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PROJET CROISSANCE ECONOMIQUE

ECONOMIC GROWTH PROJECT

FY 2009 ANNUAL REPORT

APRIL 16, 2009 – SEPTEMBER 30, 2009

October, 2009

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Contract No. 685-I-00-06-00005-00

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INTRODUCTION

In keeping with the reporting requirements in Contract 685-I-00-06-00005-00, International Resources Group (IRG) is pleased to submit to USAID/Senegal the FY 2009 annual report for the Economic Growth Project (PCE – Projet Croissance Economique). As the Task Order 5 Contract was signed April 16, 2009, this report covers the period of April 16 through September 30, 2009. An update on Task Orders 1 & 4 is included, but the formal FY2009 report for TO 1 & 4 will be submitted separately.

Since Task Order 5 was signed, there has been considerable progress by the PCE team, due in large part to the full support we have received from USAID/Senegal, as well as our public and private sector partners and collaborators. In the initial 2-3 months, the team focused its efforts for the most part on organizing project start-up, moving to a larger office, establishing an administrative structure and process, hiring a team of experienced qualified experts, and initiating technical activities. Fortunately, we were able to rely on the people, experience, and facilities of the SAGIC project team that has been on the ground and operational since 2006, which made the installation process for TO5 and its many new team members much easier than it might otherwise have been. In the last three months of the fiscal year, project operations went into high gear on all fronts, and the work plan was fully implemented.

It is worth reiterating that we have established the systems and procedures to enable the entire team and operations of Task Orders 1,4, & 5 to be incorporated into one multi-dimensional, larger, integrated project, le **Projet Croissance Economique (PCE)**. Certain aspects of the TO's 1&4, in particular the milestone-payment and reporting requirements of the contract, will require that it be monitored, reported upon, and evaluated separately from Task Order 5. Our intention is to fully integrate all operations and reporting for the three Task Orders in FY2010.

In summary, during this reporting period we have successfully achieved the objective of making the transition to an integrated, fully- operational Projet Croissance Economique, and are in full operational mode in all our components. We recognized that fiscal year 2010 and beyond will continue to present many new challenges, but we have in place a highly competent and experienced team that is fully supported logistically and financially to carry out the multitude of tasks before us.

PROJECT IMPLEMENTATION

The body of this report is presented table format and several annexes. Table One is a summary of the three GFSR components and indicators, Table Two provides a summary of achievement status for each activity in the FY09 work plan, and Table Three provides a more detailed update of progress on FY09 milestones, activities as of 30 September, 2009.

TABLE I. GLOBAL FOOD SECURITY RESPONSE, TASK ORDER 5 COMPONENTS & INDICATORS

❖ 1. GFSR /Component 1 (CLIN 01) Increasing Agricultural Productivity and Production
<ul style="list-style-type: none"> ➤ 1.1. Deploying Available Science and Technology <ul style="list-style-type: none"> ▪ Increased national capacity to produce and distribute improved seed ▪ Increase the supply and use of fertilizers in both private sector and producer organizations ▪ Increased Livestock production and marketing in key product areas through value chain development ➤ 1.2 Development of Agricultural Processing and Marketing Capacity <ul style="list-style-type: none"> ▪ Increased processed food production ▪ Increased the number of firms producing quality food, graded and packaged according to trade standards ▪ Increase the number of private sector firms and producer organizations receiving training in quality control techniques, packaging and other areas of food quality improvement increased
❖ 2. GFSR/Component 2 (CLIN02) Alleviating Transportation, Distribution and Supply-Chain Bottlenecks
<ul style="list-style-type: none"> ➤ 2.1. Developing Trade and Transport Corridors <ul style="list-style-type: none"> • Selected trading infrastructure constraints improved • Market access to Bamako-Dakar trade corridor improved • Selected constraints to cross-border and regional trade of food products alleviated ➤ 2.2 Supporting Agricultural Value Chain Development <ul style="list-style-type: none"> • Increased value-addition of assisted firms and farmer groups to major staple foods, including livestock products; • Multi-partner value chain alliances expanded • Business capacity of private sector firms and producer organizations increased ➤ 2.3 Increase Access to Capital <ul style="list-style-type: none"> • Access to credit increased • Banks and MFIs capacity and competency to provide agricultural loans strengthened • Establishment of a warehouse receipt system initiated
❖ 3. GFSR/Component 3 (CLIN 03): Promoting Sound Market-Based Principles
<ul style="list-style-type: none"> ➤ 3.1. Assist Countries and Regional Organizations <ul style="list-style-type: none"> ▪ CAADP Compacts, with focus on Pillar II: Improvement of Rural Infrastructure and Trade Related Capacities for Market Access ▪ Mobilizing at least two Public-Private Partnerships that have potential to significantly impact food security in Senegal ▪ Economic Community of West African States (ECOWAS), focusing on Senegal compliance to regional policies addressing food prices ▪ Building Capacity of Producer Organizations and accelerating their integration into growing future value chains. ➤ 3.2. Implementing Sound Agriculture and Food Policies: <ul style="list-style-type: none"> ▪ Increase smallholder farmer's compliance concerning production regulations and use of safe technologies ▪ Conduct training on relevant quality standards and regulations for food production to smallholder farmer, producer associations, and agri-business firms ▪ Identify specific regulations inhibiting smallholder compliance ▪ Develop technological packages for use by smallholder farmers ▪ Conduct training in new technologies for smallholder farmers/producer organizations ▪ Organize forums to introduce new advances in biotechnology

TABLE 2. FY 09 WORK PLAN: ACTIVITY-BY-ACTIVITY ACHIEVEMENT STATUS

CLIN 01: INCREASING AGRICULTURAL PRODUCTION AND PRODUCTIVITY, FY 09			
RESULT	INDICATOR	FY09 MILESTONES	ACHIEVEMENT STATUS 30 SEPT 2009
I.1.1 increased national capacity to produce and distribute improved seed	Percentage increase in seed multiplied by public and private sector assisted	High quality rice/maize seed obtained	COMPLETED
		Foundation seed replication ensured	COMPLETED
		Rainfed rice: facilitate expansion of foundation seed	ON-GOING
		Seed value chain (vc) assessment conducted	COMPLETED
		Rainfed rice: develop rice plots and prepare varietal and taste trials to learn consumer rice preferences	ON-GOING
		Maize: develop small maize plots and conduct varietal/taste trial to learn consumer variety preferences, focusing on Sine Saloum, and Kolda/Casamance area	ON-GOING
		Maize establish partnership with Sodefitex to expand maize as follow-on crop after cotton	COMPLETED
I.1.3 increased livestock production and marketing in key product areas through value chain development	Number of livestock entrepreneurs assisted through bds to improve value-addition	2009 tabaski sheep/goat fattening/marketing pilot prepared & launched	POSTPONED
		Livestock vc assessment conducted	COMPLETED
		Vc implementation commenced with initial emphasis on sheep/goats	UNDERWAY

1.2.1 increased processed food production	Percentage increase in processed agricultural products from assisted firms	Millet vc assessment, emphasizing processing & marketing, completed	COMPLETED
1.2.2 increased number of firms producing quality food, graded and packaged according to trade standards	Number of private sector firms and producer organizations receiving training in quality control techniques, packaging, and other areas of food quality improvement increased	Social marketing and outreach program targeting local rice preparation and consumption designed	COMPLETED
		Irrigated rice design consumer-focused social marketing campaigns	ON-GOING
		Rainfed rice: identify & begin training local leaders to develop self sustaining community based seed multiplication (cbsm), focusing on kolda/casamance areas	ON-GOING

CLIN 02: ALLEVIATING TRANSPORTATION, DISTRIBUTION/SUPPLY CHAIN BOTTLENECKS			
RESULT	INDICATOR	FY09 MILESTONES	COMPLETION STATUS 30 SEPT 2009
2.1.1 selected trading infrastructure constraints improved	Amount of public and private investment in infrastructure promoted through program assistance increased	Assessment completed of key infrastructure constraints, opportunities. And action plan	ON-GOING
		Opportunities assessed for investment in Kaolack port	COMPLETED
		Pilot private, community-based warehousing program prepared for post-harvest 2009	ON-GOING
2.1.3 selected constraints to cross-border & regional trade of food products alleviated	Number of capacity building and training for public sector agencies and private sector groups conducted	Dialogue platform opened for grains markets	POSTPONED
		Dakar-Bamako corridor grain trade improvement program under way	ON-GOING
2.2.1 increased value-addition of assisted firms and farmer groups to major staple foods, including livestock products	Number of existing and emerging value chains for selected crops and meat products identified	Priority value chain-specific interventions implemented	ON-GOING
		Irrigated rice: conduct rapid start value chain assessment, with visits to the Senegal river valley, beginning with Warda and partners in St. Louis	COMPLETED
		Millet vc assessment, emphasizing processing & marketing, completed	COMPLETED
		Sheep & Goats: Assessed in context of livestock value chain preparation	COMPLETED

