez les membres des associations des producteurs de café partenaires du programme, il ressort clairement que le problème central est l'exigüité des pâturages. L'origine de ce problème est la surpopulation. Actuellement, les éleveurs préfèrent garder peu d'animaux dont ils sont capables d'engraisser et évitant ainsi les problèmes relatifs à la destruction des champs avec leurs voisins par les animaux d'élevage errant u n peu partout. Les autres problèmes auxquels les éleveurs font face sont notamment la non disponibilité des intrants, le maque d'encadrement, le cout élevés des médicaments et le non accès aux soins vétérinaires.

Tableau 7 : Principaux problèmes liés à l'élevage

Types d'animaux	Problèmes de l'élevage	Fréquences
Bovins	Pas de problèmes	7 (17,9)
	Non accès aux soins vétérinaires	3 (7,7%)
	Non disponibilité des intrants	4 (10,3%)
	Manque de pâturage	23 (59,0%)
	Manque d'encadrement	2 (5,1%)
Caprins	Pas de problèmes	17 (20,7%0
	Cout élevé des médicaments	2 (2,4%)
	Non accès aux soins vétérinaires	4 (4,9%)
	Non disponibilité des intrants	8 (9,8%)
	Manque de pâturage	46 (56,1%)
	Autres problèmes	5 (6,1%)

2.2.4. Utilisation du revenu issu de la vente des animaux

L'affectation de l'argent issue de la vente des animaux d'élevage montrent que cet argent est essentiellement utilisé dans l'investissement économique pour les bovins et dans l'achat de la nourriture pour les caprins. Par investissement économique, il faut entendre généralement l'achat des terrains à cultiver et la construction des logements. Les autres types d'utilisations énumérées sont l'achat de la nourriture, l'épargne, la scolarisation des enfants, les soins de santé et le remboursement de dettes.

Tableau 8 : Utilisation du revenu issu de la vente des animaux

Types d'animaux	Utilisation du revenu issue de la vente	Fréquences
Bovins	Achat de la nourriture	3 (33,3%)
	Epargne	1 (11,1%)
	Investissement économique	5 (55,6%)
Caprins	Achat de la nourriture	9 (37,5%)
	Scolarisation des enfants	8 (33,3%)
	Soins de santé	3 (12,5%)
	Remboursement des dettes	1 (4,2%)
	Epargne	2 (8,3%)
	Autres	1 (4,2%)

2.2.5. Objectifs de l'élevage

En faisant l'élevage, les participants à l'enquête ont pour objectif premier la production de la fumure. Cela est valable pour les bovins, les ovins, les caprins, le porcins et les lapins. Par contre, le premier objectif de l'élevage de la volaille est d'avoir une source de revenu. En effet, la volaille peut être mise sur le marché et appuyer les ménages pendant des périodes difficiles de l'année.

Tableau 9 : Principaux objectifs de l'élevage

Types d'animaux	Principaux objectifs de l'élevage	Fréquences
Bovins	Production de la fumure	33 (84,6%)
	Source de protéine animale	2 (5,1%)
	Source de revenu	4 (10,3%)
Ovins	Production de la fumure	8 (66,7%)
	Source de protéine animale	3 (25,0%)
	Epargne	1 (8,3%)
Caprins	Production de la fumure	64 (78,0%)
	Source de protéine animale	2 (2,4%)
	Source de revenu	14 (17,1%)
	Epargne	2 (2,4%)
Porcins	Production de la fumure	17 (68,0%)
	Source de revenu	8 (32,0%)
Lapins	Production de la fumure	13 (61,9%)
	Source de protéine animale	5 (23,8%)
	Source de revenu	2 (9,5%)
	Epargne	1 (4,8%)
Volaille	Production de la fumure	2 (8,7%)
	Source de protéine animale	9 (39,1%)
	Source de revenu	11 (47,8%)
	Epargne	1 (4,3%)

2.3. Exploitation agricole

Sur l'ensemble des parcelles en possession par les participants à l'enquête, 79,8% des parcelles sont situées sur la colline. Par rapport aux modes d'accès, les parcelles exploitées ont été essentiellement obtenues par héritage (95,9%). Etant donné la surpopulation de la zone, 95,2% des parcelles sont exploitées entièrement.

