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

Burundi Agribusiness Program PY 5 Annual Indicator Report

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Introduction

This document is a synthesis of responses to questions posed by USAID at the end of each fiscal year. It is intended to supplement, not replace, the indicator report, attached as an annex to the present document. In many ways, if the quarterly reports permit the Program to review activities and achievements in some detail for each reporting period inside a fiscal year; then the present document asks us, as implementing partners, to step back and look strategically at the entire project year and take stock in identifying crucial elements of success, lessons learned as well as constraints encountered and obstacles that presented themselves on our horizon. As an implementing partner DAI wishes to thank USAID for the confidence they have shown through their continued support, guidance and financing of our activities.

Executive Summary

During this project year BAP was active in 12 of 17 provinces assisting directly 63,552 households, 23.3 % of which are female headed households and this meet the definition of "vulnerable". Average household size was 5.9 members meaning project outreach impacted 374.957 individuals either directly or indirectly. Data collected indicate that BAP assisted a total of 66,272 rural farmers during this project year.

In PY 5 BAP assisted a total of 777 producer associations. This is 97% of our target. Two thirds of these were coffee associations or cooperatives while 20.2% were women's associations, the rest were split between horticulture and dairy.

According to a field study performed in August 2012, 73% of our client's household income increased over the previous year, while 78.5% believed that BAP interventions increased economic opportunities in their communities. Eighty three percent of our clients have a bank account, but only 1/3 deposit 50% or more of their revenues generated from economic activities to these accounts.

The incremental increase in the value of sales attributable to BAP interventions was 26% for coffee farmers and varied between a low of 2.5% and a high of 117% for horticultural farmers receiving project assistance.

Loans disbursed under the DCA facility financed coffee sector operations and cherry purchase for farmer's cooperatives. The volume of loans disbursed was $601,190.42. The total disbursement to date for the facility is $2,047,178 USD which is 68% of the facility, but surpasses our cumulative disbursement target by 57.5%. We note however that only 9 companies benefitted from the DCA this year which is only 22.5% of projections. The banking sector's conditions and guarantee requirements were more restrictive than in the past, especially for coffee sector loans, because it is seen as a risky sector

particularly as the number of actors entering the sector has increased but volumes of coffee produced have remained low increasing demand for a limited product and the risk that new actors in the sector will set their projections too high and not be able to meet their financial obligations.

All of our coffee farmer clients have adopted at least one BAP promoted technology, 88% have adopted two technologies basically related to improved production practices for agronomic maintenance of coffee plantations and the harvesting of ripe cherry to improve quality. Ninety five percent of horticultural clients have adopted BAP promoted technologies and over half (58.7%) of those who adopted technologies have adopted two best practices. Over three quarters of BAP Client dairy farmers adopted zero grazing while 60% improved milk hygiene practices and slightly greater than 50% adopted improved forage species.

Client Households with access to clean drinking water increased from 3.2% from 46.8% in 2011 to 52.3% in 2012. Households judging that hygiene in their communities had improved rose over 20% to 93% in 2012.

Burundi's environmental and climactic conditions continue to degrade according to 63% of households surveyed, however fully 91% believe that BAP as a project respects the environment and promoted technology designed to improve it.

This year BAP assisted 194 firms to export their products this is 161,67% of our projection. This is largely due to our efforts in the coffee sector and was facilitated by a number of new private sector actors who entered the scene and requested our assistance as well as by the cooperatively owned and managed mini-washing station initiative that finally bore fruit during this reporting period.

This year BAP provided business development services to 40 small and 13 medium sized, principally private sector, enterprises; while 94 organizations received support to improve their business practices and develop competitive market oriented products. This is 156.7% of our targeted objective.

BAP's fifth Project year saw a number of key multi-year initiatives concluded and yielding results.

In Coffee, four cooperatively owned and managed mini-washing stations with eco-friendly technology and environmental mitigation began operations. Interest in the product from these mini-washing stations is intense and they have sold their coffee at premium prices through direct sales agreements to both the North American and European markets. Burundi's first ever Cup of Excellence competition was held in August. Two hundred and twenty eight lots of coffee were submitted by 62 different enterprises. Seventeen winners were discerned including three presidential award winners (cupping better than 90/100). The 17 lots came from 14 different washing stations six of which were BAP pilot stations, though 13 of 14 had adopted at least one BAP promoted technology designed to increase quality while reducing production costs. As a capstone promotional event the competition was a success as 22 judges from around the world travelled to Burundi to participate in this competition. Another 153 specialty roasters/buyers have purchased samples of the COE winning coffees so that they may bid in the internet auction on Nov 7th.

In Dairy, Burundi's first two milk collection centers opened for business. In Rutegama, the center which opened in the 2nd half of April receives milk regularly from 142 different farmers, rejection rate for milk at the MCC is less than 4% and sales of milk by farmers to the center has increased their revenues by 36% over what they would have received selling to traditional collectors. In Bukéyé the center, which opened in November 2011 is served regularly y 60 farmers who have a rejection rate of less than 2% on their milk and are currently earning 42.4% more in revenue than they previously did under the traditional collection regime. BAP is collaborating with PARSE to provide expertise garnered with these two MCC to assist in rendering operational 4 additional MCC by year's end. In addition to the MCC, BAP trained community veterinarians have treated 2.578 animals this year; while trained artificial inseminators have inseminated 1.135 cattle with improved race semen and currently have a 77% success rate.

In Horticulture, 47 demonstration plots were established with clients in seven different provinces, while 57 small grants were financed for horticultural activities. The 47 demonstration plots yielded 341mT of vegetables and revenue from these plots topped 125.39 million FBU. Of the 57 small grants, 12 achieved their production targets while only 3 achieved their revenue goals. However, 44 of the 57 grantees reinvested in horticultural activities in the succeeding season and nearly 600mT of new horticultural production with a value over 7.58 million FBU was produced and sold. In addition to these results 1944 farmers and 306 DPAE agents were trained in best horticultural practices and 124 farmers (51.6% women) were trained in post harvest value added processing and food preservation.

In Gender and Micro Enterprise Development, PY 5 saw 137 literacy centers opened on 93 hillsides of 32 communes in 11 provinces of our intervention zone. A total of 2353 new learners attended training and 1.884 (80%) were certified as literate following the training. Twenty one small grants were attributed to women's associations and 6 radio emissions were organized in four provinces, in local language, publicizing the impact of BAP sponsored activities targeted to women.

A total of 80 small and medium sized grants were approved during PY 5 for a total value of $485,556 USD. Five dossiers for 9 coffee associations were financed under the Development Credit Authority for a total value of $606,581 USD. Of this 15.1% was destined for operational credit for mini-washing stations while the rest was reserved for cherry purchase.

Under Clean and Productive Environment, nine effluent control systems were constructed and four water recycling systems were established. Training sessions for system upkeep and maintenance were organized and environmental analyses of 18 washing stations with effluent control systems were compared to those of five control washing stations (without effluent control). Improvements in pH, odor control, nitrogen production and levels of oxygen demand were found at stations where control systems had been installed. The Kigoganya community water system has been renovated and tests of the system's operationality are currently underway.

At the Burundi Business Incubator the 1st Shika Business Plan competition resulted in judging of 15 finalists and awarding of 18 million FBU in prize money. Twenty new entrepreneurs have been selected

for pre-incubation under Shika 2. Training sessions continued and Business Edge modules have been progressively added to the curriculum. Women comprise almost 50% of the 345 trainees this year. Mentoring of enterprises selected for pre-incubation and incubation has begun. By the end of the reporting period BBIN was covering 87 % of its operational expenses and has accumulated almost $230,000 USD in an endowment fund to support operations once BAP shuts down.

By the end of PY 5, BAP had surpassed or met 81% of its 228 project deliverables and partially achieved 12.3% more. Only 6.6% of deliverables (15/228) have shown no progress. Many of these are related to financing and cost share mechanisms as well as the formalizing of agreements for privatized extension services, sourcing of inputs and the brokering of privatization transactions.

Principal Accomplishments by Sector-PY5

Coffee

- Twenty four enterprises- principally national but with a scattering of international joint ventures, bid on a total of 19 lots of coffee washing stations, with 6 others bidding on the two SODECO dry mills being tendered in the second round of sales of operational infrastructure of the coffee industry
- Workshops were facilitated to disseminate results from the 1st year of our soil amendment demonstration plots with Lead Farmers to 180 farmers, 19 extension workers, 8 public officials, and 30 coffee sector actors
- As a result of these workshops, 139 farmers have adopted the best practices promoted at our demonstration sites in order to increase the productivity of their plantations and the quality of their cherry
- BAP trained 533 DPAE agents and 53 administration officials in best practices for coffee as part of our reinforcement of extension efforts in collaboration with InterCafe and our overall end of project disengagement strategy
- Soil samples and samples of compost made using pulp as a substrate were analyzed in collaboration with ISABU
- Lead farmers implementing demonstration plots of best practices for coffee achieved mean year on year (2011 and 2012) production increases, normalized for cyclicity of up to 38% on plots where organic compost and mineral fertilizer were both applied. Organic compost alone increased productivity an average of 8.5% versus traditional controls.
- A comparative analysis of coffee production costs in Kayanza and Ngozi provinces shows that Mulching (including material transport and labor) is the biggest proportion of production costs in the two provinces(respectively 31% and 39%), harvest (including conditioning and transport) runs a close second in Kayanza province, while in Ngozi the activity with, proportionally, the second greatest cost is purchase and transport of organic manure. Contributing least to production costs in Kayanza was the purchase and spreading of chemical fertilizer (even when used at agronomic rates). In Ngozi, activities contributing least to production costs were agronomic maintenance of the coffee plantation and harvest (including condition and transport). Each of these activities contributed only 14.5% of overall cost investment. In Ngozi mineral fertilizer application contributes 15.1% of overall production costs
- Data from two agronomic seasons show production costs per kilogram of cherry decreasing from 222 FBU/kg in 2011 to 173 FBU/kg in 2012 for Kayanza, while in Ngozi costs declined from 287 FBU/kf in 2011 to 119 FBU/kg in 2012. These costs are sensitive to production volumes. Year on year production cyclicity is less in Kayanza where the age of the coffee plantations is younger than in the province of Ngozi. Because payment for field operations, including fertilization is on a per tree basis, size of a farmer's plantation is a better determinant of his overall annual production costs than volume of cherry produced. However as production volumes increase and stabilize, the production cost per unit volume of cherry will decrease. Farmers who understand this will invest to augment their per tree productivity. Further, mastering the costs of production

and the percentage of costs attributed to each agronomic activity will assist farmers in making better decisions on where to put their resources and effort, as well as giving them a base reference price for negotiating the sale of their coffee to the international market.

- During Q1 83 technical training sessions on best agronomic practices for coffee were facilitated by ADC with 2039 lead farmer participants, 28% of whom were women, and an additional 139 sessions were held by lead farmers on 119 hillsides, extending the outreach of the message to an additional 3934 participants, of whom 36.5% were women
- During Q2 Technical training in best practices facilitated by BAP ADC for lead farmers covered nine different modules. These were facilitated in 78 sessions at partner washing stations. Overall participation was 2.613 of whom 30% were women. These lead farmers in turn facilitated 268 sessions on their hillsides, covering seven different modules and bringing together 8.442 participants of whom 43% were women.
- During Q3, Fifty three training sessions were offered for 1354 lead farmers by ADC. These lead farmers in turn organized 251 sessions for 5514 farmers on their respective hillsides 44% of whom were women.
- BAP's coffee team trained 299 washing station managers and cooperative leaders in productivity for quality and improved processing methods designed to increase the number of qualifying samples for this year's Cup of Excellence competition
- ACE provided training to Burundian cuppers, roasters and potential auditors to improve their capacities and prepare them for the high standards of the competition
- Business plans were finalized with four cooperatives wishing to invest in mini-washing stations
- During Q2 installation, calibration and the start of processing occurred at four cooperative owned mini-washing stations.
- Management training was offered to cooperative leaders and mini-station managers, and we began the process of certifying the cooperatives and their mini-washing stations for Fair Trade
- A case study on the comparative value of certification showed that farmers earn more, productivity is higher, adoption rates of best practices was higher and more attention was paid to protection of the environment by certified farmers than those who were not.
- The initial audit of the three mini-washing stations targeted for Fair Trade Certification has noted a number of deficiencies needing to be corrected before certification can be provisionally obtained. These deficiencies include: a) separation of product being processed for cooperative members and non-members, couples with improved lot traceability; b) improved documentation of production practices and the processing, export system being used for their coffees by farmers (the farmers could describe the system verbally, but had no supporting written documentation available for the auditors); c) Knowledge of Fair Trade principles is limited only to the board members managing the cooperatives. This information needs to be disseminated widely to the cooperative members so that they understand the organization, objectives and principles of Fair Trade Certification; d) security of infrastructures and machinery needs improvement ; and e) hygiene measures including availability of potable water, toilettes

and hand washing stations need to be instituted for farmers and workers at the washing stations.

- There was an influx of new buyers to Burundi this year in addition to those who attended the BAP facilitated buyers tour in June. Two of the BAP promoted mini-washing stations negotiated direct sales agreement with international buyers for their coffee receiving prices that were between $1.20 and $1.40 more than the New York C, commercial prices. The mini-washing station at Mpemba owned and operated by the cooperative Kazoza I'Kawa sold their coffee under direct sales agreements to one US buyer (Counterculture Coffee), one Norwegian buyer (Nordic Approach), and a Swiss commodity Trader(Schluter).Other buyers this year included Trabocca and Daamhouer Coffees of the Netherlands, and Malongo Coffee of France.
- BAP monitored the dry milling and export of the lots sold during the Prestige Cup competition.
- With the Coffee Sector actors BAP facilitated a lessons learned/evaluation session of the Prestige Cup which resulted in a series of recommendations for the Cup of Excellence
- At the request of InterCafe BAP participated in an exploratory trip to the Korea Coffee Fair in Seoul
- BAP assisted the Burundi Coffee sector in its participation at the EAFCA Trade Show and Symposium held in Addis Abiba. At the Taste of Harvest competition, three of Burundi's coffees placed in the top 10 East African coffees.
- Promotion activities during Q3 included participation at SCAA including sponsoring the participation of new private sector actors and the organization of a "buyer's tour" in mid June.
- 228 lots were presented by 62 different enterprises for this year's Cup of Excellence competition; Burundi is only the 2nd country to host a COE competition. A series of trained Burundian cuppers, cupped each of these lots and 150 lots were chosen for submission to the National Jury; the minimal passing score from the initial round of cupping was 85/100;
- The National jury, composed of 13 ACE trained cuppers further reduced the lots for presentation to the international jury from 150 to 60 through two rounds of competitive cupping. The international jury, composed of 22 judges from around the world including two members of the Burundian National Jury judged the 60 coffee presented by the national jury and, in the first round of cupping reduced these to 33. Successive rounds of cupping resulted in 17 winners of whom 3 were graded in the "Presidential" Range, cupping 90 or higher out of a possible 100 points.
- Of the 17 winning lots, 9 came from the Sogestal Kirimiro and represented 6 washing stations in three provinces drawing from 6 different communes. The remaining lots came from Kayanza, Kirundo, Ngozi and Muramvya provinces. Six of the washing stations are BAP pilot washing stations, but BAP promoted technologies to improve coffee quality and reduce production costs were used at 13 of the 14 washing stations presenting the 17 winning lots.
- Of the lots of coffee submitted for competition 130 (57.02%) were eliminated for the presence of potato taste defect.

Dairy

- Burundi's 1st two Milk Collection Centers open for business.
- The Milk Collection Center in Rutegama opened during the second half of April 2012 and currently receives milk from 142 different suppliers. From April to September it collected a total of 47,888.5 liters of milk with a rejection rate of less than 3.4%, injecting 29.902.693 FBU (appx 19,935 USD) back into the community. This represents a 36% increase of what they would have received in selling to the informal market pre-MCC.
- The Milk Collection Center in Bukéyé opened for business in early November 2011. In its first 11 months of operation, Bukéyé collected 53,876 liters from an average of 60 rural farmers per month. The total revenue generated for the rural farmers was 30.690.550 FBU (appx. $$20,460 USD) representing an average per farmer monthly payment of 45.968,5 FBU. When comparing prices offered by the MCC with those offered by the informal market prior to MCC opening we calculate that farmers serving the MCC have earned 42,4% more in revenue than previously.
- BAP is collaborating with PARSE to assist in rendering operational 4 additional Milk Collection Centers in Ijenda, Matana, Bugendana and Gitaramuka. Four ex-BAP ADC have been hired by PARSE to provide TOT assistance to local NGO providing capacity reinforcement to Dairy Producer Associations in proximity to the future MCC; BAP assisted in identifying a Kenyan MCC expert to provide backstopping in recruiting and training the management teams of the new MCC and three of BAP senior staff including our dairy component leader, grants and financial intermediation specialist and gender and microenterprise specialist are assisting with development of the approach and the business plans for each of the future MCC. An inventory of the available infrastructure has been taken, the priority services in addition to collection to be offered to dairy farmers and their associations have been identified and the recruitment process for the MCC managers is underway.
- 21 Lead Farmers from new partner associations of whom 43% were women were trained as community veterinarians
- Existing Lead Farmer/Community Veterinarians treated 2.578 animals this project year, of these 55% were improved race varietal crosses
- BAP trained 15 technicians in artificial insemination. They initially inseminated 87 cows with a 77% success rate. In August and September of 2012 these technicians participated in the national insemination campaign organized by the Ministry of Agriculture and the National Center for Artificial Insemination. During this period, they inseminated an additional 1.135 cattle with improved race semen principally in the province of Ngozi and the commune of Bukéyé in the Province of Muramvya. Lesser efforts were undertaken in the Communes of Rutegama and Ryarusera. The success rate from insemination performed under this campaign will not be known until, at the earliest, December 2012. BAP's AI kits and semen (1000 doses of Holstein and 1000 of Montbeliard) were finally delivered in early October 2012. The vigor of the semen has been validated and distribution to the trained technicians is in process.