CLIN 02: ALLEVIATING TRANSPORTATION, DISTRIBUTION/SUPPLY CHAIN BOTTLENECKS

RESULT	INDICATOR	FY09 MILESTONES	COMPLETION STATUS 30 SEPT 2009
2.2.2 multi-partner value chain alliances expanded	Number of private sector smes and producer groups operating in the value chain increased	Priority public-private partnerships (ppp) opportunities and strategies identified	ON-GOING
2.2.3 business capacity of private sector firms and producer organizations increased	Number of new technologies relevant to value chain productivity introduced and usage increased	Sagic value chain approach reviewed, refined and validated	ON-GOING
		Intensive value chain short-course designed and conducted	COMPLETED
2.3.1 access to credit increased	Percentage increase in amount of credit accessed by various value chain actors increased	Strategy for expanded use of usaid's development credit authority (dca) developed & refined	ON-GOING
2.3.2 banks and mfris capacity and competency to provide agricultural loans strengthened	Number of banks or mfris introducing revised or new standards for agricultural loans increased	Financing opportunities in response to priority value chain constraints proposed	ON-GOING
Identification of specific regulations inhibiting smallholder compliance	Number of specific regulatory constraints indentified		ON-GOING

CLIN 03: PROMOTING SOUND MARKET-BASED PRINCIPLES

RESULT	INDICATOR	FY09 MILESTONES	COMPLETION STATUS 30 SEPT 2009
3.2.1 building capacity of producer organizations	Number of producer organizations using market information for marketing decisions increased	Capacity building program focused on governance and organization of producer groups designed	IMPLEMENTATION BEGUN
3.2.1 increased smallholder farmer's compliance concerning production regulations and use of safe technologies	Number of smallholder farmer, producer associations, and agribusiness firms receiving instructions and training on relevant quality standards and regulations for food production	Millet: stimulate demand of value-added millet products by initiating consumers preference survey millet: identify opportunities for brokering forward contracts between millet retailers and suppliers of the grain.	ON-GOING
3.2.2 identification of specific regulations inhibiting smallholder compliance	Number of specific regulatory constraints identified	Needs diagnosis/gap analysis of relevant policies undertaken	POSPONED
		Policy agenda refined	ON-GOING
		Dakar-Bamako corridor grain trade improvement program implemented	ON-GOING
		Opportunities assessed for investment in Kaolack port	SUSPENDED
		Pilot private, community-based warehousing program prepared for post-harvest 2009	ON-GOING
		Pilot warehouse receipts system designed	COMPLETED
		Millet: Implement pilot community cereal storage program in the peanut basin	ON-GOING
3.2.3 increased support for technological advances	Number of technological packages developed for use by small holder farmers	Household strategies for value chain interventions assessed and compared	UNDER DISCUSSION

CROSS-CUTTING SUPPORTING ACTIVITIES, INCLUDING PROJECT MOBILIZATION	COMPLETION STATUS 30 SEPTEMBER, 2009
Administrative and staff mobilization	COMPLETED
Review and refine PMP indicators and information collection/dissemination approach	ON-GOING
Undertake team strategic planning process	COMPLETED
Complete and submit branding and marking plan	COMPLETED
Undertake initial action-training to generate content for success stories	COMPLETED
Develop unified communication strategy	COMPLETED
Launch targeted social marketing studies	POSTPONED
Educate and enlist support from host government officials	ON-GOING
Undertake gender-focused assessment of intervention opportunities	ON-GOING
Develop medium-term PCE capacity building strategy	COMPLETED
Modalities designed & documented for the Senegal local support fund (SLSF)	COMPLETED
SLSF implementation	COMPLETED
Grants program for estimated \$1.5m under SLSF approved	ON-GOING

TABLE 3. ECONOMIC GROWTH PROJECT PROGRESS REPORT
CLIN 01: Increasing Agricultural Production and Productivity, FY 09¹

I.I.I RESULT		I.I.I INDICATOR	
I.I.I Increased national capacity to produce and distribute improved seed		Percentage increase in seed multiplied by public and private sector assisted	
FY 09 Milestones	FY 09 Activities	Status as of 30 June 2009	Status as of 30 September 2009
Increase national capacity to produce and distribute improved seed	1a. Obtain high-quality rice/maize foundation seed and ensure replication in 2009/10 for 2010/11	21 tons of rice seed, consisting of three of the highly demanded varieties were provided to the Federation of Women Producers (FEPRODES) and UNIS-Nord to cultivate a total of 120 ha in June. In addition, 29,4 tons of maize seed were provided to FMU / Bantaare	Monitoring of seed multiplication, harvest and storage continues by DISEM and Project Croissance Economique. Contacts and discussions have also been organized also with a broad range of NGO and private sector firms to identify interventions that will support the production of quality seeds within the context of strengthening commercial seed markets (NGO Green, Ets. Niass, ASPRODEB, etc)
Seed value chain (VC) assessment conducted	1b. Conduct Cereal Seed Value Chain Assessment.	Strategically, PCE has agreed on the importance of developing a market driven, private sector managed certified seed sector for all PCE value chains, resulting in the formal addition of a seed value chain program. A seed value chain study will be undertaken next quarter to identify an overall strategy and priority interventions for the seed value chain over the next 3-4 years	Coordinated by a PCE seed specialist consultant, three seed sector specialists were identified and a seed value chain study was initiated in mid-August. The draft document was completed in late September and a meeting of stakeholders for validation and finalization of the study has been programmed for 9 October, 2009.
Foundation seed replication ensured	2f. Implement Priority Value Chain-specific interventions 2f1. Irrigated Rice: Conduct rapid start value chain	Ensuring the production of foundation seed requires a secure source of breeder seed which, for cereals, are only produced by ISRA. Discussions are underway between PCE and ISRA to strengthen ISRA's	Technical discussions w/ISRA continue, targeting agreement by Sept on an institutional support strategy and program focused on support for ISRA field stations in strategic geographic regions where PCE is implementing its value chain program. Seven sites have been identified where foundation seeds of PCE targeted cereals are produced ((20 ha Kolda -10 ha SEFA-10 ha Djibélor-20 ha Bambey-10 ha Nioro-20 ha Fanaye-23ha Ndiol) Discussions with ISRA are on-going to identify

	assessment, with visits to the Senegal River Valley, beginning with WARDA and partners in St. Louis	breeder seed production program	priorities among these sites for 2010. One option proposed is to rehabilitate the Bambey (20 ha) and SEFA (10 ha field stations) as part of PCE's FY2010 workplan.
Rainfed Rice: Facilitate expansion of foundation seed	2f3. Develop rice plots prepare varietal & taste trials to learn consumer rice preferences		<u>Training:</u> Strengthening the capacity of community groups to produce seed is the focus of a 5-day training program facilitated by MSU for producers and trainers, scheduled for 11-15 August. ¹
Rainfed Rice: Develop rice plots and prepare varietal and taste trials to learn	2f4. Facilitate expansion of foundation seed	The collaborative community seed production program with GRDR, Ziguinchor, has included purchase of 5 of the most commonly consumed rice varieties	Conduct community based seed production training (MSU) in Ziguinchor (note above); Broker partnerships and strengthen commercial linkages (ISRA, DRDR and Entante de Diouliouliou) to improve productivity and value addition for rainfed rice. Most rice produced in Casamance is consumed in the household. As productivity increases and more rice is commercialized, it is anticipated that new, improved varieties will be increasingly incorporated into local farming systems, providing a surplus that can be commercialized.
Maize: Develop small maize plots and conduct varietal/taste trial to learn consumer variety preferences, focusing on Sine Soloum, and Kolda/Casamance area	2f6. Develop small maize plots and conduct varietal/taste trial to learn consumer variety preferences, focusing on Sine Soloum, and Kolda/Casamance area	2 varieties of maize seed, 750 kilos, one for human consumption, one for the production of animal feed, were obtained, for SODEFITEX.	Rainfed maize : Support 450 ha production test of maize commercial and 120 ha of maize seed in 7 administrative regions (Kaolack, Fatick, Kaffrine, Tambacounda, Kédougou, and Sédhiou). 150 villages and 746 producers involved in the program. Utilization 2 varieties of maize, QPM (Obatampa) variety for human consumption, Early Thai mixed variety for human consumption and the production of animal feed. PCE support 35,4 % of technology package (seed, fertilizer), SODEFITEX 14, 6 %, Producers 50 %.
Irrigated Maize : Develop a participatory varietal platform to learn demand variety preferences and to screen high potential hybrid variety, focusing on River Valley Senegal.	2f6 bis. Develop a participatory varietal platform to learn demand variety preferences and to screen high potential hybrid variety,		Irrigated maize: A Participatory Varietal Assessment platform with partners including Tropicasem, ISRA, SAED, ITA, DRDR/DISEM and APMSV to assess hybrid varieties during the off season (November 2009 to March 2010) is developed. Six (6) varieties were tested with , 3 hybrids proposed by Tropicasem (Pan 10, Pan 12, Pan 77), 2 hybrids introduced by maize national program in 2003 (SNK 2778, SNK 2911) and 2 composites (Early Thai, Synthetic C).