Tableau 10 : Lieu de la parcelle, modes d'accès et statut d'exploitation

Lieu de la parcelle		
Colline	666	79,8%
Marais	169	20,2%
Total	835	100,0%
Modes d'accès à la terre		
Héritage	801	95,9%
Achat	22	2,6%
Location	3	0,4%
Prêt	3	0,4%
Autre	7	0,8%
Statut d'exploitation		
Exploité entièrement	795	95,2%
Exploité en partie	28	3,4%
Sous jachère	12	1,4%

Selon les participants à l'enquête, les cultures occupant les parcelles exploitées sont par ordre d'importance le café, le haricot et la banane. Il convient de souligner que par rapport à la position du café, il peut y avoir un biais lié au fait que les participants savent pertinemment que le programme intervient sur le café et la tendance à mettre cette culture ne peut pas manquer.

Par rapport au processus de prise de décision dans la plantation des cultures sur les différentes parcelles, les données montrent qu'il y a généralement entente entre l'homme et la femme. Il reste seulement à vérifier si l'affectation des ressources issues de la vente des produits agricoles suit cette tendance. C'est une question qui pourra être élucidée lors de la prochaine analyse.

Tableau 11 : Cultures principales et le processus de prise de décision dans la plantation des cultures

Cultures	fréquence	%
Riz	45	6,1
Haricot	**106**	**14,3**
Patate douce	50	6,7
Manioc	35	4,7
Pomme de terre	37	5,0
Banane	**82**	**11,0**
Sorgho	17	2,3
Maïs	12	1,6
Café	**222**	**29,9**
Banane et haricot	20	2,7
Haricot et manioc	33	4,4
Autres associations diverses	84	11,3
Décision de planter la culture	**fréquence**	**%**
Chef de ménage	242	31,3%
Femme de ménage	95	12,3%
Les deux (homme et femme)	416	53,8%
Tous les membres du ménage	20	2,6%

2.4. Les pratiques agricoles

2.4.1. L'agroforesterie

Selon les participants à l'enquête, il y a un grand nombre de parcelles où il n'existe aucune pratique agro forestière (50,0%). Pour les autres parcelles exploitées, il existe des arbres fruitiers (23,0%) et ces derniers sont généralement les avocatiers, les prunes de japon, etc. Les arbres agro forestiers se trouvent sur 21,2% des parcelles. L'arbre agro forestier le plus rependu dans les exploitations agricoles étant le grevellia.

Tableau 12 : Types d'arbres agro forestiers

Agroforesterie	fréquence	%
Aucune plantation	414	50,0%
Plantation des arbres fruitiers	189	23,0%
Plantation des arbres agro forestiers	174	21,2%
Autres	45	5,5%

2.4.2. La protection du sol

La protection du sol n'est pas une pratique agricole suffisamment répandue sur les parcelles des participants à l'enquête. Sur l'ensemble des parcelles des participants, 54,2% des parcelles ne bénéficient d'aucune protection du sol. De toutes les techniques de protection du sol, le traçage des courbes de niveau est pratiqué sur 22,0% des parcelles exploitées. Les autres pratiques de protection du sol sont l'utilisation des haies vives et la combinaison des haies vives et des courbes de niveau.

Tableau 13 : Techniques de protection du sol

Protection du sol	**fréquence**	**%**
Aucune protection	438	54,2%
Haies vives	68	8,5%
Courbes de niveau	178	22,0%
Courbes de niveau et haies vives	66	8,2%
Autres	58	7,2%

2.4.3. Préparation du sol

La technique de préparation du sol la plus répandue sur le gros des parcelles est le labour simple ou que certains appellent le houage (54,6%). Les autres techniques de préparation du sol utilisées sont le billonnage et le sarclage.

Tableau 14 : Techniques de préparation du sol

Préparation du sol	**fréquence**	**%**
Sarclage	189	22,6%
Billonnage	17	2,0%
Billonnage et sarclage	29	3,5%
Houage/labour	456	54,6%
Autres	8	1,0%

2.4.4. La fertilisation du sol

L'utilisation de la fumure minérale est de loin la plus utilisée sur les parcelles agricoles des participants à l'enquête (38,7%). Elle est suivie par le paillage (26,7%) qui est généralement pratiquée sur le café. Les autres techniques de fertilisation utilisées sont l'enfouissement, l'utilisation de la fumure minérale ainsi que la combinaison de la fumure minérale et de la fumure organique.