Horticulture

- BAP analyzed and reported on production from 24 demonstration plots established in 7 of 12 provinces in our project zone,
- BAP identified and assisted in the preparation of horticulturally based income generating activities with 28 partner associations
- Four new technologies were replicated with lead farmers
- 5 students from the University of Ngozi were trained in entrepreneurship in collaboration with the BBIN
- Extension brochures for 6 horticultural crops were finalized in French and Kirundi
- BAP produced and disseminated 3600 sets of horticultural extension materials in local language this quarter-principally to farmer association members, lead farmers, and hillside agricultural monitors
- 15 associations reinvested their earnings from demonstration plots accomplished during 2011-C in production during the 2012-A agricultural season
- 13 new demonstration plots were established with farmers and farmer associations in six provinces, 19 DPAE agents participated actively in our demonstration activities, taking on greater roles in mentoring farmers in their communes
- 1944 farmers were trained in Best Horticultural Agronomic Practices, as were 306 DPAE agents
- 124 farmers of whom 51.6% were women received training in collaboration with CNTA in post harvest canning, drying and improved food preservation technologies
- Two farmer field days with press coverage were facilitated
- In analysis of 2012 A demonstration plot data for 8 sites, we found that over 12.2 mT of vegetables were harvested from these plots generating a revenue of 1.9 million FBU for cooperating farmers
- Data analysis shows that adoption of best horticultural practices improved yields an average of 183% for tomatoes and 27.6% for cabbage. Cost/Benefit analyses show that market timing and placement are as important as productivity in making money from horticulture
- Forty-four of 57 clients, benefiting from grants for horticulturally related income generating activities during 2012 B began harvest. Twelve groups achieved their production goals, but only three groups achieved their revenue targets
- Farmer field days have resulted in organic replication of improved technologies, particularly the adoption of trellising for tomatoes and raised bed plantings, principally in a radius of 1-5 km from the demonstration sites but, in some instances, stretching out as far as 6-10 km.
- 46 associations reinvested their revenues from 2012 B in production during 2012 C. Nearly 600 mT of horticultural products with a value of 7.58 million FBU (appx $5053 USD) were produced and sold.
- During PY 5 341 mT of vegetables were produced from demonstration plots. Revenue from these plots attained 125.39 million FBU (appx. $83,593 USD)

Gender and Micro-Enterprise

- 137 literacy centers opened by 274 literacy trainers of whom 62 (22.6% were men) on 93 hillsides of 32 communes in 11 provinces (Bujumbura Rural, Bururi, Cibitoke, Gitega, Kayanza, Kirundo, Makamba, Muramvya, Muyinga, Mwaro and Ngozi). Each center received basic equipment including literacy handbooks, blackboards, chalk, discussion images, registers, paper, rulers, umbrellas, pens and notebooks;
- 174 of the literacy trainers (63.5%) are those who had been trained by BAP and the National Literacy Service during the 1st phase of literacy training. The remaining 100 literacy trainers were recruited from those trained by other institutions, notably the PTRPC Program.
- The program trained and evaluated 2.353 new learners over 80% of whom were members of BAP client associations. Of the 2.353 new learners evaluated, 1.884 candidates (80%) passed the test and were certified as operationally literate.
- 21 small grants were financed for women's associations, 17 for horticultural activities, 3 for beekeeping, and one for soap manufacturing from palm oil
- 121 modern bee hives have been populated. By the end of September, with harvest not yet complete, 27 kg of honey had already been extracted.
- 620 people (62.4% women) of 91 associations in 10 different provinces participated in capacity reinforcement sessions focused on association organization –structure and functioning of different posts and committees
- 865 people (63% women) of 181 associations in 11 different provinces participated in capacity reinforcement sessions related to accounting and financial management of their associations
- 751 people (69.8% women) of 73 associations in 10 different provinces participated in capacity reinforcement for the planning and implementation of income generating activities.
- 6 radio emissions of Akeza Karigura were organized in 4 provinces (Gitega, Kayanza, Kirundo and Mwaro) with members of 12 associations publicizing the impact that BAP sponsored capacity reinforcement and income generating activities had on the livelihoods of the associations, principally female, members

Grants and Financial Intermediation

- 80 small and medium sized grants approved- 20 in the coffee sector, 29 in horticulture, 2 for dairy, 25 for women's associations and micro-enterprise income generation, and 4 for water and the environment. The total value of these grants is 649.992.788 FBU (appx $485,556 USD)
- 5 dossiers financed under the DCA benefitting a total of 9 coffee cooperatives. The total value of these 5 loans is 909.871.946 FBU (appx $606,581 USD). Of this, 15.1% was destined for operational credit for the washing stations with the rest being reserved for purchase of coffee cherry

Clean and Productive Environment

- Construction of nine effluent control systems, five at full sized coffee washing stations and four at cooperatively owned and managed mini-washing stations;
- Three partners, APROCO, The Sogestal Kayanza and the Sogestal Kirimiro (in conjunction with ARFIC) installed wash water recycling systems at four washing stations- Mwakiro, Gatare, Butemba and Teka. These systems include the construction of 1 reservoir down slope from the station to collect parchment wash/soak water exiting the station immediately after this stage of organic separation grey water treatment has been completed. A second reservoir receives the recycled water which is pumped uphill by a small motor pump, to be piped back into the CWS to be used in the depulping process for coffee cherry. Recirculation of water through these systems will reduce overall water usage at traditional full sized washing stations with McKinnon 3 or 6 disk depulpers by 30%.
- Training sessions organized for 31 participants, including 2 ADC at sites in Kayanza and Ngozi to improve the upkeep and maintenance of the effluent control systems. These training sessions reviewed system maintenance, utilization protocols and monitoring to ensure maximum positive impact from these investments.
- Environmental analysis of water samples at 18 washing stations with effluent control systems and five stations without were performed. Major improvements in pH, odor control, nitrogen by product production and re-oxygenation were found at stations with solid separation and grey water effluent treatment vs stations where no treatment of pulp or grey water occurs. It is evident however that system upkeep and maintenance as well as regular continuous management is necessary if these effluent control systems are to provide their maximum positive benefit
- Renovation of the KIgoganya Community Water System has been accomplished. The system is operational and undergoing trials. The management committee composed of 6 members (4 men and 2 women) has been elected and is being trained in hygiene, sanitation, and management of the system through a collaboration with the NGO AVADEC. In addition 6 community managers of water kiosks (sales points) have been trained, as have 3 technicians to assure proper maintenance and upkeep of the system

Burundi Business Incubator

- A retreat with the executive committee resulted in the determination of strategic focus points for 2012 work planning
- The work plan and annual operating budget were approved by the founding members and an external audit was contracted
- Burundi's 1st Shika Business Plan Competition ended in the judging of 15 finalist competitors and the awarding of prizes worth more than 18 million FBU. Given the success of the first competition, a second round of the competition was organized for 2012. Twenty entrepreneurs have been selected for pre-incubation under the Shika 2 business plan competition. These enterprises are from sectors as diverse as water harvesting and recycling, button making, express mail, micro-finance and software services, as well as communications and agribusiness
- Organization of a strategic retreat for the founding members to strategize continuation of activities post-BAP
- In addition to three training modules offered during Q1, during Q2 8 training sessions were facilitated for 122 entrepreneurs of whom 47 (38.5%) were women. During Q 3 eight training sessions were facilitated for a total of 85 participants, 35 (40%) of whom were women. These participants came from 13 different sectors and represented 43 different organizations. In addition to the classic curriculum of the BBIN, four Business Edge training modules were offered during Q3. These modules included the following topics: Mastering your costs, Improving service to clients, Communicating Effectively and Developing a competitive strategy. In Q4 a 5th Business Edge course offering Developing Competitive Business Strategies was added to the curriculum. During Q4 courses in Business English were added to the curriculum as well with facilitation by an English Language Fellow funded by the US Embassy. Additionally the 4th quarter saw 5 training sessions offered for a total of 50 participants, 68% of whom were women.
- Pre-incubation services were offered to two new enterprises and pre-incubation was, for the first time offered to students with entrepreneurial ideas choosing to develop business plans while continuing their studies
- A meeting/training session was held for 8 business mentors and coaching of clients began
- Five enterprises have been accepted for incubation, three of whom will be residents and two of whom have selected an affiliate status. The principal criteria for selection was the potential for job creation as exhibited by their business plans. The enterprises are:

No	Entrepreneur	Entreprise	Focus Area	Status
1	Bernard RUBARIKA	BUMOCO	Moringa by products	Resident
2	Chantal NTIMA	NIYON AGRO	Mushrooms	Affiliate
3	Thierry NTAKO	OPEN IT	Health Programming	Affiliate
4	Prosper NIYONSABA	TROPICAL FARMS	Japanese Prunes	Resident-Hot Desk
5	Natacha SONGORE	INSPIRES U	Events and Communications	Resident

- A conference related to the theme entitled Business angels and Access to Financing was facilitated by Dr. Eric Ngendahayo, a Specialist in International Finance
- By the end of September BBIN clients had created 35 new enterprises hiring, on average 4 new employees per enterprise.
- 345 entrepreneurs have participated in BBIN training sessions
- 23 trainers have been trained and certified by BBIN to offer business development curriculum
- BBIN is on course to cover 87% of its operational expenditures by 31 December 2012. At 30 September BBIN had accumulated an endowment fund of 343,953,070 FBU (appx. $229,302 USD) capable of being used to fund operations once the grant from BAP terminates on 31 October 2012.

Constraints and Challenges by Sector-PY5

Coffee

- **Productivity-** BAP demonstration plots illustrating the power of soil amendments and best agronomic practices in improving productivity and coffee quality have produced impressive results on older coffee plantations, suggesting that one solution to Burundi's productivity crisis may be the alleviation of agronomic and the easing of hydric stress for the heirloom bourbon varietals. However, our efforts were confined to 140 lead farmers in 4 provinces. It is now time to expand and replicate this model to more farmers in more provinces, but as yet, there is no agronomic policy in place to facilitate this expansion and no operator that has shown the willingness to step up to the plate and invest in this initiative
- **Farmer reticence to invest in the production of organic compost-** Even though farmers recognize the positive effects of organic compost when added as a soil amendment to their coffee plantations, they remain reticent to invest in its production. This is particularly true in Kirundo province where animal manure is not readily available and the cost of trucking it in has proven to be cost prohibitive.
- **The system for the purchase and distribution of chemical fertilizer is obscure-** Many farmers have confided to BAP that they are willing to invest in fertilizer but do not know where to procure the fertilizer they need and are not convinced it will be available in sufficient quantity at the sales points at the proper time in the agricultural calendar. Better information on fertilizer types, availability and cost needs to be disseminated to farmers. InterCafe, ARFIC and the Ministry of Agriculture should partner with CNAC and the Farmer Federations to ensure there is wide diffusion of information concerning chemical fertilizers.
- **Farmer cooperative capacity still needs reinforcement-**The foundation has been laid, the structures are in place and to a great extent legally recognized. They are more democratically organized and more operational than previously but much remains to be done to improve the quality of decision making, communications and the mastery of management tools by the cooperatives. Further mastery of the agronomic techniques necessary to improve productivity and quality has not yet reached critical mass. There is work to be done in contracts negotiation, pricing and decision making on the best use of available financial resources. Many associations still have not fully adopted the spirit of rendering service to their members and the cooperative law for agriculturally oriented economically based producer associations needs to be finalized, texts of application need to be drafted and a major effort to disseminate and explain, in detail, the texts in local language needs to be undertaken.
- **Appropriation of the Cup of Excellence by Burundian Coffee Sector Actors-** Even though the Coffee sector has contributed in organizing both the Prestige Cup and the 1st Cup of Excellence competition and has mobilized a large percentage of the money needed to host the event, there is a great distance between actors willingness to commit resources and actually mobilizing and de-blocking these resources. With BAP's Technical assistance ending, it is necessary that the sector take on greater responsibility for the organization of the event in the

coming years. Many actors are interested in taking credit for the event, but few have shown the willingness to invest and participate fully in the technical aspects of organizing and managing the event- the work that goes on behind the curtain out of the public eye to ensure the operation runs fluidly and transparently. Further, actors are wondering who should finance the activity in the coming years. Over the past two years BAP has subsidized the technical assistance and has filled the budgetary gaps when unexpected expenses arose. Further BAP's host-country coffee team have anchored the planning committee and managed a lion's share of the back room operations, including negotiating space and personnel from different structures. In the future it is necessary that these operational costs be borne by the sector, or that the sector organize to present a proposal for financing aspects of the competition to potential funding agencies and that this be accomplished sooner rather than later. A number of logistical constraints came to light during this year's competition including the need to have pallets available at the warehouse where pre-selection and competition lots will be stored prior to milling. The increase in the number of international jury members means that there needs to be a greater number of cupping glasses available. With 20 judges the minimum number needed is almost 1000. A warehouse at altitude with sufficient space, sanitary conditions and security needs to be identified to store competition lots. This year BUDECA donated space to the competition but the conditions were not ideal and created logistics log jams.

- **Growing Disinterest in Coffee Buyer's Tour-** This year interest by ARFIC and InterCafe in the June Buyer's tour can be described as tepid at best. While a dinner was hosted for the buyers, only the President of the CA and one representative member of InterCafe showed for the dinner. The organization of this type of tour takes many hours in preparation. Communication with potential buyers needs to be made well ahead of the anticipated date for the tour; logistics from airport pickup and drop off to hotels to secondary activities to arranging the field visits and ensuring key people are available needs to be arranged in advance and monitored throughout; publicity packets need to be prepared and translation services for non-francophone participants needs to be assured. First time visitors to Burundi also expect assistance in defraying the cost of their hotels and meals. Inbound buyers. A marketing strategy for specialty coffee was developed anticipatively under BAP, it is now time for InterCafe to avail themselves of this strategy and adopt it as their own or, adapt it to their current circumstances. Burundi has earned a positive reputation because buyers/roasters felt reassured upon arrival to find that the "trains ran on time" and key activities of interest to them (farmer meetings, cuppings, samples of green coffee well labeled and available to pack out, etc..) had been arranged. This encouraged them to take a risk on Burundi's coffee and negotiate purchases at highly favorable prices, terms and conditions. As BAP winds down we wonder who will assure the continuity of this initiative.

Dairy

- **All dairy milking, cooling and processing equipment must be imported** as well as a majority of dairy consumables, creating delays in the supply chain, increasing prices and increasing the risk of non-productive down time while spare parts are sourced and air freighted in.
- **Rolling electrical brown outs and black outs in Bujumbura and the interior of Burundi** wreak havoc on cold chain integrity, on the daily demand requirements from the end user sales points and negatively impacts the entire value chain at least 3-4 months of every year. Since the re-opening and/or expansion of the number of dairy processors in Burundi, post conflict, their primary product offerings have been fresh pasteurized milk and yoghurt, both of which have extremely short shelf lives. The dairies have purchased and placed refrigerators with their end user sales points in the more populous quartiers in proximity to their principal clientele in terms of numbers and daily volume. However, these are the quartiers the hardest hit by the black and brown outs. These electrical cuts do not occur on any real set schedule and often last 36 to 48 hours at a stretch. Product that is not sold or has "turned" is returned by the milk bars to the processors for credit, the processors then take a loss on this product and react by constraining their purchases from the supply zones in the rural areas. In so doing, suddenly the rural dairy farmer has a supply of milk but no assured market. In turn the dairy farmer restricts the nutritive intake of their cattle or decreases the number of milkings per day to restrict supply and this acts as a brake on the development of the entire milk sector.
- **Most dairy cows in Burundi have extremely low productivity.** Forty-five percent of Burundi's dairy cattle are local race varieties. These cattle have a productive potential of only 500-800 liters/animal in an 11 month lactating cycle, an average of 2 liters of marketable milk per day or 59.1 liters/month. An additional 30% of Burundi's herd is composed of an Ankole/Sahiwel mix having the same productive potential. This means that ¾ of Burundi's current dairy herd only produce an average of 2 liters of marketable milk per day. The improved race cattle with F1 crosses representing 20% of the herd and 7/8 pure blood improved crosses composing the remaining 5% produce respectively 3.8 liters and 11.4 liters of marketable milk per day. Thus is the challenge for Burundi should it wish to become more competitive in dairy within the East African Community.

Horticulture

- **Market Access for associations is limited.** Local markets are quickly saturated as volume rises and prices quickly become uninteresting. Transporting product to larger regional markets is costly in terms of time investment for association members and transport costs. Losses in transit also increase with distance from the farm gate. The more perishable the product the less elasticity of choice the farmer has in choosing their market. Quality also is impacted leading to lower sales prices. As distance increases and prices decline the profitability of an activity

involving perishable products becomes tenuous and clients are often left with margins that do not cover their production costs with margins left over for reinvestment.

- With 57 grants that are running at the same time, the HVC team found it was hard to keep up with collecting qualitative and quantitative data. Therefore, there is urgent need to develop a simplified tool for data collection that would allow farmer groups, in close collaboration with field agents, to provide more relevant data documenting the trends toward the achievements of the main milestones designed in the grants
- Unpredictable climatic conditions affected the yield performances for several fields. The seasons A and B of 2012 recorded unusual rain fall patterns that confused farmers in deciding when to plant. This resulted in cropping time frames that did not fit the traditional schedules leading to delayed transplanting from the nurseries to the field with subsequently lower yields. These lapses of unpredictable weather started in early December 2011 and continued through March 2012. Rainfall restarted later but in some areas like Muramvya, Makamba and Mwaro the rains came with hail exacerbating the damage to the crops. In summary, droughts and floods in different areas of the country affected the performance of most fields.
- **Difficulties to achieve the planned planting area** As a consequence of the climatic disturbances of the past two growing seasons, many farmer's associations who received grant subsidies under BAP had to move their main fields, which had been planned to be grown on upslope plots of land as the season 2012B is usually for rain-fed vegetables. With the awareness that due to rainfall anomalies there could be not enough rain to water these vegetables, our partner farmer associations sought to identify alternative sites where the fields could be planted. This has been a hard task for them, because many of them were only able to find some small vacant plots in the low lying bottom lands, making it then impossible for them too achieve the total planned land area under which their project should be profitable. In some instances associations have adjusted so that the remaining land area will be cultivated during the 2012 C season.

Gender and Micro-Enterprise

- **Regular registration of data on production and marketing costs by associations-** while progress in record keeping has been made as a result f literacy training and capacity reinforcement in transparently managing an association, hesitation remains, principally because the associations have not yet collected enough data to perceive how their analysis could lead to better, more cost effective decision making
- **Women's availability for different capacity reinforcement sessions**, including literacy is limited not by disinterest but by the time they have available for these types of activities and the priority they give to these activities when confronted by choices in priorities.

Literacy training held during the 2012 B season registered high rates of absenteeism and participant irregularity because scheduling conflicted with field operational priorities.

- **Hand out mentality-** over the past five years BAP has invested heavily in converting our partners from assistance minded hand out recipients to actual empowered clients in the development process with a voice in fixing priorities and planning initiatives and the funds to contribute to the effort. As we disengage from the field we note that the challenge will be for these associations to avoid backsliding. New development partners should beware of the pitfalls inherent in treating clients as impoverished and in need of hand outs, freebies, and sweeteners to attend sessions and workshops held in situ.
- **Formal structured savings plans coupled with availability and access to credit in a timely manner** are critical foundational elements lacking for our rural clients. Many of our association prefer to keep their profits liquid and local in strong boxes at the hillside or sub-hillside, rather than taking the risk and the time to transport their liquidity to commune centers for deposit to micro-finance institutions. Further, even if the effort is made, the associations find themselves confronted with many differing and confusing requirements when they approach their "banks" for loans to undertake income generating activities. MFI's need to develop outreach policies and have agents mobilized in proximity to educate and serve the needs of their rural clients. There is as much need for assistance in opening, choosing and managing a bank account as there is in developing, and processing credit requests and in monitoring the use of credit and the reimbursement process. For MFI to attract rural clients and their resources the relationship must be win-win and this means that clients need to be treated with respect, their needs must be understood, new, innovative banking policies and protocols may need to be adopted or current products adapted and an effort needs to be to reinforce capacity and build confidence bridges with rural clientele.

Grants and Financial Intermediation

- **Beneficiary capacity to develop applications that respond to market oriented approaches without significant assistance is limited.** Burundi's history as an extended recipient of humanitarian assistance means many of our clients were accustomed to receiving free goods and money with minimal effort expended on their part. Under BAP, clients requesting grants funding or applying for loans under the Development Credit Authority mechanism were expected to take responsibility for not only mobilizing their cost share and resources, but also their intellect in defining their priorities, developing viable income generating proposals and documenting how their results would be achieved. Further, they had to exhibit competency in projecting costs and predicting revenues as well as in documenting cash flow. Much of this was foreign to our clients and required time to change attitudes and develop capacity meaning it took a lot of time and boots on the ground in proximity effort on the part of our field agents to complete viable, realistic dossiers. Undoubtedly as the process

repeats it will become easier and more efficient as clients cross the learning threshold and acquire greater economic and financial intelligence.

- **Lack of access to market information of any sort limits client capacity** to develop budgets for realistic projects with projections of costs, revenues and impact in line with the local and regional environment.
- **Difficulty in moving funds to grantees and in receiving sufficiently detailed justification for expenses –** BAP found that the rural banking network's architecture remains remedial and archaic. It was impossible for us to transfer grants funds electronically to MFI outposts in the rural communes to be credited to the accounts of our clients. The MFI are not networked and this leads to a requirement to physically carry large amounts of cash to the rural areas with all the inherent risks in order to allow our grantees to gain experience in managing their monetary resources for the accomplishment of objectives as outlined in their grant proposals. Further, many financial institutions and their staff go no further into the rural hillsides than the commune, relying on our clients to walk in from their hillsides to partake of the financial services. Many of the MFI outposts still are not computerized relying on handwritten records to function. Burundi still relies heavily on a cash and carry economy and there remains an inherent lack of trust in the financial services sector. The choice of who has access to money under what terms and conditions is dictated fully by the banks. Rural clients are encouraged to make deposits, but often they are directed to checking accounts rather than savings accounts, because the financial institution charges commissions on open cash accounts (Checking or compte à vue), while paying interest on savings accounts (comptes à terme). When these same clients return for a loan, they find that the terms and conditions they face are classic and disincentivizing, as clients find their funds diminished rather than enhanced when performing transactions with their financial institutions. It was also difficult for our clients to provide transparent documentation (justification) on expenses. First, because many suppliers hesitate to provide proforma bills and/or receipts and second because of the logistical difficulty in archiving, organizing and sending receipts on expenses occurred to BAP.