	focusing on River Valley Senegal.		Irrigated maize: Test on station 2 maize hybrid varieties (TCS 224, TCS 555) with high potential yield (6-8 tons/ha) from ICRISAT Mali to increase the number of varieties for commercial production.
Millet/Sorghum:	Introduction of new technologies to increase yields	Activity not undertaken previous quarter	<ul style="list-style-type: none"> • Trained 93 trainers in conservation farming • Established demonstration plots in Kaolack, Kaffrine and Tambacounda • Demonstrated water conservation techniques: ridging, and fertilization (organic and inorganic, and use of improved seeds)
Rainfed Maize: Establish partnership with SODEFITEX to expand maize as follow-on crop after cotton	2f7. Establish partnership with SODEFITEX to expand maize as follow-on crop after cotton	Discussion and elaboration proposal for maize program with SODEFITEX	<p>MOU signed with SODEFITEX and FMU. The objective is to develop a supply chain management to consolidate production with 10 000 producers to capture industrial clients.</p> <p>Development of traceability system to produce maize quality according industrial and consumer clients.</p> <p>Training 164 producers for seed production and 20 “conseillers villageois” to support BDS component of the program.</p> <p>Contract with Bureau Veritas for technical diagnostic and estimation costs of rehabilitation silo 1000 tons for maize warehouse.</p> <p>Contract with SODEFITEX for an exploitation of the SIG developed in central and southern Senegal. Complementary cartography rural roads, warehouse infrastructures, markets to support maize transport and commercialization in central and southern Senegal.</p>
Irrigated Maize: Establish a partnership with Counterpart International to develop an irrigated maize value chain in the SRV		Activity not initiated during the preceding quarter	Discussions and collaborative proposal development for irrigated maize value chain initiative.

CLIN 01: Increasing Agricultural Production and Productivity FY 09¹

I.1.3 RESULT		I.1.3 INDICATOR	
I.1.3 Increased livestock production and marketing in key product areas through value chain development		Number of livestock entrepreneurs assisted through BDS to improve value-addition	
FY 09 Milestones	FY 09 Activities	Status as of 30 June 2009	Status as of 30 September 2009
2009 Tabaski sheep/goat fattening/marketing pilot prepared & launched	Ic. Prepare and launch 2009 Tabaski sheep/goat fattening/marketing pilot	Make a decision about scope and timing based on outcomes of livestock value chain assessment	Livestock Value Chain assessment established in August and September. (see below)
livestock VC assessment conducted,	Id. Design and begin to implement livestock value chain approach, with initial emphasis on sheep/goats.	TOR for the livestock value chain assessment finalized	<p>VCA livestock in Aug/Sept: Assessment based and product focused – red meat, hides & skins and poultry (eggs and broiled chickens). The analysis emphasized on value addition in end markets assessment.</p> <p>Workshop organized to validate the following recommended activities:</p> <ul style="list-style-type: none"> - Mobilize Producers' Groups in the areas of forage and feed production, sheep production and poultry; - Improve animal health (small ruminants and poultry); - Improve fishmeal and groundnut quality through training for the private sectors; - Support the private breeders association and link them with livestock producers' groups; - Train groups of Livestock fatteners: better feed rations and feeding programs and link them with the butchers; - Training of private firms in hygienic and processing for quality meat; - Identify and support organizations to improve market and processing facilities to better link producers, traders, processors and consumers in the value chain; - Develop a business plan for private investors in poultry slaughterhouse to determine the financial feasibility of such a project; - Develop a business plan for pilot poultry shops in Dakar; - Support to the regional diagnostic facilities; - Support (training & equipment) the establishment of a private A.I center with the development of a business plan for private investor.

CLIN 01: Increasing Agricultural Production and Productivity, FY 09

I.2.2. RESULT		I.2.2 INDICATOR	
I.2.1 Increased processed food production		Percentage increase in processed agricultural products from assisted firms	
FY 09 Milestones		Status as of 30 June 2009	Status as of 30 September 2009
VC implementation commenced with initial emphasis on sheep/goats	1d Above	See above	Draft report completed and stakeholders' meeting for validation held on September 3, 2009
<p>Social marketing and outreach program targeting local rice preparation and consumption designed</p> <p>Irrigated Rice Design consumer-focused social marketing campaigns</p> <p>Rainfed Rice: Identify & begin training local leaders to develop self sustaining Community Based Seed Multiplication (CBSM), focusing on Kolda/Casamance areas</p>	<p>1f Design social marketing and outreach program targeting local rice preparation and consumption.</p> <p>2f2. Design consumer-focused social marketing campaigns</p>	<p>Initial contacts with WFP, ENDA, ITA and private company Mamelles Jaboot on past and planned efforts to market and promote local cereals</p> <p>See above...focus has been determined to be broader</p>	<p>We have not yet established a partnership with Mamelles Jaboot or others for channeling cereals into schools and hospitals. Many aspects of such a partnership are still being worked out.</p> <p>Rainfed Rice: See I.1.1. Activity 2.f.3</p>

CLIN 02: Alleviating Transportation, Distribution/Supply Chain Bottlenecks

2.1.1 Result		2.1.1 Indicator	
2.1.1 Selected trading infrastructure constraints improved		Amount of public and private investment in infrastructure promoted through program assistance increased	
FY 09 Milestones	FY 09 Activities	Status as of 30 June 2009	Status as of 30 September 2009
assessment completed of key infrastructure constraints, opportunities and action plan	2a. Assessment of key infrastructure constraints and opportunities and action plan.	Approximately 10 high value site visits and various other important data collection efforts were undertaken in June '09 to identify key infrastructure constraints. Agricultural infrastructure data, primarily though not exclusively, with regard to warehouses is being collected and centralized in view of developing a strong database and GIS mapping function.	Field visits have proceeded throughout the country and have played an important role in refining an FY 2010 priority infrastructure investment plan. These visits have also been an important part of refining the project's activities on GIS partnership development, data centralization, project planning, and eventually on some aspects of indicator tracking.
Opportunities assessed for investment in Kaolack port	2e. Assess opportunities for investment in Kaolack port.	A PCE team visited the Port of Kaolack in late June and conducted a preliminary assessment of rehabilitation needs and possible investment activity.	No formal assessments were made during this period, but an important follow-up visit was made to Kaolack regarding the demand for a collection/storage center for millet and sorghum. Pursuit of this project was halted on account of inadequate demand for dramatically increased storage capacity. The link between this storage project and assessing demand for port development is not direct, but it is certainly indicative of the state of affairs.