Tableau 15 : Techniques de fertilisation du sol

Fertilisation	fréquence	%
Aucune	132	16,5%
Compostage	65	8,1%
Paillage	214	26,7%
Enfouissement	26	3,2%
Fumure organique	310	38,7%
Fumure minérale	50	6,2%
Fumure minérale et organique	41	5,1
Rotation des cultures	4	0,5%

2.5. Les données spécifiques au café

2.5.1. L'ancienneté et le revenu dans le secteur café

Les participants à l'enquête investissent leurs efforts physiques et les moyens financiers de puis plus de 10 ans. En effet, plus de 80% des participants partenaires du programme ont une ancienneté de plus de 10 ans dans le secteur.

Tableau 16 : Ancienneté dans le secteur café

Ancienneté dans le secteur café	fréquence	%
Moins d'une année	3	2,3%
Entre 2 ans et 5 ans	10	7,7%
Entre 5 et 10 ans	9	6,9%
Plus de 10 ans	108	83,1%

- **Revenu annuel moyen déclaré par les entreprises privées et paysannes**

Les revenus déclarés par les participants au programme sont variables. En effet, 41,5% des participants à l'enquête déclarent avoir un revenu annuel moyen provenant du café variant entre 100.000 Fbu et 500.000 Fbu, 25,4% des participants affirment avoir un revenu annuel moyen variant entre 50.000 Fbu et 100.000 Fbu, 20,0% des participants ont un revenu annuel moyen de moins de 50.000 Fbu et il y a 5,4% des participants qui peuvent avoir un revenu supérieur a 1.000.000 Fbu. La littérature et l'expérience dans le domaine des enquêtes ont toujours prouvé que la tendance dans la déclaration des revenus est de les minimiser. Cela étant, les revenus les revenus déclarés montrent que le café est une culture qui permet aux producteurs d'avoir un revenu substantiel. Si un paquet de techniques sur la production est mis sur cette culture afin d'avoir un café de grande quantité et de bonne qualité, sans doute que les producteurs vont continuer à y tirer profit.

Par rapport aux difficultés, les principales qui ont été citées sont notamment le manque de paillage, le manque de la fumure minérale et les produits phytosanitaires qui leur parviennent aux producteurs tardivement. Les participants à l'enquête signalent aussi le prix du café qui est bas ce qui fait qu'il est difficile de couvrir la plupart des charges liées à la production.

Tableau 17 : Revenu annuel moyen déclaré par les participants à l'enquête

Revenus déclarés	**fréquence**	**%**
Moins de 50.000 Fbu	26	20,0%
Entre 50.000 et 100.000 Fbu	33	25,4%
Entre 100.000 et 500.000 Fbu	54	41,5%
Entre 500.000 et 1.000.000 Fbu	10	7,7%
Plus de 1.000.000 Fbu	7	5,4%

- **% des personnes impliquées dans les chaines de valeur qui affirment que leur revenu a augmenté et qui le démontrent par des exemples**

Quant à la question de savoir si le revenu des caféiculteurs a augmenté depuis que le programme a démarré, 18,5% des participants seulement affirment que leur revenu a augmenté. Parmi les 18,5% affirmant que leur revenu a augmenté, 50,0% des participants disent que leur revenu a augmenté deux fois, 37,5% des participants ont des revenus qui ont augmenté moins d'une fois, 8,3% des participants ont vu leur revenu augmenté trois fois.

Le revenu est généralement utilisé dans la scolarisation des enfants, dans l'entretien du café, dans le paiement des dettes contractées antérieurement. Il est également utilisé dans le paiement dans l'investissement comme l'achat des animaux d'élevage et l'acquisition des parcelles à cultiver pour les ménages qui n'ont pas assez de surface.

Tableau 18 : Augmentation du revenu depuis l'existence du programme PAIR

Augmentation du revenu depuis que le programme PAIR existe	**fréquence**	**%**
Oui	24	18,5%
Non	106	81,5%
Proportion augmentation du revenu	**fréquence**	**%**
Moins d'une fois	9	37,5%
Une fois	1	4,2%
Deux fois	12	50,0%
Trois fois	2	8,3%

2.5.2. Les techniques et les technologies utilisées pour améliorer le volume et la qualité des produits

- **% des bénéficiaires du programme qui ont adopté au moins une technique et au moins une technologie qui rendent les filières plus efficientes en réduisant leurs coûts et en même temps augmentant le volume et la qualité des produits**

Par rapport aux techniques et technologies utilisées pour améliorer le volume et la qualité des produits, les techniques d'entretien du café (sarclage, fertilisation, paillage, traitement phytosanitaires, etc.) ont été les plus citées implicitement par les participants (90,0%) à l'enquête. Les autres techniques et technologies qui ont été évoquées dans l'ordre d'importance sont la récolte de la cerise mure, la sélection de la cerise par flottaison, la sélection de la cerise sur table, le redimensionnement des bacs de fermentation et le séchage pyramidale.