Clean and Productive Environment

- **Delays in the construction of effluent control systems at targeted washing stations.** During PY 5 the calendar for execution of these infrastructures was not respected. For the private washing stations Nkamawayacu and APROCO, delays were incurred in mobilization of counterpart funds to complement the grant given by BAP. This delayed procurement of necessary materials and the payment of day laborers at the sites. For the two GOB owned washing stations managed by the SOGESTAL Kirimiro (Butemba and Teka) the protocol defined in the grant agreement was not followed, resulting in delays for reimbursement to the executing contractor because neither receipts nor progress reports were furnished in a complete and timely manner. At Gatare work was delayed because of early onset

of the rainy season. The site, being close to a low lying marshy area needed to be pumped dry to permit the installation and curing of the sedimentation and water treatment tanks. At the mini-washing stations the problem was one of cash flow liquidity on the part of our partners. This was their first season operating their new enterprises and much of their liquidity had been invested in building the infrastructure for receiving their ecopulpers, the construction of supports for their drying tables and, in some cases, purchase of land and payment of skilled labor to construct their warehouses. The mini-washing stations received BAP contributions in-kind as cement or rebar, and, in certain cases, used this material to finish construction of their mini-washing station rather than for the construction of their effluent control systems, planning on reimbursing the materials and finishing the work once their coffee was sold.

- **Effluent Control Infrastructure should be designed for peak production years.** In many instances the size and layout of the effluent control systems at the coffee washing stations were defined more by partner constraints in terms of financing or space availability, than in consideration of the volume of cherry to be processed. We found that in 2012 many systems were overwhelmed by the sheer volume of water flowing through the system because it was an up production year. For the sedimentation, filtration, and pH re-equilibration to work water must be allowed time to settle, decant, filter, etc.. In many cases we found that the sheer flow of water coming through the system meant that, this campaign, in many instances water flowed over the system rather than through it. In washing stations using single fermentation, but which possess extra fermentation vats, these could be used as holding tanks to slow excess water flow, in other instances it may be necessary to build an additional lagoon or sump pit to hold excess water before releasing it in a timed fashion through the effluent control system. Station managers should be made aware of the need to “manage” water flow through the system, and be encouraged to innovate with the means at their disposal to manage flow and the timing of this flow. Managers will only tune into this if the reasons for managing this flow are clearly defined, the context given and understood and their participation, input and lessons incorporated into the design, construction and management of “new” systems. As the current depulping systems age and depreciate in value, stations should be encouraged to replace traditional infrastructure with more eco-friendly depulping systems
- **Effluent Control Systems that have been built are not being effectively managed.** It is not enough to build the system, it must be managed. Protocols for management that have been agreed to must be followed. Maintenance needs to occur post season and pre-season with cleaning of tanks, replacement of lime and activated charcoal, verification of the structural integrity of canals, basins, pulp trellising and roofing, maintenance of gates, vanes, etc.. During the season the system must be monitored for water volume and potential damming, pulps piles must be monitored for weight and volume and off take from these piles encouraged. Lime needs to be added regularly so pH equilibration is effective. Owners of these systems need to understand that it is not sufficient merely to invest in building the systems; they also need to set aside money for recurrent costs of maintaining and operating the systems.

BBIN

- **BBIN's fiscal status**. OBR has determined that BBIN is a commercial entity and this must pay taxes, including TVA on its goods and services.
- **The possibility of USAID and the GOB ceding the BBIN building complex to the ASBL remains complicated and unresolved**. There is good faith to move forward, but there is a question of timing, status, terms and conditions all needing to be resolved between the principal actors. Without this facility it is difficult to conceive that BBIN will achieve operational sustainability and remain a viable enterprise capable of supporting Burundi's nascent private sector
- **BBIN's clients have limited resources to dedicate for the payment of goods and services.** This coupled with a moderate inflation rate, rising costs and the devaluation of the Burundian Franc against hard currencies is creating challenges for these new entrepreneurs
- **Access to financing** remains difficult for newly established entrepreneurs who may have viable projects, passion and the ability to provide sweat equity in the advancement of their enterprises but who remain cash poor and lack the classic guarantees demanded by Burundi's Commercial lending sector.
- **Bridge Financing-** BBIN has developed a concept note for bride financing to consolidate its core business and begin outreach to regions outside of Bujumbura. This document was submitted in early September and has yet to receive a response. As of November 1 the BBIN will no longer have its operational costs covered by a grant through BAP and will begin covering their operational costs using their endowment fund.

Lessons Learned during PY 5, by Technical Component

Coffee

- **BAP's approach, offering integrated support to coffee communities for their economic well being, is just beginning to be understood by those communities as a necessary, though painful good.** This has been particularly evident by the interest generated in the results of the demonstration plots and the installation of the mini-washing stations that are owned and operated by the cooperatives and their members. Farmer's perceive that adoption of these technologies will result in a higher quality product and will increase not only their sales price but also the family earnings. Increased revenue will keep farmers engaged in cultivating coffee and contribute t the sustainability of the sector

  It is recommended that InterCafe, with support from the GOB and other donors, invest in the continuing the initiatives started under BAP, especially those that are targeted at increasing the productivity, improving the quality, and increasing the visibility of Burundian coffee on the world market. The Cup of Excellence competition constitutes an integrated promotional activity that should be privileged in the coming years because it coalesces Burundi's coffee sector actors around a single focused activity and brings buyers and roasters from around the world to Burundi with the sole intention of identifying the best coffees Burundi has produced and offering them to consumers with discerning palettes across the globe. In many ways the Cup of Excellence is a capstone promotional event in much the same way that mentoring a cooperative of coffee farmers to the point where they can own and operate a washing station profitably is a capstone capacity building initiative.

- **Mini-washing stations lead to job creation in the rural areas, offering cooperative members a way to diversify and increase their incomes.** In their first days of operations the mini-washing stations have had no trouble in attracting farmers. The farmers appreciate the proximity of the stations and the transparence of their management, especially operations like the quality control and weighing of cherry at reception. Since its inception the washing stations have provided employment opportunities for their members and others in the community- first in the supply of building materials, then in the construction of the infrastructures to house the ecopulpers, the construction of the warehouse and the drying tables. Finally, upon opening, each station has hired at least four permanent staff and appx 30 day laborers of whom at least 30% are women. The mini-washing stations provide a gathering point and a center for training sessions in their draw zones.

- **Mini-washing stations lead to increased solidarity among the cooperative members** The construction of the Maruri Washing station served as a motivator for cooperative members, who, with assistance from the commune, built a 700 meter access road to the station. The commune mobilized the population to trace the road, dig the ditches and pack the laterite into the roadbed. The cooperative paid for the laterite and the trucks to transport the laterite to the site. Proud of their station, the population in proximity to Maruri has ensured the security of

the site. Since work began, there have been no thefts at the worksite. Further workers and cooperative members at the site have developed systems to support each other in case of a breakdown of equipment or technical advising. When one mini-washing station's machine broke on the weekend, the second cooperative sent their technician to assist the second cooperative in repairing and calibrating their machine, all for the modest payment of transport costs.

- **Management of the mini-washing stations improved cooperative member's capacity in analysis and decision making**- At the Musema farmer's cooperative a decision was made to pay farmers who brought ripe cherry to the station before 15h00 a bonus of 10 FBU/kg of cherry while those who brought cherry between the hours of 15h00 and 18h00 would receive a bonus of only 5 FBU/kg. Farmer's who had not conditioned their cherry prior to arrival at the station through flotation and hand sorting would not receive any bonus, but would be paid only the fixed market price for the day. This strategy motivated farmers to bring only ripe, pre-conditioned cherry to the station as early in the day as possible to maximize quality.

- **Burundi sends too many participants to too few Trade Shows-** Burundi historically has stands at Trade Shows for EAFCA 9now AFCA) and the SCAA. It is important for Burundi to think globally and arrange for a booth at both Specialty Coffee Association of Europe and Specialty Coffee Association of Japan as well as ensure that its coffees are showcased at other Industry events around the world. Because Burundi only attends two shows a year, everyone wants to go and as the number of private sector actors has increased, the size of the delegation has become unwieldy.

  Recommendation InterCafe should take the lead in determining how many representatives should be part of the official delegation and ensure sector representativity. Operators who are not part of the official delegation can attend on their own, but should not be considered "exhibitors".
  Recommendation The delegation needs to hold meetings prior to travelling to the Trade Show to discuss objectives, define strategy and attribute specific tasks and coverage to each member of the delegation.
  Recommendation Meetings need to be arranged in advance of travel so time is not wasted once on site. A checklist of equipment and publicity materials needs to be developed and used to ensure nothing is left behind.
  Recommendation The design of the stand should be discussed in advance and orders placed for equipment and utility hookups in a timely fashion.
  Recommendation Burundi needs to improve its stand each year and money should be set aside for this type of investment.
  Recommendation InterCafe needs to arrange with their banker for an international business credit card (VISA or MASTERCARD) to assist in making reservations, paying subscription fees, etc.

Dairy

- **Lead Farmer/Community Veterinarians:** have been of capital importance in assuring animal health in the draw zones of the MCC. In Rutegama, since they have become active, there have been no reported cases of animal mortality due to East Coast Fever. It is important, when choosing candidates to receive this training to take into consideration their age, their education levels and the credibility they have as opinion leaders in their respective communities. Also, it is important to note that BAP provided training and equipment for these LF/CV but did not fix the price for their services. Pricing was decided by the community's themselves based on the type of service being provided.

  It is recommended that the training and equipping of the LF/CV be expanded so that each hillside in the draw zone around an MCC has access to services in a timely, cost effective manner.

  Lead Farmer/Community Veterinarians who are already active need to receive in-service training at least once a year in order to keep them up to date on new diseases and treatment protocols.

  The selection of candidates for these posts should be left, as much as possible to the discretion of the populations they will be serving. Selection criteria should be established in a participative manner and the selection process should be open and transparent.

  These are front line agents, but they too need to be supported by an infrastructure and a network of qualified veterinary agents/veterinarians on who they can call for consultations or assistance for new or difficult cases/procedures.

  Young Laureates from the agricultural institutes should be encouraged to seek career opportunities in this area and should be guided to the draw zones of the MCC, then be backstopped by ISABU and other services of the MINAGRIE.

- **Improved Forage:** Dairy farmers rapidly caught on to the importance of including improved forage in cattle rations to increase milk production. We note however that widespread dissemination f these forage crops is constrained because only one ISABU center Mahwa currently multiplies seed for dissemination. While farmers can learn to produce and disseminate improved seed, they lack the start-up capital necessary to do so. Dissemination of improved forage is further constrained because community veterinarians lack knowledge of best feeding practices for dairy cattle and many have never seen or been trained on the use of forage as a feed supplement

- **Veterinary Technicians:** The training received by the younger veterinary technicians has been highly theoretical and lacking in a practical base. These agents are under-trained, under equipped and lack basic pedagogical documentation that could assist them in providing service to their communities. In-service training is rare and job opportunities for these technicians are scarce because they lack "credibility" in their communities.

  Recommendations: These veterinary agents should be cross trained in artificial insemination and furnished with the resources to offer AI services to their communities in order to raise the genetic quality and productive capacity of Burundi's dairy herds. AI offers a cost effective method of repopulating Burundi's herd and is less risky than importing live cross breeds and hybrids from other East African countries.

- **Milk Collection Centers:** Milk collection centers are very important initiatives in the Burundian context where animals are scattered on a multitude of micro-farms within a particular production zone. The Milk Collection center permits the bulking of these smallholder contributions in hygienic conditions with cold chain integrity to maintain and assure quality. Three aspects are vitally important to the success of an MCC. First, all milk needs to undergo quality assessment prior to reception to ensure that all the milk accepted meets the minimum quality standards. Second, there must be absolute transparency in the management of the MCC and farmers need to be paid punctually according to the schedule of payments established jointly between the Board, the MCC managers and the dairy farmers serving the center. Finally, the MCC needs to offer a number of diversified services in support of the dairy sector to keep the clientele interested in bringing their milk to the collection center. These services can include feed supplements, veterinary products, availability of veterinary services or implementation of a savings and credit program. A fourth aspect, not any less important, is the negotiation of firm written supply contracts with the urban dairy processors that detail the terms and conditions of the commercial relationship. It is important to remember that setting up a participatory milk collection center where the dairy farmer or farmer cooperative is owner/operator or has a vested interest is not an easy task. It takes time and effort to earn the confidence of the rural farmers, to have them take ownership of the initiative, to hire and train the MCC managers and to develop and vet the management practices and tools necessary to ensure proper management of the center. Further, since the bulk of the MCC equipment must be sourced from outside Burundi there is a time delay factor between conceiving the center, financing it's set up and when the equipment will actually arrive and be installed. Because no spare parts are currently available in country, relations with the suppliers to provide maintenance/service contracts should be undertaken, but too local technicians capable of providing basic maintenance on the equipment need to be identified and trained at the moment of acquisition/installation.

- **Dairy Processors:** The dairy processors of Burundi are faced with numerous constraints from the sourcing of equipment, to the ordering and availability of spare parts, to the challenge of finding honest qualified technicians and managers for their operations- both technical and administrative/financial to a market that is thin and undifferentiated. These, along with access to appropriate financial products in a timely fashion at affordable terms and conditions constitutes a brake on the development of a vibrant, diversified dairy sector in Burundi and potential investors in the sector hesitate to acquire technologies that are appropriately sized for the sector today, but modular enough to increase volume and diversify product offerings as the market expands and demand increases.

  Recommendation- Because the challenge of consistent, stable electricity to serve the needs of Burundi's urban and rural populations remains and rolling brown/blackouts are likely to persist, it is recommended that dairy processors focus on the production of long shelf like products and/or the promotion of solar and kerosene refrigerators at end user sales points to maintain quality and cold chain integrity for their products and reduce loss. Investments of this nature will reduce risk to the sector and render the industry more attractive financially to commercial lending institutions.

Horticulture

- **How farmer organizations perceive their future:** Since the program strategy emphasized 100% of its resources to assist farmer organizations and a few leading individual growers, BAP's regular visits have filled in the gap DPAEs and other NGOs have not. The present 2012C season was, however, the first one in nearly two years where direct exchanges with our team were reduced to less than a third of the regular visits. It is unquestionable that the field proximity BAP has provided was appreciated as it complemented the package of written materials, tools and funding to start-up demonstration plots and other group production ventures. We learned that the farmers' enthusiasm exists and the results of the 2012C season speak volumes for how the newly-acquired skills will be practiced and further replicated in seasons to come. Farmers have a ways to go in terms of appreciating the value of keeping clean and updated logbooks, but they seem to have adopted the core modern agronomic skills promoted throughout these last two years of field work.

- **Distance to markets are a big barrier for certain groups**: Data on distance to markets had not been collected systematically in previous cropping cycles to see the effect of cost of inputs on revenues or the cost of marketing efforts on net revenue after sales. With the current data it has become evident that associations like Twitezimbere II in Gitega are literally outside the possibility of selling their harvest at a profitable price unless their nearby weekly markets were larger and more dynamic. The sheer distance between the collines of Rubagabaga and the commune of Mutaho's market may not seem like much (only four kilometers), but the

opportunity cost of time for three or four members of the association to make this dirt road trek on foot and bring their production on their heads is not very attractive. Farmers in this group expressed that when the market prices in Mutaho were disappointing, they ventured 30km by paved road to Gitega in search for better prices, but after all expense and time invested, their efforts were not compensated. This demonstrates how the choice of crop and the scale of production have to be discussed with groups in the context of distance to input markets as well as to product markets at the time of harvest. Data collected for the target groups show that those groups that are within 2 kilometers from a major road have done better than those located further from the road heads.

- **Farmers are from the "Show me" State-** Farmers believe what they can see with their own eyes. This is one reason why demonstration plots with proven technological packets being grown side by side with traditional practices can lead to accelerated changes in farmer's methods. This approach does, however, require in trained extension personnel, in proximity, to accompany the demonstrations and facilitate discussions of the dynamics being observed. Once farmers see the difference a technology like vertical trellising can make in improving the productivity and quality of their harvest, voluntary adoption and replication of the technology quickly occurs. Technologies being promoted should be efficient, productive, proven, and cost effective. Where improved inputs are used, their quality and agronomic vigor need to be assured. In sum all precautions necessary need to be taken to ensure that the technology being highlighted, succeeds need to be taken. Farmers need to be encouraged to visit the demonstrations and ask questions and documentation on the protocols being promoted should be readily available in local language, with simple diagrams, graphics and pictures, in color, if at all possible.

- **Timing of Production and Sales Price are key factors determining profitability for horticultural production-** Farmers who timed their production so harvest occurred at the beginning or end of a cropping cycle had more market opportunities than those whose production fell at peak. Placing product in markets with higher demand than supply empowered farmers during price negotiations. Price thresholds at peak are below production costs when using improved technology. In the future farmers will need to disaggregate their product sales based on quality and will need to be educated In the components of their cost structure so they may better price their product to maximize potential for profitability

- **Horticultural crops are very weather sensitive and meteorological forecasts in Burundi are often unreliable-**Hailstorms , high temperatures and winds coupled with torrential rains all negatively impact the highly sensitive horticultural plants and soft skinned fruits and vegetables. While raised beds can improve soil rooting structure and drainage and ultraviolet sheeting can shade seedlings and protect them from the heaviest rains, transplanted plants are highly susceptible to environmental stress in the 10 day period following replanting in the field from the nursery. Knowing when inclement weather is likely to strike with a degree of certainty

allows farmers to take precautions to protect their crop. Without this certainty, it seems useful to recommend that horticultural farmers invest in plastic tunnels and greenhouse structures.

- **Improved Market information and linkages are important –** Farmer knowledge of prices at different market in Burundi, tied to an assessment of differential crop demand and transporter capacity are decisional tools that can assist in determining when and where to sell produce. Publishing this information through local language radio broadcasts is recommended

Gender and Micro-enterprise

1) Capacity reinforcement for income generating activities

- Communities possess resources that they can bring to bear for income generating activities. In order for the communities to make a reasoned choice in how they invest their resources, they must be convinced that the activity to be undertaken a) is a priority and b) will assist them in alleviating constraints and/or improving their lives
- Women are more forthcoming and receptive to change in intervention zones where there are few "assistance" organizations. Resistance to change positively correlates with the concentration of NGO.
- Capacity reinforcement in themes related to associative, structure, governance and management can be life changing for women who attend these sessions
- Introducing our associations to the production of garden vegetables has shown that where women are motivated and invested in the activity they can a) improve the health and nutrition of their families by diversifying meals and b) can generate revenues for the individual members and their associations that can be reinvested in productive assets
- Poverty in the rural areas can be reduced or eliminated if the populations receive quality extension services in proximity, because once they see the tangible results from adoption of a technology or farming practice, they know where their future interest lies and are ready to invest.

2) Literacy

- It is possible to complete a literacy cycle (26 lessons) in as little as four weeks as long as the literacy trainers are incentivized (reimbursement of transport costs, t-shirts, umbrellas, training material etc..)
- Literacy trainers have become respected personalities in their communities
- When literacy activities are organized in down periods for agricultural production attendance is more regular and results of the training (as measured in the number of participants succeeding in passing the final evaluation and becoming certified) are improved

3) Women Entrepreneurs

- For women entrepreneurs to succeed they need to focus on developing strategic frameworks for their businesses, on mobilizing funds internally and on improving their overall financial management. Better financial intelligence will lead to improved decision making and increased profitability for their enterprises.
- Exchange visits for women entrepreneurs are highly recommended so that they can become better entrepreneurs, understand the market environment in which they are evolving and learn from the successes and failures of others rather than reinventing the wheel on each and every occasion.

Grants and Financial Intermediation

- Without BAP assistance and lobbying the coffee cooperatives would never have gained access to credit this campaign due to increased reticence by the financial institutions to lend to the coffee sector and the augmented conditionalities required to qualify for a loan. For the future, these cooperatives need to adopt strategies whereby they constitute reserves from the sale of their coffee to cover operational costs of their mini-washing stations as well as early campaign cherry purchases in order to remain competitive with collectors of washed coffee who have the liquidity to pay cash on the barrelhead for their coffee. The cooperatives would be well advised to contact international buyers either before harvest or very early in the season to negotiate sales contracts that could be used to leverage required financing either from Burundi's banking sector or from an outside institution like Root Capital.