<p>Pilot private, community-based warehousing program prepared for post-harvest 2009</p>	<p>2m. Prepare for pilot private and community-based warehousing program for post-harvest 2009.</p>	<p>Several village-level organizations possessing capacity and prior experience in warehousing for large scale commercial sale have been identified for a pilot community-based warehousing scheme. The Hunger Project, working in such community-based warehousing systems has also been contacted as a potential partner to implementing these activities.</p>	<p>A pilot program is proposed with a firm that collects raw material supplies at the grouped-producer level in Thiaré. Efforts are underway to determine the feasibility of facilitating a line of operational credit through CMS. To consolidate raw materials (economies of scale) and ensure quality control, developing producer contracts has begun. The TOR for renovating several strategically-placed warehouses have been provided to partners for their input. Norwegian buyers have made contact with PCE and a partner supply chain manager for the purchase of up to 50,000 tons of mixed sorghum varieties.</p>
<p>Pilot warehouse receipts system designed</p>	<p>2n. Design pilot warehouse receipts system (WRS)</p>	<p>Basic WRS has been constructed. Important data has been gathered relevant to quality standards and product grading with commercial grain processors, which is a fundamental aspect to the functioning of such a system.</p>	<p>Basic WRS has been compiled . Working with financial institutions' branch offices, we have ascertained that from a collateral perspective, the systematic application of WRS has largely failed.. Reasons include adequate warehousing and warehousing practices, uniformity of product and inadequate conditioning. During an on-site meeting in Kaolack, CMS has agreed in principle to trying the system again contingent on PCE and partners providing technical assistance. PCE has identified one well organized warehouse in the Mbour area where an initial WRS initiative might be carried out. However, past financial partners must be contacted before restricting access to any warehouse as per standard WRS procedures. Pilot activities will follow site selection and warehouse rehabilitation. . Once high priority pilot sites are identified and warehousing is available, the Capital Access team will assure training to warehouse personnel, as well as WRS fundamentals training to local technical assistance. We will also work with buyers, local financial institutions to establish fundamental uniform standards, and arrange monitoring by PCE local technical assistance (part of the value chain procedure).</p> <p>Discussions initiated with PINORD for a consolidated market for rice in Ross-Béthio.¹</p>

¹ Discussions have been initiated with PINORD for a consolidated market for rice in Ross-Béthio. The project comprises a platform of storage facilities and a framework for the management of this platform. Several actors may be involved (producer organizations, private entrepreneurs, rice millers and traders). We have just started working together on the TOR of the feasibility study and the MOU between the strategic partners.

CLIN 02: Alleviating Transportation, Distribution/Supply Chain Bottlenecks

2.1.2 RESULT				2.1.2 INDICATORS			
FY 09 Milestones		FY 09 Activities		Status as of 30 June 2009		Status as of 30 September 2009	
2.1.2 Market access to Dakar-Bamako trade corridor improved				2.1.2a) Increase in quantity of traded products along this corridor; 2.1.2b). Increase in use of market information systems; 2.1.2c). Number of regional trading partnerships and alliances formed; 2.1.2d). Number of regional trade venues organized.			
Trade and infrastructure team assessment of transport and trade barriers along the corridor;	2d. Implement Dakar-Bamako corridor grain trade improvement program	A methodology is being developed to establish a critical baseline of the current costs of transporting targeted staple grain commodities along the Dakar-Bamako corridor in particular.	Data is beginning to come in from this activity, although more work needs to be done to target specific cereal commodities and forestry products (per the request of the USAID/Senegal mission). The mapping sub-activity is being operationalized during verification trips with WATH staff along the corridor.				
Begin preparations for a border conference aimed at facilitating trade in staple grains along the corridor;	2d. Implement Dakar-Bamako corridor grain trade improvement program	Booz Allen/ Michigan State Univ have begun developing the timing, scope, objectives, and participants to a border conference between Senegal and Mali, which will pertain specifically to trade development along the Dakar-Bamako corridor.	This activity was advanced through an important short term mission of Prof. Staatz from MSU and a critical meeting with the government committee charged with management of the Dakar-Bamako corridor. Conference planning must be coordinated with inputs from this committee and a working relationship is being established. Actual conference preparation to begin in FY 2010.				
Strengthened staple grain traders and trade associations	2b. Open dialogue platform for grains markets. 2c. Identify Priority Public-Private Partnership opportunities and strategies	Half a dozen producer organizations have been identified in the regions of Fatick, Kafrine, and Kaolack for which aggregated output could be sold to three different commercial processors and traders who have also been identified and have manifested considerable interest.	The emphasis has been on developing a coherent vision for how to strengthen grain trading which remains quite unstructured. The focus is on viable partnership development on the producer side, and understanding needs and obstacles faced by other trader groups and associations such as the Syndicat des Transporteurs and ag wholesalers. The aforementioned work with the government committee on corridor development will be a key to the development of this approach.				

CLIN 02: Alleviating Transportation, Distribution/Supply Chain Bottlenecks

2.1.3 RESULTS		2.1.3 INDICATORS	
2.1.3 Selected constraints to cross-border & regional trade of food products alleviated		2.1.3a). Number of constraints identified and action plans for their resolution developed; 2.1.3b). Number of capacity building and trainings conducted	
FY 09 Milestones	FY 09 Activities	Status as of 30 June 2009	Status as of 30 September 2009
Dialogue platform opened for grain markets	2b. Open dialogue platform for grains markets.	A specific dialogue platform is being discussed. However, some important antecedents to such a system have been initiated, exploring collaboration on a broad-based market information system between the Agence de Régulation de Marchés (ARM) and the IT services firm Manobi.	PCE explored the possibility of entering into a contract relationship with Manobi but for the time being decided against it, with the possible exception of using them for some warehouse management. PCE has identified the Commissariat à la Sécurité Alimentaire as the key partner for developing any enhanced MIS platform for the grain markets. Further discussions are needed to move toward activities that will enhance quality, timeliness, and accessibility.
Dakar-Bamako corridor grain trade improvement program under way	2b. Open dialogue platform for grains markets.	Our focus has been on identifying the principal actors in grain trading up and down the corridor, and to establishing a time series of grain prices through cross referencing government data from the DAPS with those of other entities such SAED and SODEFITEX.	Providing coherent structure to improved grain trading has focused on the identification of the elements of a trade rationalization program centered on storage and warehouse management, intermediate transport, and development of uniform quality standards. Issues of stakeholder development remain but have intensified in the context of field visits and infrastructure assessments.
Strengthened public sector capacities for trade facilitation	2b. Open dialogue platform for grains markets.	Elements of a trade rationalization program to reduce transaction costs in grain trading are being actively explored, such as a “single window” function, improving of border inspections and control posts through handheld scanner technologies linked to databases with the Douane.	Three specific areas have been pursued or are under consideration: i). identifying and reducing the number of control posts along the Dakar-Bamako corridor in particular; ii). clarifying the procedures, including their application, regarding land customs clearance and border crossing to reduce wait times; and iii). a centralized tracking system that can monitor the content and volume of goods passing through the border.

CLIN 02: Alleviating Transportation, Distribution/Supply Chain Bottlenecks

2.2.1 RESULTS				2.2.1 INDICATOR	
2.2.1 Increased value-addition of assisted firms and farmer groups to major staple foods, including livestock products			Number of existing and emerging value chains for selected crops and meat products identified		
FY09 Milestones	FY 09 Activities	Status as of 30 June 2009	Status, 30 September 2009		
Priority Value Chain-specific interventions implemented	2f. Implement Priority Value Chain-specific interventions.	Implementation of a pilot program of 450 ha of two varieties of maize in collaboration with FMU and BAMTAARE	Discussions on-going with SOENA, processing firms and feed producers (AVISEN, NMA Sanders, Moulins Sentenac) to establish contracts with FMU – maize producers		
Irrigated Rice: Conduct rapid start value chain assessment, with visits to the Senegal River Valley, beginning with WARDA and partners in St. Louis	2f1. Conduct rapid start value chain assessment, with visits to the Senegal River Valley, beginning with WARDA and partners in St. Louis	Assessment was carried out in May, the results/and recommendations of which were presented to and incorporated in the USAID rice VCA that took place in June	Some partners identified for the development of value chain business models for irrigated rice. The identification process is ongoing. ²		
Millet VC assessment, emphasizing processing & marketing, completed	1e. Conduct value chain assessment on millet, with special emphasis on processing and marketing	Millet VCA TOR has been finalized, consultants selected, and stakeholders launching of the study planned for late July, early August.	Millet/sorghum VCA began in mid- August. A preliminary validation with stakeholders was undertaken on August 26th and the final validation has been programmed for the end of October.		