Tableau 19 : techniques et technologies utilisées par les participants pour améliorer le volume et la qualité des produits

Techniques et technologies	Fréquence	%
Récolte de la cerise mure	56	43,1%
Sélection de la cerise mure sur table	12	9,2%
Sélection de la cerise par flottaison	26	20,0%
Séchage pyramidale	1	0,8%
Techniques d'entretien du café (sarclage, fertilisation, paillage, traitement phytosanitaire)	117	90,0%
Redimensionnement des bacs de fermentation	3	2,3%

2.5.3. Le programme PAIR et l'environnement

La perception des participants à l'enquête par rapport à la question de l'environnement montrent que la conscience de la population par rapport à de la dégradation continue de l'environnement est une réalité. En effet, comme le montre le tableau ci-dessous, 88,5% des participants sont d'avis que l'environnement se dégrade plus en plus. Pour étayer leur position, ils donnent des explications. Un des participants à l'enquête de la colline Bunyarukiga, commune de Gashoho affiliée à la station de Rugerero dit : « ***la population est devenue nombreuse, les gens coupent beaucoup d'arbres sans les remplacer ce qui entraine la destruction de l'environnement*** ». Un autre participant de la colline Burengo, commune de Matongo affiliée à la station de Bwayi affirme : « ***on coupe beaucoup d'arbres pour la fabrication des tuiles et des pluies et cela a comme conséquence de plus en plus la rareté des pluies dans notre région*** ».

Tableau 20 : Perception des participants à l'enquête sur l'état de l'environnement

L'environnement se dégrade de plus en plus ou peut-il se dégrader	**fréquence**	**%**
Oui	115	88,5%
Non	15	11,5%

- **% des partenaires du programme qui affirment que les conditions environnementales ont été respectées lors de l'exécution des activités du programme et qui donnent des exemples**

Selon les membres des associations partenaires du programme qui ont participé à l'enquête, le programme PAIR respecte l'environnement dans ses activités. A titre illustratif, un participant à l'enquête de la colline de Shikankoni de la commune de Kayanza afflié à la station de lavage de Butegana s'exprimant sur le respect de l'environnement par le programme dit : ***« Le programme PAIR nous conseille de tracer les courbes de niveau et de planter le tripsacum qui servira à protéger l'environnement mais aussi avoir de le paille pour le café*** ». Un autre de la colline de Muganza dans la coomune de Matongo s'est exprimé en disant : ***« le programme nous sensibilise de planter les arbres à la périphérie des champs de café pour sensibiliser ces derniers contres les vents violents »***.

Tableau 21 : Respect de l'environnement par le Programme PAIR selon les participants

Respect de l'environnement par le programme PAIR	**fréquence**	**%**
Oui	108	83,1%
Non	22	16,9%

Les techniques utilisées pour la protection de l'environnement par les membres des associations sont par ordre d'importance la plantation des herbes fixatrices, la plantation des arbres sur les pentes et autour des champs ainsi que les courbes de niveau.

- **% des bénéficiaires du programme qui utilisent au moins une technique et au moins une technologie contribuant á la gestion durable des ressources naturelles et la protection de l'environnement, y compris la biodiversité**

Tableau 22 : Les techniques utilisées par les participants dans la protection de l'environnement

Techniques utilisées dans la protection de l'environnement	**fréquence**	**%**
Traçage des courbes de niveau	34	26,2%
Plantations des herbres fixatrices (tripsacum, setaria, etc)	74	56,9%
Autres techniques (plantation des arbres sur les pentes et autour des champs)	43	33,1%

2.5.4. Perception du programme par les participants

- **% des partenaires du programme qui pensent que le projet a contribué à l'augmentation des opportunités économiques en milieu rural**

Les participants à l'enquête pensent que le programme peut contribuer énormément à l'augmentation des opportunités économiques en milieu rural. En effet, 86,2% des participants affirment que le programme PAIR peut apporter une valeur ajoutée dans la croissance économique de leurs ménages. A ce sujet, un participant à l'enquête de la colline de Nyankurazo de la commune de Tangara affilié à la station de lavage de Rugabo dit : ***« Le programme nous enseigne l'amélioration de la qualité du café. Nous espérons avoir plus d'argent que les années précédentes et par la suite les opportunités économiques vont augmenter ».*** Parmi les personnes qui pensent que le programme ne va pas améliorer les opportunités économiques en milieu rural, la raison généralement avancée est que le programme est récent.