Clean and Productive Environment

- Effluent control systems at washing stations are efficient only when they are properly sized and correctly managed. Funds need to be reserved for the upkeep and maintenance of these systems and the station manager should be delegated the responsibility of seeing these systems remain operational.
- The latrines at the washing stations are poorly managed. Their upkeep and cleanliness do not seem to be a priority either for station owners or managers. In the absence of a perennial system to generate revenues necessary pay for upkeep and materials these latrines are likely to remain locked and abandoned. Management of the latrines should revert to a committee composed of lead farmers from the community

Burundi Business Incubator

- Even though Burundi's entrepreneurs continue to cite difficulty in accessing credit as the principal constraint faced in starting up their enterprises it is more often the lack of innovative ideas, the difficulty in accessing financing and the hunt for grants or "free money" that

constitute the fundamental constraints hindering the creation and multiplication of small and medium sized formal sector private enterprises

- Burundian entrepreneurs are willing to pay for training courses and mentoring when the value of these services is evident to them in the operation of their enterprises
- Value is added to start up enterprises participating in networking activities hosted by the BBIN
- The BBIN has positioned itself as an ideal local partner for organizations wishing to promote private sector entrepreneurship in Burundi. Further BBIN has shown itself adept at leveraging partnerships to expand its influence beyond the capital to outlying provincial centers

Impact of Host Country Commitment on BAP Project Performance, by Sector during PY5

Coffee

- BAP has received excellent support and encouragement from the Minister of Agriculture both during the Burundi Prestige Cup and the Cup of Excellence. Her initial remarks in 2011 encouraged a number of private sector actors to seek assistance from BAP in 2012 and to reinforce nascent partnerships. Her speech at the Cup of Excellence stated firmly that it was not yet time to see this Program close out witnessing the impact it has had and the initiatives still underway. We note that the Minister has firmly supported the promotional activities that bring international buyers to Burundi and that she received special permission to absent herself from a government retreat in Gitega to attend the closing ceremonies of the Cup of Excellence. Her participation, together with the Minister of Commerce at a reception organized for international coffee buyers and roasters was much appreciated.
- Support from ARFIC in the organization of the Cup of Excellence was capital as they lent their human resources and equipment to the effort as well as contributing financially to national organizing committee. The GOB has stated openly that COE is of primordial interest to the country and that if no other promotional activity for coffee were to occur they would ensure that resources were made available for the COE competition.
- 552 agronomic technicians trained (546 from DPAE and 6 from federations) to Initiate a demonstration plot-based extension program to diffuse knowledge of improved coffee production practices

Dairy

- The authorities of the DPAE in Muramvya have been instrumental in assisting BAP partner associations Garukira Amatongo, Abasangirijambo and Kundabagenzi to be included in a new program for the multiplication of improved seed for beans, maize and potatoes in collaboration with ISABU
- The National Center for Artificial Insemination, recognizing the training BAP offered to communal level technicians in AI, included them as part and parcel of the national insemination campaign that took place throughout the project zone in August and September 2012.
- At the request of the General Livestock Directorate of the Ministry of Agriculture, Bap trained and equipped 22 Communal Veterinary technicians from zones not currently covered by development initiatives in the provinces of Ngozi, Makamba and Muyinga

Horticulture

- The extension materials produced by BAP (in Kirundi and French) on horticultural best practices and managing of a demonstration field have been widely disseminated to farmers, the DPAE and other development projects and NGO collaborating with the Ministry of Agriculture. The quality of these documents has been appreciated and resulted in BAP receiving a letter of commendation from the Minister herself.
- BAP has trained 334 DPAE agents, principally communal agronomists and hillside monitors in 5 provinces (Kayanza, Muramvya and Ngozi, Kirundo and Makamba)on Best Practices for Horticulture
- 31 cadre of the DPAE, including 6 Rural monitors have taken on responsibility for mentoring horticulture demo plots

Gender and Micro-Enterprise

- Largely due to the efforts f its field agents, ADC and agronomists, BAP has collaborated with hillside chiefs, agricultural monitors, association, cooperative and farmer federation leaders, the DPAE and ISABU.
- The agricultural monitors and communal agronomists have contributed to the technical extension of BAP Farmer Associations, particularly in the horticulture sector in the setting up and managing of demonstration plots
- BAP collaborated with the National Literacy Service and IGAA (a national NGO) for the execution of Phase II literacy activities

Grants and Financial Intermediation

- With the privatization of the coffee sector underway, the commercial banks are no longer forming a consortium to finance coffee sector operations, basically because in the past the banking sector relied on the GOB to guarantee these loans (even when the GOB was being represented by the coffee board and the farmer's confederation). At the beginning of the current campaign, there were two factors in play: an increased number of private sector operators and the fact that a number of institutions had not repaid fully repaid their coffee loans from the 2011 coffee campaign. The banks, viewing the sector as one that is in transition, increased the risk coefficient and therefore restricted lending to only those actors having a stellar credit history and solid financial guarantees. BAP's cooperative clients/partners were not considered members of this latter pool and were being unilaterally rejected in their requests for operational credit to manage their mini-washing stations and campaign credit for the purchase of the farmer's cherry. It was only in late June that the Central Bank intervened and commercial institutions began lending to the sector. The manner in which the second round of tenders were managed by the GOB raised the risk profile for the sector and the tardy intervention of the

Central Bank to encourage lending by the commercial banks to the sector created a problematic situation for cooperatives who without money to pay for the early cherry lost out to the collectors of the washed coffee in a sector that is increasingly defined by intense competition among actors for limited volumes of cherry that are available.

Clean and Productive Environment

- There is currently no legislation in Burundi or in the East African Community governing environmental standards for coffee washing stations. BAP's efforts to promote effluent mitigation, water use conservation and improved attention to health and hygiene infrastructures, something that is of great interest to the international specialty coffee market and certification agencies, have been constrained in reaching its full impact because owners and operators of the washing stations where mitigation investments have been made are not implementing proper maintenance protocols for these infrastructures. In the absence of any regulation or legislation by the government it is unlikely that the maintenance protocols will be respected and the cost of maintaining these systems will be budgeted. If Burundi, through ARFIC, or the EAC, through its policy making body do not step up to create and effectively enforce environmental legislation, then it is likely that international market forces may come into play, either denying certification for East African coffees or discounting the coffee as a penalty for not paying attention a greater social good.

Burundi Business Incubator

- Implication of BBIN in a diverse number of private sector initiatives including the Employment Fair, the elaboration of a national employment policy and the Round Table organized in the cadre of improving public/private sector dialog at the invitation of the Minister of Public Bureaucracy, Employment and Social Security
- The Minister of Youth Culture and Sport visited the BBIN accompanied by the Country Representative for USAID in order to better understand the BBIN and to seek potential areas of collaboration for future activities and initiatives

Gender and BAP Program Success during PY 5, by Sector

Coffee

- Women of Burundi are a vital force in the coffee sector. With their dedication, solidarity and competency they have a distinct capacity to be a force in Burundi's coffee sector. IWCA is the first association of women in Burundi's coffee sector. It is the first African Association to be recognized by IWCA's International governing body. During PY5, IWCA showed their determination in a) organizing their members to present women produced coffees for competition at the Cup of Excellence; b) IWCA members mobilized funds to create handicrafts and jewelry for sale at coffee trade shows in order to assist them in financing for their priority initiatives; c) IWCA hosted a workshop and coffee tour in February 2012. The workshop focused on marketing opportunities for Burundi's women and on the need to develop sustainable strategies to sustain the chapter and achieve its goals. Since inception the chapter has grown from 40 to 150 women. BAP has provided support to IWCA during its formative stages, sponsored participation for IWCA leaders to SCAA to give a keynote speech at the Women in Coffee Breakfast and facilitated both the workshop with international players in the specialty coffee community and assisted the organization structurally and functionally to produce lots of coffee for submission to the Cup of Excellence.

- KALICO coffee is a woman owned and operated vertically integrated enterprise that now owns of 7 coffee washing stations in Kirundo Province. They are committed to gaining greater recognition for the role of women in the coffee sector. Believing that this year's Cup of Excellence competition offers the best opportunity to demonstrate this KALICO assisted in collecting and keeping separate COE submissions from women producers. Further KALICO rented a stand at the coffee exposition associated with COE closing ceremonies to highlight their operations and their coffee. BAP has provided technical agronomic support to the enterprise assisting it to adopt best practices to produce quality coffee, has sponsored their participation at international trade shows and linked the company with interested international buyers. In many ways it is due to BAP tutelage that the enterprise is now focusing on higher end niche markets and the specialty coffee industry rather than the high volume low quality commercial market.

Dairy

- BAP trained an additional 21 Lead Farmer/Community Veterinarians during PY 5. Nine (43%) were women. These add to 20 who were trained during early 2010, bringing the number of equipped LF/ community veterinarians serving their communities and reducing animal mortality to 41 of whom 14 (34%) are women.
- 51% of the participants at training sessions in animal health and nutrition facilitated by the ADC this year were women
- 19% of the Heads of Households multiplying improved forage are women.

Horticulture

- As we have compiled and analyzed field data for over 75 participating organizations in different seasons revealing and positive findings have been documented regarding women and women-led groups. Simply put,, whenever we documented problems of any kind, men were either the dominating group and/or the group leaders. To be more specific men were at the head of organizations that faced cases of leadership crises, lack of transparency in expenses and sales figures, lack of group cohesion to divide the tasks and the revenues and a couple of group dissolutions. Working with women-led groups even when some men were members, not only represented less such difficulties, but the effect of stronger cohesion among members was evident in better harvests at the end of the season. Being that the Horticulture VC team is almost 100% male, we were blind to this dynamic until data started showing us a pattern. For many years research has shown how important the role of women is in agriculture in general from selecting seed to harvesting the crop and preparing meals for infants, adults and the elderly. Yet, it took us generating our own dataset to see it. This has been revealing and positively shocking. Rough estimates of eliminating men-led groups with problems as clients and doubling women-led groups show that, had we targeted only women-led groups, our production output and sales results would have likely more than doubled.

Gender and Micro-Enterprise

- In our literacy initiative, 174 of the 274 literacy trainers (63.5%) are women. Further of the 1885 neo-literates who finished the training, successfully passed the evaluation and were certified, 1700 (90.2%) were women. Literacy has added value to the lives of our rural women clients who have become innovators in their communities for the adoption of new productive technologies and their ability to keep good. Transparent records. Women's empowerment through literacy has translated into a diversification of fruits and vegetables into their family's diet resulting in better nutrition for their children.

Grants and Financial Intermediation

- 25 grant dossiers for women's associations were approved this year, principally for horticulture activities but also for beekeeping and soap making. BAP provided support to women to attend trade shows and to resolve certain specific agronomic quality issues. BAP support to CNTA taught women alternative methods of preserving their harvest, diversifying their value added propositions to the market.

Clean and Productive Environment

- Taking a whole community approach to our work on Community water increased the efficiency of our work and enhanced the possibility of long term sustainability. Because of their traditional

roles in managing family water resources, women possess knowledge and skills that were essential for planning and execution of tasks related to improved access to potable water and hygiene, as well as in the development and management of community cost recovery systems. They were also instrumental in identifying sites for point source installation and in managing access to these water points.

Burundi Business Incubator

- At least 40% of clients and 30% of trainers, mentors and Shika competitors are women
- The winner of the Shika 1 Business Plan Competition was a woman
- The guest speaker at the awards ceremony for Shika 1 was Mme. Angele CIZA
- Two members of the five member Board of Directors for BBIN, including the Vice-President of the Board, are women
- 50% of the permanent employees of BBIN are women

Case Study

New Milk Collection Center Increases Rural Income

Farmers get stable access to markets, reduce losses and increase milk production

Challenge

One of the least developed in the East African Community (EAC), the livestock and dairy sector in Burundi suffers from weak production capacity due to fragmented and decentralized production nodes around major cities that prevent the sector from meeting demand in Bujumbura, the country's largest market. The size of farmers' dairy herds is small and productivity of dairy cows is low. Producers lack knowledge of farm management and modern production techniques as well as access to a range of necessary inputs, like veterinary services, inoculations and improved animal feed. The 1992-2005 war has also dramatically affected the sector by dispersing farmers' dairy herds.

Figure 1 - Milk Collection Center in Rutegama

This is particularly the case in the Muramvya Province and more specifically in the commune of Rutegama where numerous farmers lost the totality of their herds in the war. In an attempt to reorganize producers, a group of livestock farmers have created the GARUKIRA AMATONGO association in 2004. Members invested their own resources in repopulating their herds, supported by World Bank and FAO's programs. Milk marketing has remained an issue ever since, however, due to the logistical challenge of collecting milk from the various small farmers, aggregating volumes, preparing it for transport and delivering it to Bujumbura before nightfall; as this is when the Bujumbura-Muramvya road becomes too risky for travel. Because of these constraints, milk collection was restricted to once a day. Further, milk transportation using bicycle riding collection agents and traders too often led to spoilage and financial loss for small

Figure 2 - Managers of the MCC in front of the cooling tank

farmers. This traditional informal system constrained farmers to sell their milk to collectors on credit and incur the full risk of loss if something went wrong later in the value chain.

Initiative

In May 2011 the USAID financed, DAI implemented, Burundi Agribusiness Program (BAP) provided technical assistance and in-kind financing ($108,474) to jump start a modern milk collection center in the commune of Rutegama with co-financing from the cooperative ($33,883). In April 2012, the Rutegama milk collection center opened its door providing cold chain storage to the cooperative's members as well as to surrounding farmers through the newly acquired 3,000 liter cooling tank. Farmers' milk can now be bulked and stored in sanitary conditions that meet Bujumbura's market requirements until delivery the next day, thus encouraging farmers to produce milk twice a day.

"Before I was selling my milk to traditional collectors who often refused to pay me using the excuse that the milk was rejected by the dairies in Bujumbura. Now the MCC provides us with a stable market and regular payment every two weeks", says Julienne Ndyabakana

Results

During its first 6 months of operation, the Rutegama MCC has collected a total of 47,888.5 liters from farmers and improved its milk collection performance from 30 liters/day in March to 314 liters/day in September. To date the association has generated a total of 29,902,693.8 FBU (appx. $19,935 USD) of revenues to rural farmers, which represents 64,759 FBU per farmer per month on average, with a rejection rate of only 3.4%. The launch of the MCC has created fierce competition with traditional milk collectors to the benefit of farmers. Before traditional milk collectors would pay 400 FBU per liter of milk; since the opening of the MCC, prices have jumped to 600-650 FBU a liter and farmers have earned an additional 10,747,293.80 FBU in revenue by selling their milk to the MCC (a 36% increase). Farmers' benefits are used to put children to school or invest in housing. "We cannot accept that some children of our members do not go to school or live in unsanitary houses", says Felicien Nkunzimana, President of the cooperative. The cooperative ensures that field agents (three per hillside)

meet every two weeks to discuss farmers' financial performance and social concerns.

Before opening the MCC, the program has prepared the ground by training lead farmers on the use of improved forage and animal health, which have been internalized by farmers before the center started its operation. Julienne Ndyabakana, who benefited from BAP assistance, reported increasing her milk production from 2-3 liters/day/cow to 6-7 liters/day/cow by switching to improved forage rations from traditional pasture grasses. The program has trained five full-time staff at the MCC on quality control and two tests are performed upon milk reception guaranteeing the quality and preventing milk producers from mixing milk with water. Farmers recognize that improving milk quality at this stage prevents them from incurring losses at a later stage of the value chain.

Figure 2 - Milk producer, Julienne Ndyabakana

"I've learned how to detect animal sickness before it becomes life threatening for the animal. Mortality rate at my farm has been reduced to zero ", says Evode Nshimirimana

The MCC is selling most of its refrigerated milk to the Ntazimba and Nyabisabo dairies in Bujumbura. However, according to Nestor Nininahazwe, the MCC manager, "buyers in Bujumbura are not reliable. They can order milk in the morning and cancel the order at night while the milk has already been collected". Due to electricity cuts that prevent milk refrigeration in the capital, dairies are sometime unable to buy all the milk collected regionally. To compensate for urban market instability, the cooperative has started developing the local market by selling fresh milk locally. Since July, the MCC has sold a total of 2,403.5 liters locally at 900 FBU per liter

When we deposit our milk here, we are sure ...at Bivugire

Figure 4 - Evode Nshimirimana (left) and Renovat Bivugire benefited from BAP training on improved animal health

Figure 3 - Farmers depositing their milk at the MCC

that is either consumed on the spot or used by small local bakeries to produce yoghurt, representing 5 % of the MCC's total sales. "We do not want to sell all our milk to Bujumbura. It is our social duty to make sure that local community can benefit from quality milk as well", explains Felicien. "We use the benefits to cover a part of our operational costs, such as transportation and communication".

The Rutegama MCC became profitable after two months of operation with a net profit of 2,550,086 FBU (the equivalent of $1735) until now. Six months after selling its first liters of refrigerated milk, the

***"When you sit here, you feel as if you're at home. Before, traditional milk collectors were setting the price and our negotiating power was weak. Now we feel that we sell to ourselves",* Julienne said.**

cooperative has been able to pay off one of its debt, 800,000 FBU borrowed from a member, used to finance some investment and initial operating costs. The MCC has opened two bank accounts, one at the *Poste* and one at the *Cooperative d'Epargne et de Credit* (COPEC) in Bujumbura.

Besides financial benefits, this collaboratively managed MCC has generated a profound sense of ownership from farmers. Each of the 512 members has contributed 10,000 FBU from their private fund into the milk collection center, most of which has been used to finance the construction of the building. The MCC also got an interest-free credit of 2.5 million FBU from a member used to buy construction materials that still needs to be paid back along with a 2 million advance from the *Regie des Eaux* for the MCC's grid connection. "After we reimburse our debts, we will keep a reserve for amortization and investment and share profits with farmers and producer associations. We'd like to create an annual Milk Day to recognize high performing farmers who have planted improved forage or increased their yield", says Felicien.

Ownership of the project goes as far as farmers' agreeing among themselves to reduce the price at which the MCC buys their milk in period of market contraction. On July 20th, when buyers bought less than usual from the MCC due to electricity cuts, members collectively approved the MCC managers' decision to reduce the price from 650 FBU/liter to 550 FBU/liter to limit operational losses. Prices reached 600 FBU/liter two weeks later after market demand resumed. When thinking about the future, farmers are rather optimistic; the group agreed that the next step for them will be to sell not just raw material but also value added products.

Conclusion

This report is responsive to USAID's request for information supplemental to our quarterly reports. If there are pieces missing these will be completed in our final report. BAP has, throughout the year provided success stories integral to its quarterly reports and thus, has chosen not to extract and reproduce those vignettes here. We remain firm believers that Burundi, post conflict, is poised for an extended period of sustained economic growth.

An empowered private sector with access to inputs, support services and financing will be the foundation for this growth. But this private sector must continue to invest in finding solutions that add value through the chain from the producer to the end use consumer.

The Private Sector must negotiate and lobby with the government to create an enabling environment for this growth and reserve a niche for Burundi and Burundian products in the East African Community market.

Further, it is necessary for the Burundi private sector to transition from the informal to the formal sector so as to grow revenue for the country while benefitting from the corollary effects of being a legally recognized entity. The private sector must remain optimistic that the potential for a better life exists, and that opportunities are increasingly available to be capitalized upon.

BAP appreciates the support it has received over the past five years of implementation from USAID, from the US Embassy, from the Government of Burundi, but mostly from our clients and partners in our strategic value chains. We wish to thank our clients, partners and staff for their confidence and perseverance; for, without their efforts, we could never have achieved the results we have and the foundational platform for consolidating sustainable private sector led economic growth for Burundi could not have been laid.

Annexes

1. Discussion of BAP Project Quantifiable Indicators for PY 5
2. Rapport de Performance des Indicateurs Internes- PY 5

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

Discussion of Burundi Agribusiness Project Quantifiable Indicators for PY V

DRAFT 31 Oct 2012

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Indicator 1: Number of firms receiving capacity building assistance to export

Definition: *Number of firms that received training/or information from USG supported trade promotion related entities. Typically, promotional activities include trade shows, buyer/seller match making programs, market analysis and information, trade finance assistance and guidance how to comply with foreign country customs regulations and procedures*.

Under this definition, during the 5th project year, the firms assisted in the export domain are derived solely from the coffee sector.

For this indicator, we have taken in account producers' organizations that were in represented in the training sessions facilitated by BAP's experts on topics related to productivity, quality and marketing of the coffee. Participating at these training sessions are Coffee Washings stations, Cooperatives and SOGESTALs. It is important to note that this year, in addition to enterprises normally assisted by the program, other Coffee Washing Stations and cooperatives participated in the training on this theme in order to replicate out the coffee quality production best practices as the program is in the last year. Other enterprises have been supported by BAP in many different areas:

- Enterprises like SOGESTAL KAYANZA, SOGESTAL KIRUNDI MUYINGA, SOGESTAL KIRIMIRO,SEGEC and WBECOR have been assisted in milling, conditioning, packing and shipping to international specialty coffee buyers, lots of coffee chosen in Burundi Prestige Cup (in October 2011)
- Enterprises SOGESTAL KIRUNDO-MUYINGA, SOGESTAL NGOZI, SOGESTAL KAYANZA, SOGESTAL MUMIRWA, WBECOR, EXPRESSCOFFEE, C&AB participated actively in Cup of Excellence competition.
- SIVCA have been supported by BAP in setting up of a coffee quality center.
- Cooperatives Dusangirijambo of Kayanza, Kazoza n'ikawa of Kayanza, Mboneramiryango of Gitega, Kanovera of Bubanza, CODEMU of Kayanza, CODENYA of Kayanza, Nkamwayacu of Muyinga, Ubwiza bwi'ikawa of Kayanza participated in a training organized by BAP for the good coffee processing practices.