² SAFCOM, a rice importer group, located in Dakar, is planning to invest in rice mills and to seek supply of paddy from the Senegal River Valley. This organization intends to use its distribution channel to supply urban consumers with the locally produced and processed rice. The PCE may facilitate the organization of farmers for paddy quality production and collection, thus reducing transaction costs for this private firm. Another model to be tested relates to the connection between a women rice producers organization which owns a rice mill in Richard Toll (GIE Malal Yero) and SOENA who would be ready to buy the processed rice. PCE will support the production of paddy with a focus on suitable processes for quality rice production (including intensification). It will also ensure enforceable contracting between the farmers' organization and SOENA.

Sheep & Goats: Assessed in context of livestock value chain preparation	1d. Design and begin to implement livestock value chain approach, with initial emphasis on sheep/goats.		Red meat value chain assessment included small ruminants, see, Results 1.1.3, Increased livestock production and marketing.
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CLIN 02: Alleviating Transportation, Distribution/Supply Chain Bottlenecks

2.2.2 RESULTS			
2.2.2 RESULTS		2.2.2 INDICATOR	
2.2.2 Multi-partner value chain alliances expanded		Number of private sector SMEs and producer groups operating in the value chain increased	
FY 09 Milestones	FY 09 Activities	Status as of 30 June 2009	Status as of 30 September 2009
Priority Public-Private Partnerships (PPP) opportunities and strategies identified	2c. Identify Priority Public-Private Partnership opportunities and strategies	Work on the identification of public-private partnerships has begun in the month of June but this activity has not yet proceeded toward any transactional steps. Four small scale opportunities have been identified in the banana, cashew, dairy, and construction sectors for financing through the Senegal Local Support Fund (SLSF). A number of informational queries have been undertaken with both Wulu Naafa and the USAID mission in Senegal pertaining the status of the Niokolo Koba National Park with regard to private sector participation in its management.	Follow up meetings took place to assess the reasons behind the failure of the aforementioned cold storage PPP. More remains to be done. PPP identification has intensified with projects ranging from the seed conditioning center in Richard Toll to several TO 1 and TO 4 product conditioning and common service centers, related to bissap, mangoes, bananas, and cashews in particular. Process underway for a PPP between a private firm, a farmer's organization platform and a public project in Matam. ³

³ PCE is supporting a PPP between AKANEB, a farmers' organization platform in Matam that produces paddy, SOENA specialized in rice marketing and Prodam, a public project supporting the economic development of Matam. This PPP includes investment in a rice processing plant and accompanying storage facilities, the setup of an organizational structure for the management of the created PPP. The process is in its early stage.

CLIN 02: Alleviating Transportation, Distribution/Supply Chain Bottlenecks

2.2.3 RESULTS		2.2.3 INDICATOR	
2.2.3 Business capacity of private sector firms and producer organizations increased		Number of new technologies relevant to value chain productivity introduced, and usage increased	
FY 09 Milestones	FY 09 Activities	Status as of 30 June 2009	Status as of 30 September 2009
SAGIC Value Chain approach reviewed, refined, validated	2G. Review, refine and validate existing value chain approach	Luis Flores, Value Chain Expert from Michigan State University, scheduled to be in Senegal late August/ early September to commence this activity	A "benchmarking" exercise would be the most effective approach to ensure that objective, relevant recommendations are made based on successes elsewhere under comparable conditions for similar product markets. Benchmarking involves analyses sited in Senegal, Mali and Burkina Faso, as was done for the sesame competitiveness assessment which was concluded last month.
Intensive value chain short-course designed and conducted			<ul style="list-style-type: none"> a) A six-day Value chain analysis course was delivered to 32 participants from PCE teams and 14 partner organisations. The session was animated by 3 experts with 2 from Gierrca (Groupe International d'Etudes et de Recherches pour le Renforcement des Capacities en Afrique) and 1 expert from Michigan State University. b) SMEs and cooperatives affiliated with PCE partner organisations are being identified as targets for upcoming training events. c) ToRs are elaborated for training on basic business management and development skills, focusing on cross-cutting needs of small-scale entrepreneurs operating in PCE value chains.
2.3.1 RESULTS		2.3.1 INDICATOR	
2.3.1 Access to credit increased		Percentage increase in amount of credit accessed by various value chain actors increased	
FY 09 Milestones	FY 09 Activities	Status as of 30 June 2009	Status as of 30 September 2009
Strategy for Expanded use of USAID's Development Credit Authority (DCA) Developed & Refined	2i. Develop and Refine Strategy for Expanded use of USAID's Development Credit Authority (DCA).	The DCA program has met with reluctance due to its cost/fees. DCA is competing with donors who provide financing at subsidized or no cost. The enrolled financial institutions	Two banks already benefit from a DCA guarantee, but have been reticent in their agricultural lending, and therefore have only used the guarantee rarely and with clients that they may well have financed under any circumstances. The Capital Access Team has worked with USAID Mission staff and USAID/Wash staff

		<p>seem keen to participate, but small holder agriculture is not a promising market. In a recent Ecobank DCA, the 90.000.000 FCFA included the 50% DCA guarantee, & 100% collateral requirement. The borrower was a large, successful farm business.</p> <p>For banks to support GOANA, the DCA provides a security umbrella that we believe will attract increasing participation.</p>	<p>concerned with the DCA mechanism to review and clarify the terms and conditions of the DCA, which are not always well understood. The two banks benefitting from the DCA indicated their interest in increasing their use of the mechanism.</p> <p>In addition to face to face discussions, we programmed with the Mission a meeting among USAID, PCE, Ecobank and CBAO (the two banks benefitting from a DCA) to clarify and to raise any remaining issues about the DCA. PCE also hired a consultant to systematically review the use and non-use of the DCA, to be completed after the working meeting. The meeting did not take place during this period, and the consultant report will be issued once all the information is gathered.</p> <p>Also in this period, PCE has been involved in the design and discussion of another DCA mechanism, this time with financial institutions that habitually refinance small and microfinance portfolios. The initial candidate is "Alliance de Credit et d'Epargne pour la Production" or ACEP. This MFI was initiated many years ago as a USAID project and has grown to be a major factor in rural financing. Talks are on-going. PCE has also received some renewed interest in the DCA by another major rural financing institution, Credit Mutuel du Senegal (CMS). This institution declined participation in the DCA program earlier this year, but may have been encouraged by the amount of PCE activity in the field. Other institutions have shown interest in the DCA program, such as the Banque Regionale de Solidarite (BRS).</p>
2.3.2 RESULTS			2.3.3 INDICATOR
2.3.2 Banks and MFIs capacity and competency to provide agricultural loans strengthened			Number of banks or MFIs introducing revised or new standards for agricultural loans increased
FY 09 Milestones	FY 09 Activities	Status as of 30 June 2009	Status as of 30 September 2009
Financing opportunities in response to priority value	2j. Propose financing opportunities in response to	Discussions have been held with EcoBank CMS, and CBAO in Dakar	-During this period, an informational document concerning the PCE Capital Access approach was

<p>chain constraints proposed</p>	<p>priority value chain constraints.</p>	<p>to discuss possible financing opportunities & ideas</p>	<p>developed as a discussion tool with financial institutions professing a commitment to agricultural lending. As per the last report one of several key elements is the refinancing local and national credit unions portfolios through financing by larger financial institution providing lines of credit, to cash-short local institutions.</p> <p>-Since start-up, the Cap.Access Team has completed a series of visits to financial institution branch offices in and around future PCE office sites,</p> <p>Based on findings concerning on the ground institutional focus and levels of activity, Capital Access has approached the headquarters of Ecobank, CBAO, ACEP, CMS, CNCAS and BRS to introduce the PCE concept, and to open negotiations for the signing of a non-binding letter of intent between the financial institution and PCE. This sets the groundwork for specific lending arrangements in the field.</p> <p>-“m-commerce” some discussions were held with service providers, but will be differed until a pilote warehouse operation has been initiated.</p> <p>-Increasingly, the technical support to producers (a standard procedure in our value chain model) is being viewed by financial institutions as a serious risk-management tool.</p>
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CLIN 3: PROMOTING SOUND MARKET-BASED PRINCIPLES