Tableau 23 : Perception des participants à par rapport à l'augmentation des opportunités économiques en milieu rural

Le programme peut-il contribuer à l'augmentation des revenus en milieu rural	**fréquence**	**%**
Oui	112	86,2%
Non	18	13,8%

Récapitulatif du niveau des indicateurs de performance du programme en juillet 2009

Nom de l'indicateur	Niveau de juillet 2009
Revenu annuel moyen déclaré par les entreprises privées et paysannes	Moins de 50.000 Fbu=20,0% Entre 50.000 Fbu et 100.000 Fbu=25,4% Entre 100.000 et 500.000 Fbu=41,5% Entre 500.000 et 1.000.000 Fbu=7,7% Plus de 1.000.000 Fbu=5,4%
% des personnes impliquées dans les chaines de valeur qui affirment que leur revenu a augmenté et qui le démontrent par des exemples	18,5%
% des bénéficiaires du programme qui ont adopté au moins une technique et au moins une technologie qui rendent les filières plus efficientes en réduisant leurs coûts et en même temps augmentant le volume et la qualité des produits	Récolte de la cerise mure=43,1% Sélection de la cerise sur table=9,2% Sélection de la cerise par flottaison= 20,0% Séchage pyramidale=0,8% Techniques d'entretien du café= 90,0% Redimensionnement des bacs de fermentation=2,3%
% des partenaires du programme qui affirment que les conditions environnementales ont été respectées lors de l'exécution des activités du programme et qui donnent des exemples	83,1%
% des bénéficiaires du programme qui utilisent au moins une technique et au moins une technologie contribuant á la gestion durable des ressources naturelles et la protection de l'environnement, y compris la biodiversité	Traçage des courbes de niveau=26,2% Plantations des herbes fixatrices (tripsacum, setaria, etc)=56,9% Autres techniques (plantation des arbres sur les pentes et autour des champs)=33,1%
% des partenaires du programme qui pensent que le projet a contribué à l'augmentation des opportunités économiques en milieu rural	86,2%

BAP Deliverables Matrix, As of 30 Sept 2009

		Status
	PY 1 Deliverables	
	TASK 1- Supporting Coffee Sector Privatization and Market Engagement	
	Task 1.1- Support the Formulation of privatization policy at the national level	
1.1.a	Hold workshops and produce short action oriented policy syntheses to illustrate the likely consequences of privatization on different value chain participants	Partial Achievement
1.1.b	Prepare a road map showing the steps along the path to privatization	Completed
1.1.c	Review the legal prerequisites for producer organization participation in privatization as commercial entities at different degrees of aggegation (associations vs cooperatives, federations, etc.)	Completed
1.1.d	Broadcast Radio information campaigns to explain privatization to the public	completed
1.1.e	Facilitate financing deals for CWS purchase with banks, microfinance institutions, NGO and donors	Partial Achievement
1.1.f	Conduct a survey to assess the larger attitudinal climate for privatization and competitiveness in the coffee sector among the different segments of Burundian Society in order to fine tune subsequent BAP implementation and communication strategies	Nothing Done
	Task 1.2- Support Field Level participants in privatization	
1.2.a	Train Leaders and Managers from 11 anchor project CWS in operational, financial and strategic management	Partial Achievement
1.2.b	Train members from 50 Producer Organizations in privatization concepts	Completed
1.2.c	Develop case studies for CWS in what to do in forming cooperatives, joint ventures and management contracting	Achieved
1.2.d	Train producer organization leaders and CWS managers on how to access financing	completed
1.2.e	Support Producer organizations that need to transform into cooperatives	On-going- can be considered completed for PY 1
1.2.f	Broker Privatization transactions linking producers, private investors and financiers	Nothing Done
1.2.g	Work with banks, microfinance institutionsand government to improve access to financing for CWS purchase	on-going
	Task 1.3 Market Engagement	