The table below summarizes the distribution of enterprises supported by size and by province during PY V.

Province	Company name	Number of companies
Kirundo	14 cooperatives of coffee producers of Gasura, Burengo, Nyange, Mwendo, Mbasi, Mutarishwa, Gitobe, Buhimba, Gitwenzi, Bushaza, Kinyangurube, Kigobe, Gihororo and Muramba considered as small sized companies, 15 small companies, the coffee washing station of Kinyangurube, Nyange, Gitobe, Kigobe, Giheta, Gitwenzi, Mutarishwa, Buhimba, Burengo, Muramba, Mbasi, Mwendo, Murehe, Gasura and Mutara. Medium size enterprise: SOGESTAL KIRUNDO-MUYINGA	30 (29small companies and 1 company of medium size)
Muyinga	11 cooperatives of coffee producers of the coffee washing stations of Ndava, Rusimbuko, Gishambusha, Murago, Wingoma, Rugerero, Butihinda, Rusimbuka, Kagombe, Ruhongore and Gakinga considered as small sized companies; 12 small companies , the coffee washing stations of Ngogomo, Gishambusha, Nyamaso, Ndava, Rugemero, Nyamasaka, Murago, Wingoma, Kagombe, Rusimbuko, Gikinga and kavugangoma considered as small sized companies.	23 small companies
Ngozi	12 cooperatives of coffee producers of Kibuye, Gitaro, Nyabikenke, Masoro, Ruhama, Kinyana, Gisagara, Murango, Kaguma, Mushonge, Mubuga, Rugabo considered as small sized companies, 21 coffee washing stations of Gisha, Kibuye, Gitaro, Masoro, Ruhama, Gitwa, Burenza, Mugomera, Rukorazo, Mushonge, Rutanga, Mubuga, Buhoro, Gatabo, Gitanga, Kididiri, Rwintare, Murambi, Rugabo, Cagura and Rimiro considered as small sized companies, 3 companies of medium size SOGESTAL Ngozi, WEBCOR and SIVCA.	36 (33 small companies, 3 companies of medium size)
Kayanza	8 cooperatives of coffee producers considered as small sized companies like Kazoza n'ikawa, Ubwiza bw'ikawa, Dusangiyubumwe, Yagikawa, CODEMU, CODENYA, Dusangirijambo and 19 CWS of Gitwenge, Gacokwe, Karinzi, Butezi, Mutsinda, Bwayi, Gatare, Mutumba, Kiririma, Muhanga, Kavumu, Kiryama, Kinyovu, ICOCOGE, Karehe, Ruhororo, Mpanga, COPROTA, Mpemba considered as small companies and one company of medium size, the SOGESTAL Kayanza.	28 (27small companies, 1 company of medium size)
Gitega,	17 cooperatives of coffee producers considered as small sized companies like Mbonerimiryango of Kaguhu, Gamburuka, Mugisha, Bizimabitazimiza, Komezamahoro, Dusangiyumugambi, Musezero w'ikawa, Rushwati, Butemba, Turumwe, Turwizumwimbu, Ruvubu, Shiramazinda, Rumuri, kawanziza, Mizeroyabarimyi, Twubakane, and 10 Coffee Washing Stations of Kivogero, Mbogora, Mubuga, Nyamutwenzi, Ruhande, Kaguhu, Teme, Butemba, Nkondo, Taba, considered as small companies and one company of medium size, the SOGESTAL KIRIMIRO.	28 (27small companies, 1 company of medium size)
Muramvya	1 Coffee Washing Stations of Buhorwa considered as small company	1 small company
Bubanza	6 Cooperatives: Twesetwoterimbere, Rukundo, Rugazi, Kivyuka, Muramba and Kanovera, 5 Coffee Washing stations of Muyebe, Ntamba, Rugazi, Kivyuka, Musigati, considered as small companies	11 small companies
Makamba	5 cooperatives: Mugangari, Nyange, Gitaba, Buyezi, Kanyinya and 5 Coffee Washing Stations of Buyezi, Nyange, Kanyinya, Gitaba, Mugangari	10 small companies
Cibitoke	2 Cooperatives of Murwi and Buhayira, 3 coffee washing stations of Mugina, Buhayira and Murwi taken as small companies	5 small companies
Bujumbura R.	3 Cooperatives of Mageyo, Masama, Kirasa et 4 coffee washing stations of Isale, Kirasa and Masama	7 small companies
Bururi	6 Cooperatives: Ruhora, Burambi, Kajabure, Kabumburi, Rubirizi, Nyagashiha and 5 coffee washing stations of Kabumburi, Rubirizi, Nyagashiha, Burambi and kajabure	11 small companies
Bujumbura	C&AB, BK traders, EXPRESS COFFEE, SOGESTAL MUMIRWA	4 medium companies
Sub total		**194 companies (184 small companies and 10 medium size companies)**

At the end of this year BAP has assisted many more enterprises than expected. Compared to the target of 120 enterprises, BAP achieved 161, 6% of its objective in this year. The main reason is that the program

extended coffee processing techniques to other coffee washing stations and cooperatives at their request, using the vector of grouped workshops to explain the technologies and allowing those who had previously adopted these technologies to share their lessons learned.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.2. Trade and Investment
Name of Program Element: 4.2.2. Trade and investment capacity
Name of Indicator: A4 - 5 Number of firms receiving capacity building assistance to export
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): Number of firms that received training and/or information from USG supported trade promotion-related entities. Typically, promotional activities include trade shows, buyer/seller match making programs, market analysis and information, trade finance assistance, and guidance on how to comply with foreign country customs regulations and procedures.
Unit of Measure: Number
Disaggregated by: Producers organizations, Small, Medium-sized enterprises
Justification & Management Utility: One important component of assistance to help nations increase their level of exports is counseling and advice to host country firms on the steps, procedures, and benefits from trading internationally. Trade promotion efforts help to increase private sector capacity to trade and bolster assistance programs aiming to improve and reform of a country's trade enabling environment.
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: For each activity organized by the program like training, an exchange, a meeting, the participants complete themselves an attendance list. This list contains the name of the participant, the institution represented, the address and a signature. The unit responsible for the activity writes a report of this activity. The attendance lists and reports are regularly sent the office of the program and analyzed by responsible of each component. After those data and reports arrived to the M&E office r who put the information in data base and keep a hard copy in his office. This participant's list help to count how many firms were represented in capacity buildings assistance to export.
Data Source: DAI/BAP
Method of data acquisition by USAID: DAI submits reports to USAID
Frequency and timing of data acquisition by USAID: Semi-annually
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI/BAP
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: November 20, 2008
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: October 2011
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***
Data Analysis: Data will be statistical analyzed by DAI staff prior to submittal to USAID in April and October.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.
OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***
Notes on Baselines/Targets: The target was largely exceeded because the program attracted more farmers associations than anticipated
Other Notes:

PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2008	10	14	140% BAP assistance benefitted firms at all levels in the coffee value chain to improve performance in this sector. CWS were counted separately from SOGESTAL in anticipation of future privatization, the business functions performed by the washing station and the fact that coffee traceability for direct sales agreements in the specialty coffee niche only drill down currently as far as the CWS
2009	25	67	This number represents firms of different sizes in the coffee, horticulture and dairy sectors. Among these were 22 coffee farmers associations.
2010	80	74	The target was not achieved because BAP has changed strategies in the horticulture value chain in PYIII. Efforts were concentrated on increasing domestic production of fruits and vegetables by working with small groups of producers rather than focus on exporters in this domain. The 74 firms include 62 small enterprises(coffee producer enterprises, coffee washing stations), 12 midsize enterprises (5 coffee washing stations management companies (SOGESTALS) , 1 private coffee enterprise WEBCOR and 2 coffee export companies: BK traders, C&AB and 4 flower, fruits and vegetables export companies: FRUITO, Burundi Business Company, Christa Flore, Ikirezi Ikirinzi)
2011	100	87	The target was not achieved because BAP has changed strategies in the horticulture value chain in PYIII. Efforts were concentrated on increasing domestic production of fruits and vegetables by working with small groups of producers rather than focus on exporters in this domain. The 87 firms include 72 small companies and 15 medium companies
2012	120	194	The target is exceeded because BAP extended coffee processing techniques on other CWS and cooperatives
THIS SHEET LAST UPDATED ON: 25 Oct 2011			

Indicator 2: Number of participants in USG supported trade and investment capacity building trainings-

Definition: *Number of participants trained on trade and investment capacity building.*

The three main sectors of BAP (coffee, horticulture, dairy) contributed to this indicator during this PY 5 .

In the coffee value chain, we considered the participants in training sessions organized at the CWSs that were facilitated by field staff and the experts of the program who are considered as direct beneficiaries. We also consider the participants trained by the leaders of producer's organization on the sub hills level taken as indirect beneficiaries. The themes considered for this indicator are: **improved quality and the market and improved coffee processing techniques (selection of cherry, flotation, good harvest, pulping, fermenting, washing, soaking, drying, preservation / storage, transportation).**

In the horticultural value chain, we considered participants at trainings on the following themes: the use of wooden boxes for transportation of tomatoes, fruits and vegetables, storage techniques and packaging alternatives, yield evaluation, etc.

In the dairy value chain, we counted participants to sessions discussing the importance of milk collection center (MCC). The table below summarizes the participants by sector of the program:

Types of participants	H	F	T
# of participants trained by experts on coffee quality and market	289	8	297
# of participants trained by field agents on CWSs	768	236	1004
# of participants in Microenterprise and gender	110	41	151
# of participants trained by field agents in horticulture	359	424	783
# directs participants trained	**1526**	**709**	**2235**
# of participants trained by produder's organizations leaders on subhills (indirects beneficiaires)	**1125**	**873**	**1998**
Total	**2651**	**1582**	**4233**

Direct beneficiaries of the program interventions (Persons trained by the program agents): **2235 participants**

Indirect beneficiaries (Persons trained by leader's partners of the program): 1998 participants

Total participants: 4233 participants (2651 men and 1582 women)

The annual target of this indicator is 18.000 Participants. In comparison with the annual target, the program results of this year reached only 23, 5%. This figure is below because a large part of data on this indicator comes normally from trainings on sub hills organized by coffee leader's farmer's associations on the hillsides and they were not dynamic during two last fiscal years. It is important to emphasize on this point that these lead farmers are volunteers, identified by their communities as opinion leaders and exemplary farmers. BAP does not have any means of pressure over this group of volunteers. They offer their services as time and community interest permit.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.2. Trade and Investment
Name of Program Element: 4.2.2. Trade and investment capacity
Name of Indicator: A4 - 6 Number of participants in USG supported trade and investment capacity building trainings
Is this an Annual Report indicator? No ___ Yes _X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): Number of participants trained on trade and investment capacity building.
Unit of Measure: Number
Disaggregated by: Gender
Justification & Management Utility: This is an output measure of training in trade and investment related areas.
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: For each activity organized by the program like training, an exchange, a meeting, the participants complete themselves an attendance list. This list contains the name of the participant, the institution represented, the address and a signature. The unit responsible for the activity writes a report of this activity. The attendance lists and reports are regularly sent the office of the program and analyzed by responsible of each component. After those data and reports arrived to the M&E office r who put the information in data base and keep a hard copy in his office. This participant's list help to count how many firms were represented in capacity buildings assistance to export.
Data Source: DAI
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI /BAP
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: November 20, 2008
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: October 2011

Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation			
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*			
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.			
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.			
Review of Data: The team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.			
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports			
OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*			
Notes on Baselines/Targets: FY2009 "actual" result represents data that is adequately supported by written records. The shortfall is mostly due to situations where the new implementing partner field agents forgot to keep attendance records and in that case concerned individuals were left out.			
Other Notes:			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2008	200	4206	Program approach incorporates direct training to lead farmers at pilot washing stations who become de facto trainers of other farmers with replication of training sessions/knowledge to the sub-colline level in a cascading fashion to improve outreach and impact
2009	6000 (2000W-4000M)	4,463 (1693W and 2770M)	
2010	8000 (3500F-4500M)	15965(5776F-10189M)	The set target was highly exceeded because (1) BAP was able to expand an initial number of 17 coffee washing stations focus to 31 and (2) as program activities take root in target areas, more farmers are willing to take part in Project activities. This number comprises individuals directly trained by BAP project staff (2629: 631 W and 1998 M) as well as those trained by lead farmers who had been trained under BAP then go out and train their pairs (13336: 5145 W and 8191 M).
2011	17000 (6000F-11000M)	7861 (5045 M and 2816 W)	The figure is low because a big part of the participants came from trainings organized by leaders and they have not been dynamics during this fiscal year.
2012	18000 (6500F-11500M)	4233 (2651 M and 1582 W)	The figure is low because a big part of the participants came from trainings organized by leaders and they have not been dynamics during this fiscal year again.
THIS SHEET LAST UPDATED BY: BAP 25 Oct 2011			

Indicator 3: Number of rural households benefiting directly from USG interventions

Definition: *A household is a beneficiary if it contains at least one individual who is a beneficiary. An individual is a beneficiary if s/he is engaged with a project activity and either already has shown benefit from the activity) or has a high likelihood of gaining one of those benefits due to his/her significant level of engagement with the project. If a project's approach is to work through a group or association to create benefits for the membership of that group or association, the members of the group can be counted as direct beneficiaries, even if the technical assistance is not provided directly to those individuals. The implementing partner needs to be able to demonstrate from the records of the group or otherwise that the assistance was transmitted to its membership. This would be particularly clear and feasible for small producer groups and trade associations; it would not be credible for an apex cooperative association that might have hundreds of thousands of members.*

This year, the program assisted rural households through the three value chains: coffee, horticulture and dairy.

In coffee, BAP has assisted pilot CWSs through trainings offered for managers of these CWSs and cooperative leaders to improve their processing techniques (the selection and the flotation of cherry, single fermentation, pyramidal drying and production of traceable daily lots), to improve the quality of the coffee. The SOGESTAL in which these CWSs are affiliated have been supported in commerce and investment during EAFCA, SCAA and in Cup of Excellence (COE). For all these reasons, it can be considered that all households which sold the coffee on this pilot CWSs supervised by BAP are their beneficiaries. **CODEMU et CODENYA sont comptés**

This table shows the number of households supported by BAP in coffee sector.

SOGESTAL/ MANAGER	Province	CWSs	# of households receiving assistance
	Kirundo	GASURA	601
		BUHIMBA	348
	Muyinga	RUGERERO	1460
		MURAGO	1153
		NGOGOMO	1212
		NYAMASAKA	377
1. SOGESTAL Kirundo-Muyinga		KAGOMBE	4569

		Cooperative Kawanziza	na
		WINGOMA	197
		KAVUGANGOMA	1380
2. SOGESTAL NGOZI	NGOZI	MURAMBI	1075
		RUGABO	2551
		RUHAMA	415
		GATUKUZA	na
		GITWA	970
		RUTANGA	647
		RWINTARE	596
3. SOGESTAL KAYANZA	KAYANZA	BWAYI	1401
		Cooperative Kazoza n'ikawa	na
		KINYOVU	1769
		KIRYAMA	2091
		MPEMBA	560
		CODEMU	1013
		CODENYA	811
		BUHORWA	na
		Cooperative Dusangirijambo of KARINZI	na
4. SEGEC	KAYANZA	MPANGA	2815
5. SOGESTAL KIRIMIRO	MURAMVYA	TEKA	1757
	GITEGA	MAHONDA	828
		Cooperative MBONERAMIRYANGO	na
		KIBUYE	1800
	RUTANA	BUTEMBA	1325
6. SOGESTAL KIRIMIRO	CIBITOKE	MUGINA	1468
		MURWI	1170
		BUHAYIRA	756
	BUBANZA	Cooperative Kanovera	80
		NTAMBA	664
7. WEBCOR	KAYANZA	BUTEGANA	3025
8. COPROTA	KAYANZA	KIREMA	2500
		KAREHE	1523
9. UBWIZA BW'IKAWA	KAYANZA	RUHORORO	333
10. CPC	KAYANZA	BUZIRAGUHINDWA	1904
Total			**47,144**

As the same support continues in this year in the coffee sector and as it is known that in this sector, the number of households which sell coffee on CWSs is not easy predicable, it can be considered that the same number of households supported in the PY III (**61,186 households**) are beneficiaries of BAP.

The table below shows the distribution of households supported in the horticulture by province.

Province	Type of support	Number of households
Bujumbura rural	Demonstration plot for association Mpuzabarimyi (23 members), Grants for associations:Twiyungunganye (15 members), Twizigirane (25 members), Urumuri rw'abarimyi (29 members), Twisungibihe (8 members), Bakenyezitwisununure (15 members), Girumwete (15 members)	130
Mwaro	Grants for association Sohorisuka (25 members), Turwizumwimbu (25 members), Dushirehamwe (14 members), Turemeshanye (34), Twizerane (25 members), Twiyungunganye (20 members)	143
Kirundo	Demonstration plot for association Abasamgirakivi (120), grants for associations Kameyiyobweze (30 members), Twijukiribikorwa (15 members), Twungubumwe (41 members), Tugarukirubumenyi (30 members), Terimbere (60 members), Abashizehamwe (30 members)	326
Muyinga	Demonstrations plots for association Mudahemuka (44 members), Abarwizanyanya (45 members), grants for Dusanuribidukikije (40 members), Girivyizigiro (11 members), Turwanyubukene (30 members)	170
Kayanza	Grants for associations Najenje (15 members), Turwizumwimbu (23 members), Shigikirabarimyibikawa (50 members), Murimyiwikawagirijambo (25 members), Twijukirikawa (50 members), Twijukire uburimyi bw'imboga n'ivyamwa (10 members), Twiyungunganye (25 members), Dusasirikawa (12 members)	210
Ngozi	Demonstrations plots for associations Remeshamahoro (11 members), Dufashanye (20 members), Duhuze (40 members), grants for associations Dusozanye (18 members), Tugarukiramatunda (22 members), Tugwizumwimbu (11 members), Twiyungunganye (12 members), Komezamahoro (25 members)	159
Makamba	Demonstration plots for associations DUTEDU (20), Grants for associations Dufatanemunda (33 members), Tunganyubuzima (16 members), Vyizigiro (14 members),	63
Bubanza	Demonstrations plots for association ECOFA (40 members), Twiyungunganyebakenyezi (15 members)	55
Bururi	Grants for associations Abasangirakivi (20 members), Murimawacu (23 members)	43
Muramvya	Grants for associations Abasangirajambo (286 members), Sangwe (16 members), Dufashanye (15 members),	317
Cibitoke	Grants for association ASSAKA (11 members)	11

Gitega	Grants for associations Tugwizumwimbu (9 members), Kazoza keza (16 members), Turwanyinzara (12 members)	37
Total		1,664

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In the dairy sector, households affiliated to MCC of Bukeye and Rutegama received grants to finance the construction and equipment. The leaders of the associations participated in trainings on best techniques in farming and particularly in milk hygiene. On the MCC Bukeye, there are 267 households beneficiaries and on the MCC Rutegama, there are 416 households beneficiaries. In this sector, it can be considered the 19 households of Ngozi commune which participated in plantation forage given by BAP. The total number of households which are beneficiaries in this sector is: 416 + 267 + 19 = 702 households

This table below shows the number of households supported in this fiscal year:

Sector	# of households
Coffee	61,186
Horticulture	1,664
Dairy	702
Total	63,552

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.5. Agriculture
Name of Program Element: 4.5.2. Agricultural Sector Productivity
Name of Indicator: A4 – 7 Number of rural households benefiting directly from USG interventions.
Is this an Annual Report indicator? No ___ Yes __x__, for Reporting Year(s) 2009
DESCRIPTION *(Refer to Toolkit Part 2, Task 2)*
Precise Definition(s): A household is a beneficiary if it contains at least one individual who is a beneficiary. An individual is a beneficiary if s/he is engaged with a project activity and either already has shown benefit from the activity) or has a high likelihood of gaining one of those benefits due to his/her significant level of engagement with the project. If a project's tactic is to work through a group or association to create benefits for the membership of that group or association, the members of the group can be counted as direct beneficiaries, even if the technical assistance is not provided directly to those individuals. The implementing partner needs to be able to demonstrate from the records of the group or otherwise that the assistance was transmitted to its membership. This would be particularly clear and feasible for small producer groups and trade associations; it would not be credible for an apex cooperative association that might have hundreds of thousands of members.
Unit of Measure: Number
Disaggregated by: Gender of the claimed or presumed head of household
Justification & Management Utility: Tracks access and equitable access to services in targeted area.
PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*
Data collection method: DAI field agents keep event matrix for each activity conducted with BAP producer organizations and groups indicating the event location, date, topic and participants, with their signatures. Data is imported from the original copies into the computer by DAI head office staff and included into semi-annual reports to USAID. Other sources of data for this indicator are field agents' reports on their meetings with heads of farmers groups and lead farmers and coffee washing stations records. On this indicator from the data base of the program and in order to avoid a double counting, it is counted the number of participants per sub hill and it is considered the day when there were many participants.
Data Source: DAI and HED partner: South Carolina State University
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order and in HED cooperative agreement
Individual responsible at USAID: Alice Nibitanga , USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI/BAP
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES *(Refer to Toolkit Part 2, Task 4)*
Date of Initial Data Quality Assessment: November 21,
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: October 2011
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID.
Presentation of Data: Data will be presented in reports

Review of Data: The USAID team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.

Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports

OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***

Notes on Baselines/Targets: The target was exceeded. This is due to the fact that lead farmers trained by the program to go transmit the new knowledge in their neighborhood were extremely dynamic. They filled in records on training sessions they animated which permitted DAI field agents to include the people their reached in the program beneficiaries.

Other Notes:

PERFORMANCE INDICATOR VALUES

Year	Target	Actual	Notes
2008	500	7317	Project efforts to improve quality of coffee including infrastructural renovation, improved technology and changes in processing methods impact all farmers supplying the CWS. Capacity reinforcement this year included a minimum of 13 different themes and reached farmers on 184 sub-hills of 57 hills surrounding the 4 pilot CWS
2009	15,000	18,007	In FY2009, the program continued to work in the coffee and expanded the number of coffee washing stations. New activities in horticulture and dairy sectors were initiated.
2010	25,000	61,607	The set target was highly exceeded because (1) BAP was able to expand the Number of coffee washing stations assisted from 17 to 31 and (2) the number of coffee producers who sold their coffee to those coffee washing stations was high last coffee campaign.
2011	62,000	62,276	
2012	62,000	63,552	The target is exceeded because BAP particularly supported many households in horticulture sector through grants.

THIS SHEET LAST UPDATED by: BAP 25 Oct 2011

Data of Indicator 4 revised (associations supported by BAP in literacy added)

Indicator 4: Number of producers organizations, water user associations, trade and business associations, and community-based organizations (CBOs) receiving USG assistance (revised).

Definition: *Organizations assisted are those that are engaged with a project activity and either already has shown benefit from the activity (as measured by any of the types) or have a high likelihood of gaining one of those benefits due to their significant level of engagement with the project. Organizations whose primary purpose is to serve women are not included, because they are counted in a separate indicator. In some cases, producer associations or other organizations operate firms. In these cases both entities could be counted (under organizations assisted and under firms assisted) if both the organization and the firm receive appropriate (presumably different) types of assistance.*

According to this definition, the associations assisted by the program are those that have participated actively in the activities organized by the program (trainings designed to improve the institutional, organizational or managerial capacity of associations, those who have received assistance in the planning and execution of revenue generating activities, etc...). These organizations exist in multiple areas of program value chain intervention. Once again it was in the coffee sector where we registered assistance to the highest number of associations, followed by the horticultural sector and the dairy sector

In the coffee sector, the counting methodology takes into account how activities are organized in the field. In fact, field agents of the program continuously organize training courses on topics related to increasing production and strengthening the organizational and institutional capacity of producer organizations. Participants in these sessions represent associations and they all regularly attend all training sessions organized at the coffee washing stations as they have other obligations. Thus for the associations associated with (or bringing cherry to) pilot washing stations BAP only counted associations where participation by members at training sessions was consistent enough so there is an expectation of significant application of information, processes, and technologies by the wider association. By following this methodology, the number of associations framed in the coffee sector is shown in the table below:

A) Associations supported on CWS

SOGESTAL	**PROVINCE**	**CWSs**	**# Associations**
KIRUNDO-MUYINGA	Kirundo	Gasura	20
		Buhimba	17
	Muyinga	Murago	18

		Rugerero	N/A
		Ngogomo	13
		Kagombe	N/A
		Nyamasaka	14
Ngozi	Ngozi	Rugabo	21
		Ruhama	22
		Gatukuza	25
		Murambi	23
		Rwintare	19
		Gitwa	14
Kirimiro	Muramvya	Teka	8
		Buhorwa	6
	Rutana	Butemba	16
	Gitega	Mahonda	N/A
		Kibuye	3
Kayanza	Kayanza	Kinyovu	24
		Kiryama	34
		Bwayi	37
		Karinzi	28
		Butegana	28
		Buziraguhindwa	10
		SEGEC	8
		Mpemba	18
		Coprota	36
		Ruhororo	29
Mumirwa	Cibitoke	Buhayira	N/A
		Murwi	N/A
		Mugina	N/A
	Bubanza	Ntamba	12
Total			**516**

B) Federations of coffee producers supported are 5: Mumirwa, Kayanza, Kirimiro, Kirundo-Muyinga, and Ngozi, then the total number coffee associations supported during this fiscal year are 521

C) Associations in dairy sector through trainings and grants are desegregated by provinces: Bururi: 3; Muramvya: 7 and Ngozi: 3

c) Associations in horticulture sector supported through grants and demonstration plots: 86

d**) Associations supported in gender are 157**:

- Associations supported in Literacy: associations IGAA (1), 10 associations in Bujumbura rural, 9 associations in Cibitoke, 3 associations in Gitega, 19 associations in Kayanza, 43

associations in Kirundo, 4 associations in Makamba , 31 associations in Muyinga, 20 associations in Mwaro and 11 associations in Ngozi

- Exchanges experiences (APDH Kira: 1)
- Beekeeping (PADS, GPAP, Mpamagarangukize, Mutsama wa Mpingwe: 4)
- Twumvikane (saponification) :1

The Synthesis of supported associations is:

Associations on CWS	516
Federation of coffee producers	5
Associations of Dairy sector	13
Associations of horticulture sector	86
Gender	157
Total	**777**

At the end of this year, BAP supported 777 associations and compared to the target (800 associations), BAP achieved 97, 12% of the target.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.5. Agriculture
Name of Program Element: 4.5.2. Agricultural Sector Productivity
Name of Indicator: A4 – 8 Number of producers organizations, water users associations, trade and business associations, and community-based organizations (CBOs) receiving USG assistance.
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): Organizations assisted are those that are engaged with a project activity and either already have shown benefit from the activity (as measured by any of the types) or have a high likelihood of gaining one of those benefits due to their significant level of engagement with the project. Organizations whose primary purpose is to serve women are not included, because they are counted in a separate indicator. In some cases, producer associations or other organizations operate firms. In these cases both entities could be counted (under organizations assisted and under firms assisted) if both the organization and the firm receive appropriate (presumably different) types of assistance.
Unit of Measure: Number

Disaggregated by: None
Justification & Management Utility: Tracks private sector and civil society capacity building to increase agricultural sector productivity.
PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*
Data collection method: DAI field agents keep event matrix for each activity conducted (trainings, sensitization sessions) indicating the place, date, topic and participant producer associations, water users associations and community-based organizations as well as lists of associations, associations' status and meeting reports. Data is imported from the original copies into the computer by DAI head office staff and included into semi-annual reports to USAID. From the data base of the program it counted the number of associations.
Data Source: DAI and CRS
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order and CRS CA
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI/BAP and CRS M7E person
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES *(Refer to Toolkit Part 2, Task 4)*
Date of Initial Data Quality Assessment: November 19,
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: October 2011
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April & October annually.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The USAID team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports
OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*
Notes on Baselines/Targets: The target was largely exceeded. This is because the target was set lower based on the first year project activities that had limited funding and coverage. Given FY09 results, FY10, FY11 and FY12 are revised upward accordingly.
Other Notes:

PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2008	40	90	There are more associations at the hill level than originally anticipated though they are poorly structured and have limited membership and have yet to define the specific services (advantages) they offer differentially to their members vs other community members. Project objectives to improve coffee quality and gain market penetration in the coffee specialty market means we must be inclusive at the CWS level. Our principal host at the CWS is the union and its executive board. Association members of the union benefit from capacity reinforcement and technological improvements. Association members assisted the Program in its census of coffee farmers and their plantations on the hills and in developing the cascading training model currently being practiced to increase outreach.
2009	180	363	The reported number consist of coffee farmers associations (an association is counted when its leadership has participated in at least one BAP training session), 2 national-level coffee farmers associations, 5 coffee washing stations management companies (SOGESTALS) and 1 milk producers' associations
2010	400	719	The target was exceeded because during PY III, BAP increased the number of coffee washing stations assisted and the program strategy in the horticulture value chain has been to work with associations of small producers. The reported number consist in coffee farmers associations (an association is counted when its leadership has participated in at least one BAP training session) , 6 milk producers' association, 46 associations of horticulture value chain and 22 associations of apiculture sector.
2011	750	857	The target of 750 associations is exceeded because the horticulture supported many associations than expected in this fiscal year.
2012	800	777	BAP achieved 97,12% of the target
THIS SHEET LAST UPDATED BY: BAP 25 Oct 2011			

Indicator 5: Number of people in target areas with access to improved drinking water supply as a result of USG assistance

Definition: *Improved drinking water technologies are those more likely to provide safe drinking water than those characterized as unimproved. Extensive research in rural areas has found that people satisfy their basic needs for water if the source can be reached in a round trip of 30 minutes or less. When it takes more than 30 minutes to get to the water source and back, people typically haul less water than they need to meet their basic requirements.*

Improved sources may still contain harmful substances, and water can be contaminated during transport and storage.

Improved drinking water sources = Water supply technologies including household water connection, public standpipe, borehole, protected dug well, protected spring, rainwater collection and bottled water (if a secondary source is also improved).

Unimproved drinking water sources (not counted here) = Unprotected well, unprotected spring, rivers or ponds, vendor-provided water, tanker truck water

The program supported the population of Kigoganya in province of Muyinga with drinking water supplies. The number of people who benefited is 6380 according a survey performed by PHAIR enterprise.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.5 Agriculture
Name of Program Element: 4.5.2 agriculture sector capacity
Name of Indicator: A3-22 Number of people in target areas with access to improved drinking water supply as a result of USG assistance
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION *(Refer to Toolkit Part 2, Task 2)*
Precise Definition: Improved drinking water technologies are those more likely to provide safe drinking water than those characterized as unimproved. Extensive research in rural areas has found that people satisfy their basic needs for water if the source can be reached in a round trip of 30 minutes or less. When it takes more than 30 minutes to get to the water source and back, people typically haul less water than they need to meet their basic requirements. Improved sources may still contain harmful substances, and water can be contaminated during transport and storage. Improved drinking water sources = Water supply technologies including household water connection, public standpipe, borehole, protected dug well, protected spring, rainwater collection and bottled water (if a secondary source is also improved). Unimproved drinking water sources (not counted here) = Unprotected well, unprotected spring, rivers or ponds, vendor-provided water, tanker truck water
Unit of Measure: Number
Disaggregated by: None
Justification & Management Utility: Tracks access to services in target area. Additionally, the indicator is to track the implementation of a water congressional earmark.
PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*
Data collection method: Households situated within one kilometer of water supply points constructed by the program are counted under this indicator.
Data Source: DAI
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES *(Refer to Toolkit Part 2, Task 4)*
Date of Initial Data Quality Assessment: October 2010
Known Data Limitations and Significance (if any): N/A
Actions Taken or Planned to Address Data Limitations: N/A
Date of Future Data Quality Assessments: N/A – Activity had one year funding
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April & October annually.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The USAID team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports

OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***			
Notes on Baselines/Targets: There are no actual figures for this indicator; work done in FY2009 was limited to feasibility studies and preparation of bids for the recruitment of contractors to do the water supplying physical infrastructures.			
Other Notes: This indicator has been selected to track the implementation of a one-year FY08 water congressional earmark. As there were no results in FY09 following program delays, FY09 target will be met in FY10. No targets are set for 2011 and 2012 as the water earmark funding is not continuing.			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2009	15,000	0	
2010	15,000	16,613	The target was exceeded because drinking water supplies constructed by BAP serve households and community infrastructure such as schools and churches which have a lot of people who attend them.
2012		6,380	There is no target this year
THIS SHEET LAST UPDATED BY: G. Kabare June 2010			

Indicator 6: Number of people who have access to sanitation facilities as a result of USG assistance

Definition(s)*:* *Improved sanitation facilities=Technologies more likely to ensure privacy and hygienic use, i.e., connection to a public sewer, connection to a septic system, pour-flush latrine, simple pit latrine, and ventilated improved pit (VIP) latrine. Unimproved sanitation facilities (not counted here) =public or shared latrines, open pit latrines, and bucket latrines.*

During this fiscal year, the program supported 5 coffee Washing stations for waste water effluent control structures & block latrines. The CWS supported are Butemba and Teka of SOGESTAL MUMIRWA, Gatare of SOGESTAL Kayanza, Kavugangoma of APROCO, Wingoma of cooperative Nkamwayacu. According to the information received from the managers of these CWS, 4659 households (Butemba:1325, Teka:1757, Gatare: na, APROCO: 1380, Wingoma: 197) which can be considered as beneficiaries sold coffee this year.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.8 Environment
Name of Program Element: 4.8.2 Clean productive environment
Name of Indicator: A3-23 Number of people who have access to sanitation facilities as a result of USG assistance
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION *(Refer to Toolkit Part 2, Task 2)*
Precise Definition(s): Improved sanitation facilities=Technologies more likely to ensure privacy and hygienic use, i.e, connection to a public sewer, connection to a septic system, pour-flush latrine, simple pit latrine, and ventilated improved pit (VIP) latrine. Unimproved sanitation facilities (not counted here)=public or shared latrines, open pit latrines, and bucket latrines.
Unit of Measure: Number
Disaggregated by: None
Justification & Management Utility: Tracks access to services in target area. Additionally, the indicator is to track the implementation of a water congressional earmark.
PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*
Data collection method: Counting the number of people attending hygiene and sanitation education sessions from attendance sheets.
Data Source: DAI
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice NIBITANGA, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES *(Refer to Toolkit Part 2, Task 4)*
Date of Initial Data Quality Assessment: October 2010
Known Data Limitations and Significance (if any): N/A

Actions Taken or Planned to Address Data Limitations: N/A			
Date of Future Data Quality Assessments: N/A. This was a one year funding			
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation			
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*			
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April & October annually.			
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.			
Review of Data: The USAID team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.			
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports			
OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*			
Notes on Baselines/Targets: There are no actual figures for this indicator; work done in FY2009 was limited to feasibility studies and preparation of bids for the recruitment of contractors to do the water supplying physical infrastructures and provide the hygiene and sanitation education.			
Other Notes: This indicator has been selected to track the implementation of a one-year FY08 water congressional earmark. As there were no results in FY09 following program delays, FY09 target will be met in FY10. No targets are set for 2011 and 2012 as the water earmark funding is not continuing.			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2009	6,000	0	
2010	6,000	13,576	The target for this indicator was exceeded because the sanitation facilities were built on coffee washing stations and all the people who sold their coffee in these coffee washing stations have been considered as beneficiaries. During PY III, the number of people who sold the coffee has increased because the production was good.
2012		4,659	There is no target this year
THIS SHEET LAST UPDATED BY: G. Kabare June 2010			

Indicator 7: Number of women who have participated in USG supported leadership trainings

Definition: *Leadership trainings are those organized for women representing others in associations/organization/institutions or a community.*

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.7 Economic opportunity
Name of Program Element: 4.7.3 Strengthen micro-enterprise productivity
Name of Indicator: Number of women who have participated in USG supported leaderships trainings
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION *(Refer to Toolkit Part 2, Task 2)*
Precise Definition(s): Leaderships trainings are those organized for women representing others in associations/organization/institutions or a community.
Unit of Measure: Number
Disaggregated by: None
Justification & Management Utility: Tracks women building to increase agricultural sector productivity. It also tracks the implementation of a congressional earmark.
PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*
Data collection method: Women who participated in the trainings organized on the Coffee Washing Station and other leadership trainings are recorded on attendance lists.
Data Source: DAI
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice NIBITANGA, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES *(Refer to Toolkit Part 2, Task 4)*
Date of Initial Data Quality Assessment: October 14, 2009
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: N/A
Date of Future Data Quality Assessments: N/A. This is a one year congressional earmark funding
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April & October annually.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The USAID team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.

Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports			
OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*			
Notes on Baselines/Targets: The target was not met because the program shifted slightly from the anticipated approach and instead of working with individuals; it worked through associations, who delegated representatives. Therefore, although direct project participants were fewer than estimated, indirect beneficiaries increased.			
Other Notes: In light of FY 2009 results and also since it was one year (FY08) congressional earmark, 2010 target has been reduced accordingly and there are no targets sets for FY 11 and FY12. However gender inclusiveness and leadership will continue to be tracked through all indicators where gender disaggregation is applicable.			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2009	300	151	USAID designed and provided association management, cooperative governance, enterprise creation, planning and execution of projects and business plan development to 151 women from two of the most influential women's associations' networks.
2010	300	1,763	The target was highly exceeded for two reasons: (i) the gender component of the program has worked for a full year, (ii) BAP initially found it important to organize trainings on organizational and institutional themes for women's organizations. Much of these leaders have been trained on these themes. This strategy have been undertaken because these organizations were more accustomed to humanitarian aid and had to be more organized so that they become valid interlocutors on the ground before working on other steps.
THIS SHEET LAST UPDATED BY: G. Kabare June 2010			

8. Number of micro, small and medium-sized enterprises who have received business development services from USG assisted sources and improved their operations

Definition: *Includes both paying clients and estimated numbers of beneficiaries of information and other free services.*

For this indicator, it is considered that any company that has been involved in at least one BAP sponsored activity that is strategic or operational (training, capacity reinforcement in sanitation, elaboration of projects for funding, technical advice, etc..) so that the company increases its performance in the areas of production, market access and/or competitive footprint in specific areas. To be considered for inclusion under this indicator, these companies must have put into practice the technical support of the program and improved their operations or production processes.

Coffee sector			
Province	**Size and name of the company**	**Type of support**	# Companies
Kirundo	**Medium sized company :** SOGESTAL KIRUNDO-MUYINGA **Small companies** : CWSs Gasura, Buhimba,	The representatives of these companies participated in trainings on the best practices in the production of coffee. SOGESTAL KIRUNDO-MUYINGA participated in cup of excellence.	3 (2 small companies, 1 medium enterprise)
Muyinga	**Small companies:** CWSs Ngogomo, Murago, Rugerero, Nyamasaka ,Kagombe, APROCO Cooperative Kawanziza of Kagombe	The representatives of these companies participated in trainings on the best practices in the production of coffee in April 2012. In addition APROCO company was supported by the program to participate in SCAA 2012. Received a grant for anti-erosion and soil protection on coffee farm	7 small companies
Ngozi	**Medium sized company** : SOGESTAL NGOZI, SIVCA **Small companies**: CWS Ruhama, Gatukuza, Rugabo, Murambi, Rutanga, Gitwa, and Rwintare	The representatives of these companies participated in trainings on the best practices in coffee production. The private Company SIVCA was supported by the program to participate in SCAA 2012 and received a grant to set up a Coffee Quality center (CQC). SOGESTAL NGOZI participated in Cup of excellence.	9 (7 small companies and 2 medium size companies)

Kayanza	**Medium sized company :** SOGESTAL KAYANZA, WEBECOR **Small companies**: CWS Kinyovu, Kiryama, Bwayi, Ruhororo, Butegana, COPROTA and CPC The Cooperatives Kazoza n'ikawa and Dusangirijambo, Ubwiza bw'ikawa **Small companies**: Cooperatives CODEMU and CODENYA	The representatives of these companies participated in trainings on the best practices in coffee production. SOGESTAL KAYANZA and WEBECOR participated in Burundi Cup of Excellence. The cooperatives received a grant for installing a mini coffee washing stations and credit with BAP's support. The two companies participated a trainings organized by the program.	14 (12 small companies and 2 medium size companies)
Cibitoke	**Small companies:** CWS Murwi, Buhayira, Mugina Cooperatives Buseruko rugajo, Ruziba Nyamakarabo	The representatives of these companies received trainings on the best practices in the production coffee in 2011 campaign. The two cooperatives received credit with BAP's support	5 small enterprises
Bubanza	**Small company** : CWS Ntamba Cooperative Kanovera of Ntamba	The representatives of the company participated on the best practices in the production of coffee in 2011 campaign. This cooperative received grant for mini coffee washing station and credit with BPA's Support	2 small enterprises
Bujumbura	**Medium sized companies:** SOGESTAL MUMIRWA, C&AB, BK traders, Express Coffee, SEGEC	This company participated at the SCAA with the support of the program.	5 enterprises considered as medium size company

Gitega	Small company : Cooperative Mboneramiryango of Korane The Coffee Washing stations of Mahonda, Butemba, Kibuye	The program assists the company in the construction of a mini coffee washing station Leaders of coffee associations affiliated to these Coffee Washing Stations participated in trainings.	4 Small companies
Dairy sector			
Muramvya	**Midsize Enterprises :** Bukeye Farm, Rutegama Cooperative	Grants and training on milk processing techniques	2 medium enterprises
Bujumbura	Laiterie Nyabisabo, BBAC	Grants given to these enterprises	2 (1 medium size company and 1 small company)
Total			**53 enterprises (40 small enterprises and 13 medium size enterprises**

There is no target on this indicator but we can mention that the program supported the same number of enterprises (52 in year IV> <53 in year V).