3.1.1 RESULTS		3.1.1 INDICATOR	
3.1.1 Building capacity of producer organizations		Number of producer organizations using market information for marketing decisions increased	
FY 09 Milestones	FY 09 Activities	Status as of 30 June 2009	Status as of 30 September 2009
Capacity building program focused on governance and organization of producer groups <u>designed</u>	3e. Design and begin implementing capacity building program focused on governance and organization of producer groups.	<ul style="list-style-type: none"> • assessment completed; • TdR developed Training modules defined • ENSA contracted to deliver the training; 	<p>a) A five-day workshop on Organisational Development and Associative Governance was held in Saint-Louis for the Northern zone during August. There were 34 participants from 4 federative organisations namely Feprodes, Assescaw, Redes and Pinord. Two experts from ENEA (Ecole Nationale d'Economie Appliquée) facilitated the workshop that went fairly well with good media coverage.</p> <p>b) The identification of federative agri-food producers' organisations in the other PCE interventions zones is under way, in preparation for training events on organisational development and associative governance scheduled for this starting year.</p>
3.2.1. RESULTS		3.2.1 Indicator	
3.2.1 Increased smallholder farmer's compliance concerning production regulations and use of safe technologies		Number of small holder farmers, producer associations, and agribusiness firms receiving instructions and training on relevant quality standards and regulations for food production	
FY 09 Milestones	FY 09 Activities	Status as of 30 June 2009	Status as of 30 September 2009
<u>Implementation</u> has begun on Capacity building activity (3e) focused on governance and organization of producer groups designed	3e. Design and begin implementing capacity building program focused on governance and organization of producer groups, leading to a second phase training on	<ul style="list-style-type: none"> • Assessment completed; • ToR developed, training modules defined • ENSA contracted deliver the training • SEE 3.1.1. above 	An informal "committee" has been set up with PCE's support that includes members from ITA, WFP, OXFAM, PINORD, ENDA and several private operators. That committee has agreed to work with PCE support on a social marketing campaign based on promoting local, quality cereals. A wide range of potential actions and products have already been identified. The committee will become more formalized during the first quarter of FY 2010

	quality standards and food production regulations		
Millet: Stimulate demand of value-added millet products by initiating consumers preference survey	2F8. Stimulate demand of value-added millet products by initiating consumers preference survey	Fact-finding visits to WFP, ITA, others on planned work with millet and identification of private processors of millet Social marketing analysis of local cereals highlights two critical points. 1: A communications campaigns is risky at this time due to poor quality of local rice currently available and the unavailability of HPM in the market. 2: Short-term opportunities do exist to promote processed sorghum and millet products.	11 companies responded to an Expressoin of Interest for supporting the committee to design and implement a one-year social marketing program. A short list of 4 companies was retained. The short-listed companies will all submit proposals and make presentations to PCE and the committee. A final selection will be made in November and design work on the campaign immediately launched. The actual social marketing campaign is expected to be launched in January or February 2010.
Millet: Identify opportunities for brokering forward contracts between millet retailers and suppliers of the grain.	2f10. Implement pilot community cereal storage program in the peanut basin	Developing a partnership for establishing a contractual relationship for the collect of “bio millet” between enterprise Vivriere and Association Dioubal – network 3000 producers for certified (Ecocert) bio produced millet	

CLIN 03: Promoting Sound Market-Based Principles			
3.2.2 RESULTS		3.2.2 INDICATOR	
3.2.2 Identification of specific regulations inhibiting smallholder compliance			Number of specific regulatory constraints indentified
FY 09 Milestones	FY 09 Activities	Status, 30 June 2009	Status, 30 September 2009
Policy agenda refined	3a. Undertake needs diagnosis or gap analysis of relevant policies and refine policy agenda	<p>Review of the current institutional environment and of past competitiveness and agricultural policy initiatives supported by USAID:</p> <ul style="list-style-type: none"> • A policy and organizational overview session with USAID Economic Growth office personnel • Attendance at the ECOWAS-NEPAD sponsored conference on integrating the private sector into the CAADP agenda • Attendance at the USAID-sponsored event to present results of the analysis of Legal and Institutional Reforms in the Agribusiness Sector (AgClir) • Introductory meeting with the Private Sector Support Directorate (DASP) to discuss collaboration and capacity building; fact-finding sessions with USAID, DASP and SCA 	<p>The focus of the 4th quarter was to define areas of collaboration with the Ministry of Agriculture and the Accelerated Growth Strategy Secretariat. In both instances, the draft AgClir report provided much of the necessary orientations on priority policy reforms that would have come from a separate policy gap analysis.</p> <p>With the Ministry of Agriculture, the following actions were taken:</p> <ol style="list-style-type: none"> 1. Negotiation of a program of support to improve agriculture sector statistics starting with a significant injection of resources to implement the 2009-2010 agricultural survey. A local firm, SYSCOM, was hired to provide technical assistance to the DAPS in terms of methodology improvement, and survey quality control. In addition to completion of the survey in 2010, PCE will continue to expand this theme to help the Ministry establish an improved system for storing and disseminating agriculture survey results. 2. Support to the CAADP agenda. To date, PCE simply participated in the August CAADP stakeholder session organized by the government and, with USAID, indicated to the Ministry the interest to provide on-going assistance to the government to manage, track and measure progress against its commitments to the soon-to-be-signed CAADP compact <p>With the SCA Secretariat, the following actions were taken:</p> <ol style="list-style-type: none"> 1. A proposal to support the SCA to undertake a more in-depth organization of the agriculture “cluster” which regroups around 100+ leaders from the public and private sectors. The approach proposed is to structure the cluster around specific value chains or groups of value chains in order to better define and manage for results. This is in parallel to work under Task Order 4 to assist the SCA in preparing a national competitiveness assessment <p>In addition to the above, the 4th quarter allowed the PCE team to identify</p>

			and propose three broad areas of policy reform for the 2010 work plan, namely for the seed sector, fertilizer supply, and land tenure, all of which have emerged as major constraints to improving productivity and raising investment.
3.2.3 RESULTS		3.2.3 INDICATOR	
3.2.3 Increased support for technological advances		Number of technological packages developed for use by small holder farmers	
FY 09 Milestones	FY 09 Activities	Status as of 30 June 2009	Status, 30 September 2009
Household strategies for value chain interventions assessed and compared	3f. Assess and compare household strategies for value chain interventions.	Review of concepts with MSU : purpose is to assess the technologies (hard and soft) currently available and used by farmers, and then develop packages via BDS or SLSF to improve technology access & use	The activity has been postponed until first quarter FY2010

TASK ORDERS I & 4 – BUSINESS DEVELOPMENT SERVICES

Results	Indicators	Activities During the Quarter July – 30 September 2009	Results Obtained
Productivité et intensification des cultures et	Augmentation et amélioration de matériel végétal en vue d'augmenter les rendements et la production	1. Support for nurseries for grafted cashew seedlings of high producing varieties	1.1. 3 cashew nurseries established with 20 000 plants, including 75 % grafted with a success rate of over 70 % for approximately 50 planters from Sokone, Samine et Oussouye; 1.2. Three Indian Enterprises (OLAM, Royal Entreprises et SOSEMA) have supported nurseries through the purchase of equipment and grafting material.
		2. Improving the production of certified bissap seed in collaboration with TROPICASEM, FEBI and ASNAPP	2.1. Purification of three varieties (Vimto, Koor and Thaïlandaise) à Keur Ndiaye lô et Khombole over 2 ha pour un production of 200 kg/ha ; 2.2. Production of 30 ha of certified seed of two varieties considered pure/homogen out of five varieties originally identified and included in the purification program of 2007-2008.
		3. Improving yields of bissap through the diffusion of best cultural practices with ecological bissap with Whespa et Asanapp and access to quality seeds with Agricola in Louga area on 300 ha	3.1. Strengthening the capacity of 50 women's GIE 3.2. 50 ATA (agricultural technical agents) trained ; 3.3. 150 relay personnel trained ; 3.4. 50 training sessions for producers (environ 1000 nouveaux producteurs) undertaken; 3.5. Improved yields obtained : 300 à 500 kg / ha ; 3.6. Increased exportations de bissap ;
Increased exports under AGOA authorities and advantages	Percentage increase in exports by companies benefiting from USAID assistance, using AGOA authorities and advantages	1. Support for WHEPSA to penetrate the US market by conforming to FDA regulations for export of bissap tea	1.1. 1.3 tons of infusions of bissap sold in the USA by the company HADGMOUSSA of California.
		2. Develop products fabricated from biological cotton by hand for US niches markets	2.1. Provision of technical assistance, partner visits and training in natural dyes ; 2.2. Development of the use of natural dyes in the traditional textile value chain : completion of a sub-regional study examining the use of natural products (Sénégal, Mali et Burkina Faso) by consultants Mariama Sylla, local consultant of ATA; 2.3. Organization of a workshop in the use of natural dyes.
		3. Prepare 2 Senegalese businesses for the "Market Readiness" training	3.1. Two professionals from Senegal (Mme Aby Seck et une de NDEM) participated at the Market Readiness Program/MRP d'ATA, during the <i>International Gift Fair de New York</i> . <i>The program targeted designers, artisan professionals for training to prepare them to penetrate the US market.:</i> Number of women trained /Workshop at Koungheul: 21 Number of women trained /Workshop of Ndèm: 10
Increased value of non- AGOA exports	Increase of non-AGOA exports	1. Training to improve the quality of bissap through the adoption of improved post-harvest handling	1.1. Training of trainers – 30 relay trainers 1.2. Training of 500 bissap producers ;