1.3.a	Train targeted producer associations and private enterprises in seasonal campaign planning, direct sales negotiations, pricing strategies, sales contracting conventions and risk reduction strategies	completed
1.3.b	Develop informational sheets and other promotional materials for marketing specialty coffee aimed at Coffee Washing Stations and Regional Cupping Service Providers	completed
1.3.c	Conduct Buyers tours to foster stronger producer-buyer relationships and increased coffee sales	Completed
1.3.d	Implement Projects to build regional coffee quality centers	PartiallyAchievement
1.3.e	Work with SIVCA and SONICOFF to improve dry mill processes and quality control procedures to meet specialty grade standards	PartiallyAchievement
1.3.f	Design a national level coffee marketing campaign in conjunction with OCIBU and the East Africa Fine Coffee Association (EAFCA)	PartiallyAchievement
1.3.g	Begin developing an information communication technology based coffee marketing tool with traceability information on lots at the CWS level	Nothing Done
	Task 2- Identifying Key Value Chains with Highest Potential for Returns on Investment	
2.1	Conduct an analysis to identify and develop up to 5 additional value chains with potential for high returns on investment	Completed
	TASK 3-Assessing Capacity Building Needs among Potential Producer's Organizations/Institutions/Firms with a Focus on Supply Side Constraints and Opportunities	
3.1	A Baseline assessment will be carried out which will cover aspects such as knowledge and practice of agricultural productivity enhancing technologies, applied natural resource management technologies,productive assets, food consumption habits, knowledge of market information, associations membership, organizational structure, gender roles and history of income management	Completed
	TASK 4- Targeted training on supply side and demand side factors among select high potential producers/enterprises	
4.2	Train farmers and producer organizations in intensified production techniques	On-going- Can be considered completed for PY 1
4.3	Train producer organizations and private collection agents in quality standards and post harvest handling requirements	Completed
	Task 5- Annual Workplan 45 Calendar Days after Date Award is Signed	Completed
	Task 6- Monitoring and Evaluation Plan 90 Calendar Days after Date Award is signed	Completed

	PY 2 Deliverables	
	Activity 1-Improved Agricultural and Natural Resource Governance	
	TASK 1.1- Advancing Reforms in the Coffee Sector	
1.1.a	Producer Organizations in target areas are legally registered and/or incorporated and are functioning commercially and own assets with a clear institutional status under Burundian Law	completed
1.1.b	Training modules to strengthen the role of women and their voice in producer associations or cooperatives enhancing their ability to address conflict both inside and outside the associations are developed/updated, conducted and participants use of new abilities is documented	partially completed
1.1.c	Training modules on organizational, financial, business development and management capabilities for coffee producer associations, federations and confederations are produced/updated, training is conducted and their impact is documented	completed
1.1.d	Coffee Washing Station Business Plan documents are developed	completed
1.1.e	A Fee based coffee processing structure is in place and operational at USAID supported Washing Stations during the 2009-2010 coffee campaign	partially completed
1.1.f	Periodic situations analysis/updates on key developments concerning the liberalization/privatization of the coffee sector are produced	completed
1.1.g	At Least 1 training session/meeting is held with key coffee sector actors per quarter	completed
	TASK 1.2-Develop Innovative Models for Structuring in Coffee, Horticulture and Dairy Value Chain Enterprises	
1.2.a	Training material/modules on successful management models for creating marketing and quality control service functions for CWS association members are produced/updated and delivered	completed
1.2.b	At least 4 CWS start implementing marketing and quality control service functions for CWS association members	completed
1.2.c	Information materials on the USAID supported DCA loan portfolio guarantees are produced and information/training sessions are held with all BAP Project participants	completed
1.2.d	Financial Management and basic business development for micro, small and medium sized enterprise training modules are produced/updated, training sessions are held and impacts are documented	partially completed
1.2.e	Loan Applicants from coffee, horticulture and dairy sectors are assistedto develop bankable business plans	partially completed
1.2.f	Information/analysis of producer/producer association/firms performance vis a vis the DCAare included in semi-annual DCA performance narrative and performance indicator reports	completed
	TASK 1.5- Support Women's Equitable Participation and Leadership Role in Burundi's Agricultural Sector	
1.5.a	Microfinance, microenterprise development, business development, financial management and value chain training modules/material are developed/updated and training is conducted for women in all BAP target sector and geographical areas	partially completed
1.5.b	Grass Roots women's associations involved in the agricultural sector in BAP target areas have received small awards and strengthened their institutional and advocacy capacity	not accomplished
1.5.c	Information/Analysis of the impact of small awards are produced	not accomplished
	Activity 2- Strengthened Domestic Markets	
	Task 2.1.1- Train producers to stimulate improved production in Coffee, Horticulture and Dairy Value Chains	