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.7 Economic opportunity
Name of Program Element: 4.7.3 Strengthen Micro-enterprise Productivity
Name of Indicator: Number of micro, small and medium-sized enterprises who have received business development services from USG assisted sources and improved their operations
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***

Precise Definition(s): This indicator measures the number of firms that receive USG assistance to improve their management practices (financial management, strategic planning, marketing, etc).

Unit of Measure: Number

Disaggregated by: Micro-small and medium-sized enterprises, women-led/owned

Justification & Management Utility: Tracks results towards support for the creation and growth of agro-enterprises. It also tracks the implementation of a congressional micro-enterprise development earmark.

PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*

Data collection method: From the attendance list and the report of BAP agents, it is counted the number of organizations which have received assistance to improve their business practices and develop market oriented products.

Data Source: DAI

Method of data acquisition by USAID: DAI submits reports to USAID

Frequency and timing of data acquisition by USAID: Semi-annually

Estimated Cost of Data Acquisition: Included in Task Order

Individual responsible at USAID: Alice Nibitanga, USAID/Burundi

Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI

Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.

DATA QUALITY ISSUES *(Refer to Toolkit Part 2, Task 4)*

Date of Initial Data Quality Assessment: October 2009

Known Data Limitations and Significance (if any): None

Actions Taken or Planned to Address Data Limitations: None

Date of Future Data Quality Assessments: 2011

Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation

PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*

Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.

Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.

Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.

Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.

OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*

Notes on Baselines/Targets: The target was exceed because the program organized training activities in the coffee sector at the national level in which many enterprises participated to unexpected levels.

Other Notes:

PERFORMANCE INDICATOR VALUES

Year	Target	Actual	Notes
2009	30	45	(22 micro, 16 small and 7 medium sized of which 2 women-owned)
2010	40	35	(26 small and 9 medium sized enterprises)
2011	50	52	
2012		53	

THIS SHEET LAST UPDATED ON: BAP 25 Oct 2011

Indicator 9: Number of organizations/institutions/firms which have received assistance to improve their business practices and develop market oriented products

Definition: *This indicator measures the number of firms that receive USG assistance to improve their management practices (financial management, strategic planning, marketing etc).*

For this indicator, the organizations supported to improve their management practices are the organizations that were assisted by the program field agents in the conception of income generating activities submitted to the program for small grants financing. Even if all the dossiers were not completed during the project year or did not receive approval for financing, the assistance to these organizations received improved both their business practices and market orientation. The managers of these organizations were trained on the elaboration of management tools including budgeting, preparation of financial statements and financial projections, cash flow, inventory control, procurement, and the technical elements of a project (objectives, results, activities indicators, audit, etc.)

The table below shows the names and number of organizations supported by province

Province	**Organizations, associations, firms**	**Type of support**	**Number**
KAYANZA	Dushirukubute, Dufatanemunda, Shigikirabarimyibikawa, Turwizumwimbu, Najenje, Murimyi w'ikawagirijambo, Twijukirikawa, TWIJUKIRE UBURIMYI BW'IMBOGA N'IVYAMWA, Twiyungunganye, DUSASIRIKAWA , Twizeranenyabibuye	Grants for vegetable productions	20
	Cooperatives Kazoza n'ikawa, Ubwiza bw'ikawa, Dusangirijambo , SOGESTAL KAYANZA, CPC	Waste water effluent control structures & block latrines - Mutumba CWS for SOGESTAL KAYANZA, Grants for mini washing coffee stations	
	MUNKAZE Coffee Institute	grants for coffee quality center	
	Mutsama wa Mpingwe	beekeeping	
MUYINGA	Dusanuribidukikije, Girivyizigiro, Turwanyubukene, Abarwizanyanya,	Grants for vegetable productions	8
	Wingoma CWS (Cooperative Nkamwayacu), Kagombe	Waste water effluent control structures & block latrines and anti-erosion and soil protection on coffee farm	
	PADS, GPAD	beekeeping	
KIRUNDO	Kamenyiyobweze, Twugubumwe, Tugarukirubimyi, TERIMBERE, Abashizehamwe	Grants for vegetable production	5
Gitega	Cooperative MBONERAMIRYANGO-KORANE, Butemba CWS (SOGESTAL KIRIMIRO), TEKA CWS	Installation of a mini-coffee washing station, Waste water effluent control structures & block latrines-	6

	Tugwizumwimbu, Kazozakeza, Turwanyinizara	Grants for vegetable production	
Bubanza	Cooperative KANOVERA	Installation of a mini-coffee washing station	5
	Dukorerehamwe Twungurane, ECOFA, Twiyungunganye bakenyezi	Grants for vegetable production	
	Mpamagarangukize	beekeeping	
Bujumbura	APROCO, SEGEC, Express coffee	Participation to SCAA	7
	APDH-KIRA	Exchange visits	
	IGAA	Capacity reinforcement mobilization and extension of the BAP Literacy Training Program	
	Christine NGARUKO for Nature Grown Burundi	Technical assistance for flower export	
	Laiterie Nyabisabo	Equipment modification and appropriate packaging to produce long life milk (ESL)	
Ngozi	SVCA	Grant for Coffee quality center	8
	Dusozanye, Tugarukiramatunda, Tugwizumwimbu, Twiyungunganye, Kazemumahoro	Grants for vegetable production	
	Fromagerie Saint Ferdinand, Collectif des associations des éleveurs-Dukamirehamwe	Improve the milk's quality by purchasing transport equipments	
Bujumbura rural	TUGWANYUBUKENE-tugwizumbu, Twizigirane, Urumuri Rw'Abarimyi, Twisunge Ibihe, ABAKAYENZI TWISUNURE, Girumwete, Turemeshanye, Ubumwe	Grants for vegetable production	8
Makamba	TUNGANYUBUZIMA, DUFATANEMUNDA, Vyiziro, Dukorere Hamwe	Grants for vegetable production	4
Mwaro	Sohora Isuka, Tuzamurane, TUGWIZUMWIMBU, Dushirehamwe, Twizerane, Twumvikane, Twiyungunganye	Grants for vegetable production	8
	Union des associations apicoles de Mwaro (Union TUGWIZE UMUTSAMA)	beekeeping	
Cibitoke	Assaka, Dufatanemunda	Grants for vegetable productio	2
Muramvya	Twitezimbere II, Majambere, Remesha, Abasangirajambo, Sangwe, Dufashanye	Grants for vegetable production	7
	BBAC	Improvement Dairy production through a veterinary inputs pharmacy	

	Abasangirakivi, Murimawacu, Twijukorobokorwa	Grants for vegetable production	6
Bururi	Twiyungunganye, Mbogorabisabo, Dusubizehamwe	Diversification and multiplication of forage	
Total			94

At the end of this fiscal year, BAP assisted 94 organizations. If we compare the actual to the annual target of 60 organizations/ companies, the program reached 156, 6% of the annual target.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: Private sector competitiveness
Name of Program Element: EG 6.2-Private sector productivity
Name of Indicator: Number of organizations/institutions/firms which have received assistance to improve their business practices and develop market oriented products
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION *(Refer to Toolkit Part 2, Task 2)*
Precise Definition(s): This indicator measures the number of firms that receive USG assistance to improve their management practices (financial management, strategic planning, marketing, etc).
Unit of Measure: Number
Disaggregated by: None
Justification & Management Utility:
PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*
Data collection method: From the attendance list and the report of BAP agents, it is counted the number of organizations which have received assistance to improve their business practices and develop market oriented products.
Data Source: DAI
Method of data acquisition by USAID: DAI submits reports to USAID
Frequency and timing of data acquisition by USAID: Semi-annually
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES *(Refer to Toolkit Part 2, Task 4)*
Date of Initial Data Quality Assessment: November 2008
Known Data Limitations and Significance (if any):
Actions Taken or Planned to Address Data Limitations:
Date of Future Data Quality Assessments:
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.

Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.			
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.			
OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*			
Notes on Baselines/Targets: Many agricultural associations participated in the trainings at the colline level. Those associations show a big interest in the trainings			
Other Notes:			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2006			
2007			
2008			
2009	20	43	
2010	40	49	
2011	50	53	
2012	60	94	The target is exceeded because BAP particularly supported many organizations in horticulture during this fiscal year.
THIS SHEET LAST UPDATED ON: BAP 25 Oct 2011			

Indicator 10: Total Dollar amount of loan disbursements to qualifying borrowers

Definition: *This indicator measures the amount of lending that is mobilized with USG support to finance agriculture sector activities.*

At the end of this fiscal year, the total amount of credits mobilized to finance the agriculture sector activities is $601,190.42, given as following:

- The cooperatives Dusangirijambo of kayanza received a credit of: BIF 117,789,571.90 ($79,133.07) for coffee campaign 2012-2013;

- The cooperative Mbonerimiryango of Gitega received a credit of: BIF 119,966,078 ($80,595.28) for the coffee campaign 2012-2013;

- The cooperative Kazoza n'ikawa of Kayanza received a credit of: BIF 20,348,000.0 ($13,670.14) for coffee campaign 2012-2013;

-The cooperative Ubwiza bw'ikawa of Kayanza received a credit of: BIF 255,478,420.0 ($171,634.81) for coffee campaign 2012-2013;

- The cooperative Kanovera of Bubanza received a credit of: BIF 4,866,901.0 ($ 3,269.67) for coffee campaign 2012-2013;

- The cooperative Buseruko Rugajo of Cibitoke received a credit of: BIF 38,203,903.0 ($25,666.04) for coffee campaign 2012-2013;

- The cooperative Nyarunazi of Gitega received a credit of: BIF 194,499,298 ($130,667.99) for coffee campaign 2012-2013;

- The cooperative Nkamwayacu of Muyinga received a credit of: BIF 76,652,287.0 ($51,496.33) for coffee campaign 2012-2013;

-The cooperative Ruziba Nyamakarabo of Cibitoke received a credit of: BIF 67,067,488.0 (45,057.10) for coffee campaign 2012-2013;

Comparing with the target of the PY5 of $1,300,000, cumulatively disbursed we achieved 157,48% of the target. We note that discrete loan volume in PY 5 was $601,190.42.

Guarantees required by the banks have proven onerous for interested clients and the time between submission, acceptance and disbursement of funds by banks is still between 6 weeks and three months.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.3 Financial Sector
Name of Program Element: 4.3.2 Financial Sector Capacity
Name of Indicator: Total $ amount of loans disbursements to qualifying borrowers
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION *(Refer to Toolkit Part 2, Task 2)*
Precise Definition(s): Loans are US treasury guaranteed loans through the Development Authority (DCA) loan guarantee program. Qualifying borrowers are USAID- assisted agro-enterprises and any other agriculture-linked enterprises.
Unit of Measure: Cumulative $Amount
Disaggregated by: None
Justification & Management Utility: Measure the amount of private capital mobilized in support of agriculture developments in Burundi
PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*
Data collection method: DAI collects loan data from the guaranteed bank; Interbank Burundi S.A
Data Source: DAI
Method of data acquisition by USAID: DAI submits reports to USAID
Frequency and timing of data acquisition by USAID: Semi-annually
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI/BAP
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES *(Refer to Toolkit Part 2, Task 4)*
Date of Initial Data Quality Assessment: October 2009
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: October 2012
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.
OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*
Notes on Baselines/Targets: Target exceeded. The target for this indicator cannot be set accurately since it all depends on the number of viable clients that the bank receives.
Other Notes:

PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2009	$300,000	$551,453.6	
2010	$900,000	$408,206 (cumulative=$959,659.60)	cumulative is in line with target
2011	$1,200,000	$486,328.8 (Cumulative =$1,445,988.40)	cumulative disbursement on the DCA surpasses the target
2012	$1,300,000	$ 601,190.42 (Cumulative=$2,047,178.40)	cumulative disbursement on the DCA surpasses the target
THIS SHEET LAST UPDATED ON: BAP 25 Oct 2011			

Indicator 11: Value of Africa Growth and Opportunity Act (AGOA) exports from AGOA-eligible countries to the U.S as a result of USG assistance (% of Burundi coffee that is sold on US specialty coffee market)

This indicator is normally calculated with data given by partners of the program about the coffee sold on US market. Unfortunately, those partners where not able to given the information to the program. They refuse to show contracts of coffee sold on US market. In brief, this information is not available for this year.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.2 Trade and Investment
Name of Program Element: 4.2.2 Trade and Investment Capacity
Name of Indicator: Value of Africa Growth and Opportunity Act (AGOA) exports from AGOA-eligible countries to the U>S as a result of USG assistance.
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION ***(Refer to Toolkit Part 2, Task 2)***
Precise Definition(s): This indicator measures the % of Burundi coffee that is sold on U.S specialty coffee market.
Unit of Measure: %
Disaggregated by: None
Justification & Management Utility: This indicator tracks the results of Burundi specialty coffee production and marketing efforts
PLAN FOR DATA ACQUISITION BY USAID ***(Refer to Toolkit Part 2, Task 3)***
Data collection method: Records date from coffee washing stations management companies (SOGESTALS and from the Burundi Coffee Board (OCIBU) reports.
Data Source: DAI
Method of data acquisition by USAID: DAI submits reports to USAID
Frequency and timing of data acquisition by USAID: Semi-annually
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES ***(Refer to Toolkit Part 2, Task 4)***
Date of Initial Data Quality Assessment: November 2008
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: October 2011
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING ***(Refer to Toolkit Part 2, Task 6)***
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.

Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.

Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.

Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.

OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***

Notes on Baselines/Targets: Target largely exceeded. The total Burundi coffee production was very low during this reporting year. The amount of coffee sold on specialty coffee markets was not significantly higher than previous year but compared to the total low production, it represented a large portion. In light of this performance, FY10-12 targets have been revised upward.

Other Notes:

PERFORMANCE INDICATOR VALUES

Year	Target	Actual	Notes
2008	1%	1.5%	
2009	1%	10%	
2010	15%	4.3%	The target was not reached because the calculation of this percentage is based on two parameters: the quantity of coffee sold on the U.S. market and the all quantity of green coffee produced on the national level. When the total quantity of coffee produced is high, the percentage of coffee sold will be small and if the total quantity produced is low, the percentage of coffee sold on US market will increase. For example, Last year, the total production was 3,174. 2 tones while the production of this year is 12,055 tones. This is due to the instability of the quantity of coffee produced in Burundi.
2011	20%	7.5%	The target is at a very high level and needs to be revised downwards, industry communications suggest that rarely does specialty coffee surpass 10-15% of national production of fully washed coffee
2012	25%	-	

THIS SHEET LAST UPDATED ON: BAP 25 Oct 2011

Indicator 12: Number of coffee washing stations that improved their production and management standards as a result of USG

Definition: *Production and management standards are considered a package of techniques like coffee drying, coffee cherry picking, single fermentation, daily lots tracing, etc.*

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.2. Trade and Investment
Name of Program Element: 4.2.2 Trade and Investment capacity
Name of Indicator: Number of coffee washing stations that improved their production and management standards as a result of USG
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s) 2009
DESCRIPTION *(Refer to Toolkit Part 2, Task 2)*
Precise Definition(s): Production and management standards are considered a package of techniques like pyramidal coffee drying system, single fermentation, separating daily lots of coffee etc.
Unit of Measure: Number
Disaggregated by: None
Justification & Management Utility: Tracks results towards support for the creation and growth of agro-enterprises. It also tracks the implementation of a congressional micro-enterprise development earmark.
PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*
Data collection method: From the attendance list and the report of BAP agents, it is counted the number of organizations which have received assistance to improve their business practices and develop market oriented products.
Data Source: DAI
Method of data acquisition by USAID: DAI submits reports to USAID
Frequency and timing of data acquisition by USAID: Semi-annually
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES *(Refer to Toolkit Part 2, Task 4)*
Date of Initial Data Quality Assessment: November 2008
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: N/A
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.

OTHER NOTES ***(Refer to Toolkit Part 2, Task 5)***			
Notes on Baselines/Targets: The target was exceeded because the program extended to more coffee washing stations than anticipated. Manly the Agribusiness program hired many more field agents who were able to reach out to many more coffee washing stations.			
Other Notes: This indicator was chosen in during the first year when the Burundi agribusiness program had coffee as the sole focus. Now that the program has expanded to dairy and horticulture, this indicator will be merged in the more general indicator of " Number of micro, small and medium sized enterprises who have received business development services from USG assisted sources and improved their operations"			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2008	4	4	
2009	8	16	
2010	N/A		See explanation under Other notes above
2011	N/A		See explanation under Other notes above
2012	N/A		See explanation under Other notes above
THIS SHEET LAST UPDATED ON: G. Kabare October 2009			

Indicator 13: Number of women's associations assisted in developing leadership in production processes

Definition: *Organizations assisted are those that are engaged with a project activity and either already have shown benefit from the activity (as measured by any of the types) or have a high likelihood of gaining one of those benefits due to their significant level of engagement with the project.*

"Organizations assisted" does not include those merely contacted or touched by an activity through brief attendance at a meeting or gathering by one or more employees.

Only those organizations whose primary purpose is to serve women should be counted. In some cases men will be members of these organizations; this would not prevent counting the organization, as long as the primary intended beneficiaries of the organization are women.