Results	Indicators	Activities During the Quarter July – 30 September 2009	Results Obtained
	by companies benefiting from USAID assistance	techniques	1.3. Support advice for producers totalling more than 340 ha of bissap
		3.Strengthening commercial linkages between producers and exporters of bissap – meetings, conferences, informal discussions	3.1. Strengthening the capacity of 50 women GIE; bissap producers to facilitate linkages with buyers ; 3.2. Whepsa has precise information for penetrating the South African market for purchasing « bags » for producing infusions of bissap
		4. Implemented competitiveness study for sesame value chain	4.1. Finalizing and validating the competitiveness study of the sesame value chain
Increase in value of exported cotton	Increase in value of products	1. SODEFITEX is collecting performance data to assess cotton exports for 2008	1.1. La SODEFITEX provided data to PCE
		2. Training workshop facilitated by ATA on ginning, carding and spinning at Koungheul with WHEPSA and at Ndem with Maam Samba	2.1. 49 carders, 30 wheels et 2 gins were provided by ATA to local enterprises to improve quality and quantity of products destined for the US

Under Task Order 1 and 4, the following “policy” related activities were also undertaken:

1. In this fiscal year, the Ministry of Justice adopted an action plan for reforms to improve Senegal’s position on the Doing Business indicators of the World Bank. The most notable element of that action plan was the **decision to create a special court in Dakar to handle all new commercial law cases**. The underlying objective is to vastly the time required to process litigation for business-related issues, separate from the legal system for hearing civil cases. As of the end of FY 2009, this decision figured in an action plan, and a steering committee had met at least three times to assess progress (minutes are available from some of these meetings). However, the actual “commercial” courts are not yet operational, although the Ministry set a deadline for the end of 2009. Meanwhile, in relation to this major decision, the Ministry of Justice requested of USAID, through the PCE, to provide substantial computer equipment (40 computers, 40 printers and two large-scale copiers) for the new Court House in Dakar. These resources are considered essential to ensuring that the government can equip a new “business tribunal” and meet other objectives to reduce the delays in moving litigation through the court system. The PCE will provide the requested equipment, worth approximately \$100,000, early in the next fiscal year, along with support on development of a training program for court personnel related to the particularities of commercial law. PCE will also provide support in 2010 to a communications campaign of the Ministry of Justice to better inform its employees, private sector and associations on the changes to the institutional framework to improve the speed of processing of business-related litigation.
2. The Ministry of Labor, with support from PCE, completed the drafting and public review of a series of six pieces of legislation (five Decrees and one “Arrêté”) all prepared in the context of a strategy to improve the competitiveness and fairness of **Senegal’s Labor Code**. During a 3-day event in November 2008, the following list of regulations were finalized and formally reviewed by the National Labor and Social Security Consultative Committee :
 - a. A Decree defining the rights of workers and employers to establish systems for negotiation on a range of issues including remuneration, work hours, etc.
 - b. A Decree defining the obligations of companies with more than 50 employees to provide regular updates on their labor force (employees, pay, social charges, hygiene and security conditions...)
 - c. A Decree defining the rights of employees hired by “Temporary” employment agencies and the obligations of those agencies
 - d. An Arrêté defining the procedures and rights associated with part-time work

Subsequently, the Ministry of Labor submitted this set of draft regulations to the Government for comments as a required step before their formal adoption. As of the end of the Fiscal Year, the Ministry was still waiting for comments from other Ministries, but extremely optimistic that all texts will be adopted without modification. For the coming Fiscal Year, PCE has indicated its ability to further assist the Ministry of Labor to undertake a similar review by the national consultative committee for proposed amendments to the Labor Law itself. Support is also forecast to ensure appropriate dissemination and communications about the soon-to-be promulgated decrees.

3. In the area of improving Senegal’s competitiveness, PCE’s new policy team leader finalized negotiations with the SCA Secretariat and the Ministry of Finance to provide technical assistance to develop Senegal’s first **National Competitiveness Assessment**. This arrangement was finalized with assistance from JE Austin’s Martin Webber who travelled to Senegal in August.

The competitiveness assessment is expected to begin in November and to be ready for public dialogue in May 2010. At the same time, a plan has been adopted to also prepare to “regional” national competitiveness assessments in 2010. These assessments, expected to be oriented around the Kaolack and Tambacounda regions, will serve to analyze and discuss with regional stakeholders the relative performance and competitiveness of these regions to enable the growth of a wide range of value chains, including those receiving USAID assistance through PCE and the Wula Nafaa project.

4. Between March and August, the PCE also undertook a **competitiveness assessment of the Sesame value chain**. This work, coming after close to two years of field support to Sesame producers, processors and exporters, served to benchmark Senegal’s performance against Burkina Faso, a recognized competitor and growing exporter of high-grade sesame. The results have so far been presented to the CEPOD and SCA. In FY 2010, a series of communications actions around the Sesame competitiveness assessment will take place, starting with the private sector, then oriented towards the academic community and finally with government decision makers. The primary goal of PCE is to help prepare the private sector investors in Sesame to define an action plan and an approach for dialoguing with the government on reducing obstacles and possibly creating incentives that could improve the performance of the sesame sub-sector. The effort also serves to raise awareness on the methods involved in undertaking a competitiveness assessment at the value-chain level and the outcomes of such assessments.

CROSS CUTTING ACTIVITIES

FY 09 Activities	Implementation Status
<p>2k. Design and document modalities for the Senegal Local Support Fund (SLSF), and begin implementation</p>	<p>Guidelines for the use of the Senegal Local Support Fund have been developed and are currently being reviewed with the technical staff before submission to USAID.</p> <p>So far, the SLSF has been used as a funding mechanism for the procurement of seeds and fertilizers in June, SILO rehabilitation in Tambacounda and agricultural Survey with DAPS totaling expenses and commitments of approximately 255 107 035FCFA.</p>
<p>2L. Design and gain approval for grants program for estimated \$1.5 million under the SLSF</p>	<p>The Grants Operating Manual is being translated and will be submitted to USAID along with a grants management plan to USAID for approval by October 31, 2009.</p>
<p>Regional Offices</p>	<p>Plans are underway to open the offices in Richard Toll and Kolda. The Tambacounda and Kaolack offices are already operational and being staffed accordingly.</p>

ANNEX A.

ADMINISTRATIVE AND FINANCIAL DATA

PROJET CROISSANCE ECONOMIQUE

Administrative and Financial Data for Period ending September 30, 2009

Contract No: 685-I-00-06-00005-00 Task Order No. 5

Program Title: Increased Food Security in Senegal

Technical Office: Peter Trenchard, Director Economic Growth Program
USAID/Senegal,
B.P. 49
Dakar Senegal

Contracts Office: Phillip Tresch, Contracting Officer
USAID/Senegal,
B.P. 49
Dakar Senegal

Ceiling Price:	\$47,192,452.00
Obligated Amount:	\$11,000,000.00
Expenditures Prior Periods:	\$245,292.20
Expenditures this Quarter:	\$1,415,665.60
September Accruals:	\$909,342.40
Estimated Cumulative Expenditures to Date:	\$2,325,008.00
Amount Remaining:	\$44,874,444.00
Amount Obligated Remaining:	\$8,674,992.00
Percent Budget Utilization:	4.93%
Percent Obligation Utilization:	21.14%