2.1.1.a	Training modules in improved production are produced/updated and training sessions are conducted for at least 1500 BAP project participants	partially accomplished
	Task 2.1.3- Introduce appropriate low cost productivity enhancing technology such as drip irrigation, micro-dosing of fertilizers, nitrogen fixing green manure production, improved genetic materials and crop rotation to increase productivity while reducing soil "contamination" *degredation*	
2.1.3.a	At least 2 appropriate low cost productivity enhancing technologies increasing productivity while decreasing soil degredation related training modules are produced/updated and disseminated to BAP participant producers/firms	completed
2.1.3.b	Relevant low cost productivity enhancing technoogies/equipment is made available by DAI to at least 10 producer associations	partially accomplished
	Task 2.5- Introduce Techniques to improve financial incentives to farmers in coffee, horticulture and dairy value chains	
2.5.a	New farmer associations are created and at least 10 of them successfully reduce production/marketing costs and conduct favorable negotiations	partially accomplished
2.5.b	Information materials on production techniques, domestic markets, market prices and financial products are produced	completed
2.5.c	Regular Radio Announcements are broadcast and other information dissemination methods implemented for at least 10 months of year 2	partially accomplished
2.5.d	6 Input distribution systems are created and functional and their efficiency documented	not accomplished
2.5.e	Coffee Cherry Price differentiation and scheduled payment plans are implemented at 8 USAID assisted CWS	partially accomplished
	Task 2.6- Develop new market based approaches to extension	
2.6.1	Training modules on the role of extension agents, costs of their services and alternative methods for extension service procurement are produced and disseminated to coffee, horticultural and dairy producer associations in the BAP project zone	not accomplished
2.6.2	At least 3 activities linking agricultural research and coffee, horticulture and dairy value chain development interventions are identified and implemented	not accomplished
2.6.3	Small awards or matvhing funds or in-kind donations of equipment and inputs are made to at least 3 associations/private extension service provider enterprises	not accomplished
	Activity 3-Expanded Regional and International Trade through Enhanced Competitiveness of Agricultural Enterprises and micro, small and medium sized enterprises (MSMEs)	
	Task 3.1- Increase the competitiveness of private firms/cooperatives in coffee, horticulture and dairy value chains through training, technical assistance and small awards	
3.1.a	At least 4 coffee cupping and quality control trainings are held in cooperation with EAFCA and the SIVCA based center for quality control in Ngozi	completed
3.1.b	At least 2 buyers tours are conducted	completed
3.1.c	At least 20 Burundian coffee, dairy and horticulture entrepreneurs are sponsored to make site visits to Rwanda, Kenya or Tanzania and to participate in other learning and exchange events, including trade fairs, if organized, in the region	completed
3.1.d	At least 6 associations/firms engaged in coffee, horticulture or dairy receive small awards or matching funds to acquire small equipment/technologies or receive in kind donations to enhance the competitiveness of their products	not accomplished
	Task 3.2-Strengthen the Trade Facilitation Capacities of Business Associations and the Public Sector	
3.2.a	Trade Show preparation training materials are developed and at least 3 trade show trainings are delivered in relation with coffee,horticulture and dairy	not accomplished
3.2.b	Marketing tools and promotion strategies for differentiated higher quality products in coffee, horticulture and dairy value chains are developed and implemented	partially accomplished
	Task 3.5-Support Cleaner Drinking Water Supply, improved hygeine and sanitation promotion and cleaner production technologies that reduce river and ground water pollution	

3.5.a	Training modules on clean water use, water source protection, water purification, water harvesting and storage workplace and household hygiene and sanitation are produced/updated and at least 2 rounds of training sessions on the above topics are delivered to farmer associations and health care workers in BAP/Pathfinder target areas	not accomplished
3.5.b	At least 20 community clean water sources/water harvesting/ storage facilities are built in BAP/MCH target areas	not accomplished
3.5.c	Sanitation facilities are built or rehabilitated and appropriate systems to reduce volumes of water used and to treat runoff water are established at 8 USAID supported CWS	not accomplished