ANNEX B.T05 TRAINING CARRIED OUT IN FY09

FORMATIONS DISPENSEES DANS LE CADRE DES ACTIVITES DU PCE ANNEE BUDGETAIRE 2009

Période	Lieu	Thèmes	Partenaires concernés	Catégories Ciblées	Nombre de Participants	Nombre de Femmes
11 au 16 juillet 2009	Ziguinchor	Système semencier communautaire pour le riz pluvial	GRDR ANCAR SERV. SEM CRZR/Zig PADERCA ISRA CADL CAR Entente Dioul.	Facilitateurs semenciers Contrôleurs semenciers Techniciens Vulgarisateurs Producteurs semenciers	38	3
12 au 22 juillet 2009	Kaolack, Kaffrine, Tamba	Conservation Farming (Agriculture de conservation)	Wula Nafaa GREEN ANCAR BAMTAARE	Producteurs de céréales	93	2
juillet 2009	Sokone	Formation de pépiniéristes au Greffage des anacardiens	Fédération des Producteurs d'Anacardes de Passy	Producteurs- pépiniéristes	10	0
10 au 14 août 2009	Saint-Louis	Développement organisationnel et Gouvernance Associative	Asescaw Féprodes Pinord Redees	Instances dirigeantes et relève potentielle	34	19
10 -19 août 2009	Samine	Formation de pépiniéristes Greffage anacardiens	Fédération des planteurs du Balantacounda	Producteurs- pépiniéristes	30	0
16 - 19 Août 2009	Keur Mbir Ndao	Formation de récolteurs de mangues	COOPROFEL	Récolteurs	10	0
10 au 15 août 2009	Oussouye	Formation de pépiniéristes Greffage anacardiens	Fédération des planteurs d'Oussouye	Producteurs- pépiniéristes	10	4
31 août au 5	Dakar	Méthodologie des	Grdr	Praticiens du		

Période	Lieu	Thèmes	Partenaires concernés	Catégories Ciblées	Nombre de Participants	Nombre de Femmes
septembre 2009		chaînes de valeur	Drdr/Zig Sodagri Saed Bantaare Cooprofel Green Isra/Kolda Isra/Bame Daps	développement des chaînes de valeur Analystes des politiques Chercheurs	32	3
28 sept- 10 oct	Madison/ Dallas	Livestock/Herd Management (Sponsorisation de participants sur demande de l'Us-Aid)	GAA NMA Sanders ANCAR COWESE ISRA	Chercheurs et Techniciens supérieurs Professionnels de l'élevage	5	0
TOTAL					262	31 = 12%

ANNEX C.TO5 STTA IN FY09

STTAs International and Regional, 3rd & 4th Quarters, FY2009

Consultant Name & Org.	Purpose	Dates of Travel	Regional Travel	Task Order #
Brent Simpson Amadou Beye MSU	As members of a four-person team (together with Dick Cook and Ada Diack), participated in fleuve rice study	May, 2009		TO5
Brent Simpson MSU	Participate in PCE planning/launch retreat	June 5-7		TO5
Paul Sevier LOL	Start working on the TOI CLIN II and TO 5 Dairy objectives	June 12-19		TO I CLIN II TO5
John Powers B AH	Attend the West Africa Trade Hub's internal planning meeting for the upcoming year.	July 22-24	Accra	TO5
Brent Simpson Amadou Beye MSU	Training workshop in support of local seed multiplication efforts in the rainfed rice production areas of southern Senegal	July 7-23 July 2-24		TO5
Valerie Kelly MSU	Make initial contacts with PCE team members working on other value chain analyses (particularly seeds) to develop a plan for ensuring that cross-cutting inputs value chain assessments are well integrated and complementary to other SAGIC value chain analyses and programs	July 29-31		TO5
Vncent Akue	Assessment of DCA Usage	Aug 1-6		TO5
Sidy Gueye Niang IRG	Complete Benchmarking analysis as central component of the competitiveness assessment of sesame value chain in Senegal	Aug 9-15	Burkina Faso	TO4
Greg Sullivan Ali Aamoun	Conduct Livestock sector value chain assessment study	Aug 11- Sept 26		TO5

Consultant Name & Org.	Purpose	Dates of Travel	Regional Travel	Task Order #
Paul Sevier Brian Dotson LOL		Aug 12- 19 Aug 30- Sept. 5		
Luis Flores MSU	<ul style="list-style-type: none"> • Participate in the September value chain training program • Commence a value chain assessment benchmarking exercise in Senegal to compare theses with VC assessments in Mali and Burkina Faso 	August 29- Sept. 15		TO5
Martin Webber JAA	<ul style="list-style-type: none"> • Work with PCE Policy / communication and VC teams to draft a plan of coherent objectives and activities for: • Developing an implementation framework and plan for PCE's competitiveness focused activities • Assisting in developing PCE's relationship with key national organizations (SCA, CEPOD, APIX) • Identifying priority FY 2010 from JE Austin to both VC team and policy team 	August 18-26		TO4
Philip DeCosse IRG	Assist with development of PMP and M&E Framework			TO5
Melissa Arnold IRG	Assist with development of PMP and M&E Framework			TO5
Abdourahmane Ba	Assist with development of PMP and M&E Framework			TO5
Marcos Arocha JAA	Assist with completion of the sesame VC study and competitiveness assessment	Sept. 6-16		TO4
Lamine Sene Mamadou Thiam IRG	Attend on behalf of the Economic Growth project the annual African Cashew Alliance Conference	Sept- 1-3	Abidjan	TO4

Consultant Name & Org.	Purpose	Dates of Travel	Regional Travel	Task Order #
Amadou Beye MSU	Seeds Value Chain Assessment	Sept. 1-9		
John Staatz MSU	Meet with Senegalese Conseil Presidentiel de l'investissement to discuss the Bamako-Dakar Border conference	Sep. 23-26t		TO5
Mamadou Dabo Massar Demba Niaye Head of the Direction de la protection des Vegetaux IRG	Attend Donor's meeting on the fight against fruit flies sponsored by ECOWAS	Sept. 28-Oct. 1	Bamako	TO4
Sarah H. Durso IRG	Conduct a planned, periodic review of PCE's accounting, administrative and financial mgt systems	Sept 28-Oct. 10		TO5
Ib rahim Seydi El hadj Traore C Alioune konate Mamadou Diallo Arona Diaw IRG	Attend livestock Herd Management program organized & co-sponsored by USDA	September 28- Oct 10	Madison, Wisconsin, Dallas, Texas USA	TO5
ENEA	Training workshop on organisational development and associative governance for federative producers groups in the Northern zone	August 10-14		TO5
GIERRCA:	Intensive value chain training course for the technical staff of PCE and Partner organizations	31 August - 5 September		TO5

ANNEX D. PARTNERSHIPS

PARTNERSHIPS, PROTOCOL AGREEMENT, MOU'S WITH PCE

Seeds and Fertilizer Purchase and Use:

1. UNIS Nord
2. FEPRODES St. Louis
3. GRDR Ziguinchor
4. SODIFITEX Tamabounda

Development of Maize Value Chain

5. Federation de Maiziculteurs Unis
6. SODIFITEX Bambaare
7. ITA –Institut de Technologie Alimentaire
8. SAED
9. TROPICASEM

Value Chain Training

10. ENSA Thies

Financial Institutions

11. CMS – Credit Mutuel du Senegal
12. ACEP – Alliance du Credit de l'Epargne pour le Production
13. ECOBANK
14. CBAO
15. CNCAS Ag Bank
16. MECDELTA
17. FEPRODES

Under Discussion:

18. ISRA - l'Institut Senegalais de Recheres Agricoles, Ministere de l'Agriculture
19. Wula Nafaa
20. Counterpart International

ANNEX E.TO5 SUCCESS STORY

2009 Seed Initiative Enables PCE to better secure access to quality seeds for producers in FY2010

Support to crop planting activities was initiated during the 2009 cropping season – June & July - as a preliminary program to “jump start” the FY2010 cereals value chain program. To date this program has provided inputs (seeds, fertilizer and agronomic practices training) to over 700 seed producers in the maize and rice sectors, resulting in the cultivation of over 100 hectares of seed. In addition to the support for increasing the availability of certified seed for rainfed maize and irrigated rice, this program also enabled PCE to launch its community-based seed production program in Ziguinchor for over 10 producer groups engaged in rainfed rice production. The harvest of the 100 hectares has not yet been completed, but field performance to date has enabled the project to more effectively identify lead producers & groups that will provide nucleus farmers for the organization and implementation of FY2010 seed production.



*PCE Chief of Party and President,
Federation des Maiziculteurs Unis (FMU)
inspecting seed maize in Kedougou.*



*PCE Seed Value Chain Manager
preparing to deliver fertilizer to maize farmers
in Tambacounda*

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