Operating units should require of each implementing partner a written explanation for why those included in the partner's estimates of beneficiaries belong there.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.7 Economic Opportunity
Name of Program Element: 4.7.3. Strengthen micro-enterprises productivity
Name of Indicator: Number of women's associations assisted in developing leadership in production processes
Is this an Annual Report indicator? No ___ Yes _X__, for Reporting Year(s) 2009
DESCRIPTION *(Refer to Toolkit Part 2, Task 2)*
Precise Definition(s): Organizations assisted are those that are engaged with a project activity and either already has shown benefit from the activity (as measured by any of the types) or have a high likelihood of gaining one of those benefits due to their significant level of engagement with the project. "Organizations assisted" does not include those merely contacted or touched by an activity through brief attendance at a meeting or gathering by one or more employees. Only those organizations whose primary purpose is to serve women should be counted. In some cases men will be members of these organizations; this would not prevent counting the organization, as long as the primary intended beneficiaries of the organization are women. Operating units should require of each implementing partner a written explanation for why those included in the partner's estimates of beneficiaries belong there. Organizations whose primary purpose is to serve women are not included, because they are counted in a separate indicator. In some cases, producer associations or other organizations operate firms. In these cases both entities could be counted (under organizations assisted and under firms assisted) if both the organization and the firm receive appropriate (presumably different) types of assistance.
Unit of Measure: number of women's associations
Disaggregated by: none
Justification & Management Utility: Tracks gender inclusiveness and also the tracks the implementation of a congressional Women in Leadership earmark
PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*
Data collection method: DAI field agents keep a training matrix indicating; for each training, the location, date, the training topic and signed Participants' lists, the associations. Data is imported from the original copies into the computer by DAI head office staff and included into semi-annual reports to USAID. It is counted the number of associations which their members has received trainings and which the program will specifically continue to support.
Data Source: DAI
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI /BAP
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES *(Refer to Toolkit Part 2, Task 4)*
Date of Initial Data Quality Assessment: October 2009
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: N/A
Date of Future Data Quality Assessments: N/A. see explanation further below

Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation			
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*			
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.			
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.			
Review of Data: The team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.			
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports			
OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*			
Notes on Baselines/Targets: The target was met to some extent since the 2 women's associations supported are in fact networks of many women's associations.			
Other Notes: No targets are set for 2011 as this program was a one year (FY08) congressional earmark funding. However gender inclusiveness and leadership will continue to be tracked through all indicators where gender disaggregation is applicable.			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2009	5	2	
2010	2	4	*The target* was exceeded because women's groups have expressed particular interest to work with BAP.
2011	N/A		See explanation under "Other notes" above
2012	N/A		See explanation under "Other notes" above
THIS SHEET LAST UPDATED BY: G. Kabare June 2010			

Indicator 14: Number of policy reforms/regulations administrative procedures passed/approved to enhance sector governance and/or facilitate private sector participation and competitive markets as a result of USG assistance

Definition: *This indicator tracked coffee sector reforms*

Performance Indicator Reference Sheet
Name of Functional Objective: 4. Economic Growth
Name of Program Area: 4.2. Trade and Investment
Name of Program Element: 4.2.2 Trade and Investment Capacity
Name of Indicator: Number of policy reforms/regulations administrative procedures passed/approved to enhance sector governance and/or facilitate private sector participation and competitive markets as a result of USG assistance
Is this an Annual Report indicator? No ___ Yes _X__, for Reporting Year(s) 2009
DESCRIPTION *(Refer to Toolkit Part 2, Task 2)*
Precise Definition(s): Policy reforms mainly refer to coffee sector privatization-related reforms.
Unit of Measure: number of policies
Disaggregated by: none
Justification & Management Utility: Policy reforms, especially in the coffee sector are key to the success of Burundi agribusiness program activities.
PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*
Data collection method: The program implemented activities like analysis of the coffee sector privatization process in Burundi, media campaign on the coffee sector privatization, meetings with partners which can influence the decisions makers. On this indicator, the program realized that some policy reforms/regulations were influenced by those activities.
Data Source: DAI
Method of data acquisition by USAID: Partner Report
Frequency and timing of data acquisition by USAID: Semi-annual reports
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI /BAP
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES *(Refer to Toolkit Part 2, Task 4)*
Date of Initial Data Quality Assessment: October 14, 2009
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: N/A
Date of Future Data Quality Assessments: October 2011
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.

Review of Data: The team will review data in preparation for the annual portfolio review and end-of-year USAID Burundi annual report.			
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports			
OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*			
Notes on Baselines/Targets: No targets are set for 2010 onwards for this indicator. Coffee sector policy reforms have been achieved and the privatization is underway. Given that a number of other donor programs continue to address policy reforms, USAID program will not be focusing that much on policy reforms, rather, on supporting the implementation of the new policies.			
Other Notes:			
PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2008	2	0	
2009	2	2	
THIS SHEET LAST UPDATED BY: G. Kabare June 2010			

Indicator 15: Number of USAID-assisted agro-enterprises receiving and successfully using loans from the DCA facility

Definition: *This indicator tracks how many of the USAID-supported agro-enterprise access credit as a result of the USAID support DCA long guarantee program (with Interbank) to promote lending to the agriculture sector*

On this indicator, 9 companies have been assisted and all these companies are in coffee sector.

#	Company name	Province	Intervention sector
1	Dusangirijambo	Kayanza	coffee
2	Mbonerimiryango	Gitega	coffee
3	Kazoza n'ikawa	Kayanza	coffee
4	Ubwiza bw'ikawa	Kayanza	coffee
5	Kanovera	Bubanza	coffee
6	Buseruko Rugajo	Cibitoke	coffee
7	NYARUNAZI	Gitega	coffee
8	Nkamwayacu	Muyinga	coffee
9	Ruziba Nyamakarabo	Cibitoke	coffee

The program supported 9 companies on this indicator, and with the annual target of 40 companies, the program reached 22, 5% of the annual target because customers have to satisfy to some conditions before accessing to credit.

Performance Indicator Reference Sheet
Name of Functional Objective: 4 – Economic Growth
Name of Program Area: 4.3 Financial Sector
Name of Program Element: 4.3.2 Financial Sector capacity
Name of Indicator: Number of USAID-assisted agro-enterprises receiving and successfully using loans from the DCA facility
Is this an Annual Report indicator? No ___ Yes __X__, for Reporting Year(s)
DESCRIPTION *(Refer to Toolkit Part 2, Task 2)*
Precise Definition(s): USAID-assisted agro-enterprises refer to coffee farmers associations 'projects, horticulture and dairy associations 'projects; coffee washing stations, coffee washing stations management companies (SOGESTALS) coffee dry mills, milk, cheese and juice processing companies etc.
Unit of Measure: Number
Disaggregated by: None
Justification & Management Utility: Tracks the effectiveness of the Development Credit Authority (DCA) loan guarantee program
PLAN FOR DATA ACQUISITION BY USAID *(Refer to Toolkit Part 2, Task 3)*
Data collection method: The Guaranteed bank-Interbank Burundi S.A provides information to DAI, the DCA technical assistance provider; who reports to USAID. USAID can also access directly the information from the Bank online reports.
Data Source: DAI
Method of data acquisition by USAID: DAI submits reports to USAID
Frequency and timing of data acquisition by USAID: Semi-annually
Estimated Cost of Data Acquisition: Included in Task Order
Individual responsible at USAID: Alice Nibitanga, USAID/Burundi
Individual responsible for providing data to USAID: Sylvestre BIGIRIMANA, DAI
Location of Data Storage: Electronic Burundi files and hard copies in LPC/Burundi office file, in USAID/EA & Burundi office.
DATA QUALITY ISSUES *(Refer to Toolkit Part 2, Task 4)*
Date of Initial Data Quality Assessment: October 2009
Known Data Limitations and Significance (if any): None
Actions Taken or Planned to Address Data Limitations: None
Date of Future Data Quality Assessments: October 2011
Procedures for Future Data Quality Assessments: Visit partner and review reports, field visit confirmation
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING *(Refer to Toolkit Part 2, Task 6)*
Data Analysis: Data will be statistical data that will be analyzed by DAI staff prior to submittal to USAID in April and October.
Presentation of Data: Data will be presented in tables, charts and graphs as appropriate.
Review of Data: The USAID team will review data in preparation for portfolio reviews and end-of-year USAID Burundi annual report.
Reporting of Data: Data and/or analysis will be included in USAID Burundi annual reports and budget justifications, as well as individual partner reports.
OTHER NOTES *(Refer to Toolkit Part 2, Task 5)*
Notes on Baselines/Targets: Target largely missed. The DCA program experienced a slow start because the guaranteed bank had to satisfy t certain pre-conditions before starting to disburse loans under the guarantee.
Other Notes:

PERFORMANCE INDICATOR VALUES			
Year	**Target**	**Actual**	**Notes**
2009	20	2	
2010	30	3	The target is not met because borrowers have to satisfy to certain pre-conditions before accessing to credits.
2011	35	7	The target is not met because borrowers have to satisfy to certain pre-conditions before accessing to credits.
2012	40	9	The target is not met because borrowers have to satisfy to certain pre-conditions before accessing to credits.
THIS SHEET LAST UPDATED ON: BAP 25 Oct 2011			

Indicator 16: Nombre de cultivateurs bénéficiant des appuis du programme.

On this indicator, the program supported farmers in coffee sector, dairy sector, horticulture sector and gender and microenterprises domain. In the coffee sector, it can be considered that all farmers who sold their coffee on Coffee Washing Stations are beneficiaries of the program. In dairy sector, beneficiaries are farmers affiliated to MCCs Bukeye and Rutegama. In Horticulture beneficiaries are the farmers who received grants through their associations and farmers who benefited from the program through demonstrations plots. In Gender and microenterprises, farmers have been supported through literacy. The table below summarizes the number of farmers supported by BAP

Sector	**Number of farmers**
Coffee	61,186
Horticulture	1,664
Dairy	702
Gender and microenterprises	2,720
Total	**66,272**

Indicateur 17 : Nombre de cultivateurs bénéficiaires qui ont adoptés au moins une technique vulgarisée par le programme

According to a survey performed by the program in august 2012, many techniques in agriculture popularized by the program are adopted by farmers who partners of the program. Techniques adopted and the level of adoption is in the following table.

Sector	Number of farmers supported	Technique adopted	% of adoption*	Methodology	Number of farmers who adopted at least one technique vulgarized by the program
Coffee	61,186	Recolte de la cerise mure	75.3	61,186*75.3/100	46,073
		Selection sur table	45.3	61,186*45.3/100	27,717
		Selection de la cerise par flotaison	60.1	61,186*60.1/100	36,772
		Techniques d'entretien du café (sarclage, fertilisation, paillage, traitement phytosanitaire)	74.9	61,186*74.9/100	45,828
Dairy	702	Stabulation permenente	77.3	702*77.3/100	543
		Hygiene du lait	59.7	702*59.7/100	419
		Amelioration genetique	31.1	702*31.1/100	218
		Cultures fourageres	54.6	702*54.6/100	383
Horticulture	1,664	Irrigation	43.2	1,664*43,2/100	719
		Emballage des produits	1.0	1,664*1/100	
		Triage des produits	4.0	1,664*4/100	67
		Bonnes pratiques agricoles (tuteurage, densité de semis, Plates bandes, etc.)	40.2	1,664*40,2/100	669

* source : Survey perfomed by BAP in august 2012.

Indicateur 18 : Valeur accrue des ventes au niveau de l'exploitation attribuables à l'action du programme

In the coffee sector, this indicator can be calculated by using informations from households who received demonstrations plots in provinces of Kayanza, Ngozi and Muyinga. The table below shoes the value of this indicator in coffee sector.

Value of the indicator in the coffee sector

	Moyenne 2011					
	production/pied	**Prix/kg**	**Valeur production**	**production accrue par pied**	**Valeur production accrue**	**% accroissement**
FO	1.99	630	1253.7	0.43	270.9	21.61
Mixte	2.12	630	1335.6	0.56	352.8	26.42
NPK	2.02	630	1272.6	0.46	289.8	22.77
Temoin	1.56	630	982.8	0	0	0.00

	Moyenne 2012						**Valeur accrue moyenne sur les deux ans**	**Moyennes des 3 moyennes**
	production/pied	**Prix/kg**	**Valeur production**	**production accrue**	**Valeur accrue**	**% accroissement**		
FO	2.88	480	1382.4	0.49	235.2	17.01	19.31	**26.16%**
Mixte	3.67	480	1761.6	1.28	614.4	34.88	30.64	
NPK	3.64	480	1747.2	1.25	600	34.34	28.55	
Temoin	2.39	480	1147.2	0	0	0.00	0	

In the horticulture sector, the value of this indicator is in this table below

Association	**Crops**	**revenues 2011 C**	**Revenues 2012 A**	**Valeur de la production accrue**	**% accroissement**
Dufatenemunda	Totamatoes	640,000	656,000	**16,000**	**2.5**

Note : Selon les données disponibles, seules données de l'association Dufanemunda de Gihanga permettent de calculer cet indicateur **(informations tirées du rapport troisième trimestre de BAP, page 53).** Pour l'autre association DTU, ce taux est de 116,6%.

Association	**Crops**	**revenues 2011 C**	**Revenues 2012 A**	**Valeur de la production accrue**	**% accroissement**
Dufatenemunda	Totamatoes	640,000	656,000	**16,000**	2.5
DTU	Totamatoes	1,200,000	2,600,000	**1,400,000**	116.7

Programme pour la Promotion de l'Agro-Industrie

Et des Entreprises Rurales (PAIR)

RAPPORT DE PERFORMANCE DES INDICATEURS INTERNES-PY V

Bujumbura, Septembre 2012

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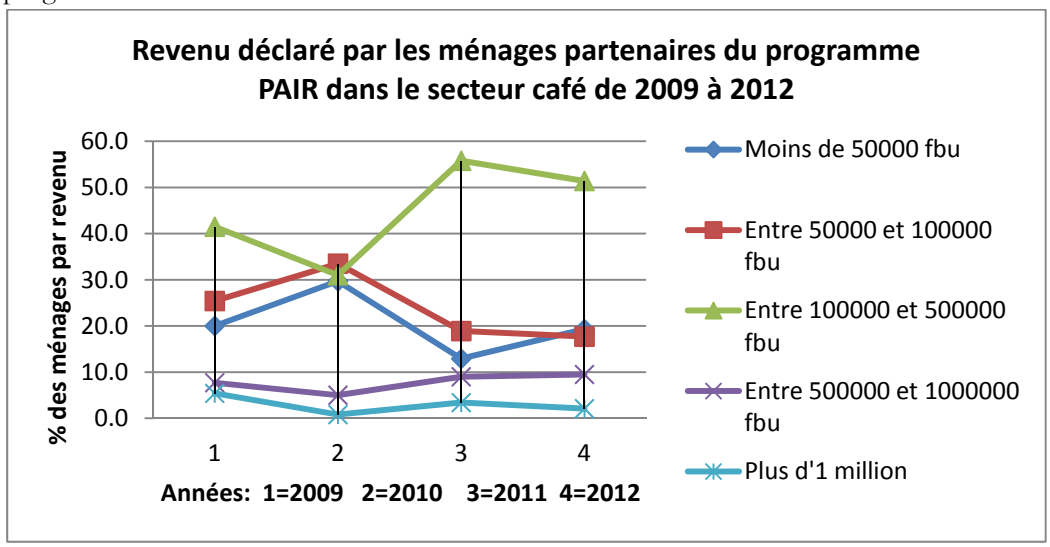
Sommaire exécutif

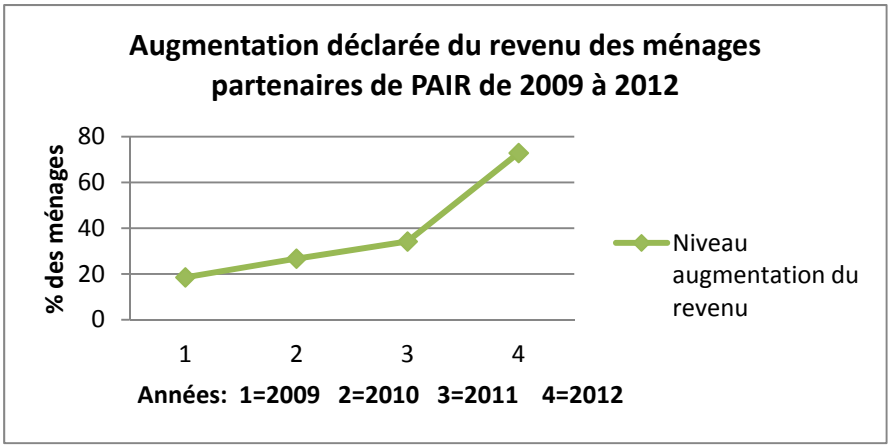
Le Programme pour la Promotion de l'Agro-Industrie et des Entreprises Rurales (PAIR) financé par USAID et exécuté par Development Alternatives Inc. a une durée de vie de 5 ans (2007-2012). Dans le domaine du suivi et évaluation, le programme a élaboré un plan de suivi de la performance (PMP) dans lequel il est décrit la manière dont sera conduit ce processus. Il s'agit de faire le suivi et l'évaluation de 3 types de produits en l'occurrence les livrables du programme, les indicateurs internes et les indicateurs stratégiques d'USAID auxquels le programme contribue au même titre que les autres partenaires.

Au niveau du suivi des indicateurs internes du programme, la fréquence de collecte des données fixée dans le PMP est annuelle. Ainsi le programme a organisé depuis 2009 une collecte des données pour mesurer le niveau des indicateurs internes. Au cours de cette année 2012, la collecté des données a ciblé 558 ménages dont 243 ménages du secteur café, 199 ménages du secteur horticole et 116 ménage du secteur laitier. Au terme de la collecte, il sied de dégager les principales leçons apprises :

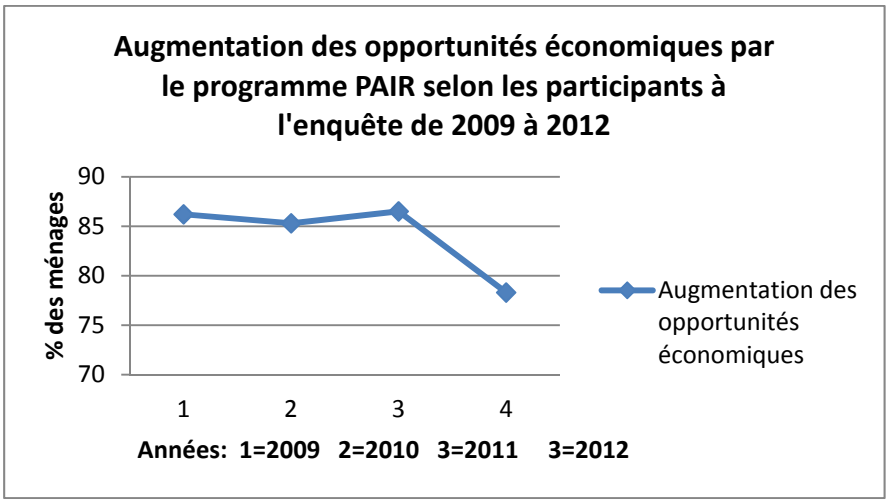
- Dans le domaine de l'eau et de l'assainissement, c'est dans la province de Kayanza où les ménages mettent peu de temps pour atteindre le point d'eau potable. Dans cette province, le programme a contribué dans ce secteur en mettant en réhabilitant ou en construisant les adductions d'eau c'est-à-dire que le programme a contribué à l'augmentation à l'accès à l'eau potable. D'une manière globale, % des ménages affirmant que l'accès à l'eau potable s'est améliorée passe de 46,8% en 2011 à 52,3% en 2012 et le % des ménages qui disant que le niveau de propreté s'est amélioré passe de 71,7% en 2011 à 92,9% en 2012.
- Au niveau du revenu, les données de 2012 montrent que dans le secteur café, le % des ménages qui sont dans la tranche de revenu de 100.000-500.000 Fbu a augmenté en passant de 41,5% en 2009 à 44,7% en 2012, le % des ménages qui sont dans la tranche de budget passe de 7,7% à 12,4%. Le graphique ci-dessous montre l'évolution du revenu des ménages partenaires du programme de 2009 à 2012.



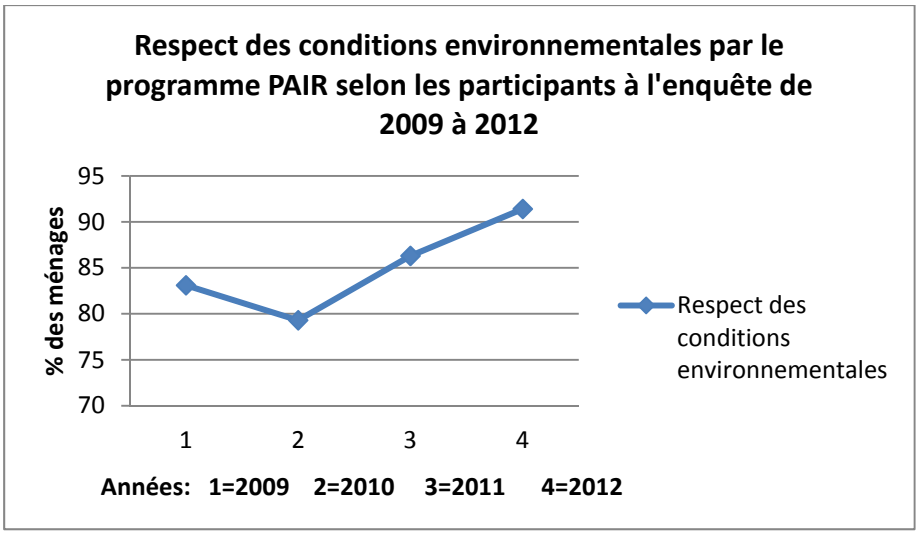
- Quant à la question de savoir si les ménages qui sont dans les associations partenaires trouvent que leur revenu a augmenté depuis qu'ils ont commencé à travailler avec le programme, cet indicateur a connu une augmentation progressive depuis 2009 avec un pique particulier en 2012 comme le montre le graphique ci-dessus. La montée particulière de cet indicateur en 2012 est expliquée par le niveau de satisfaction des ménages du secteur horticole qui trouve que les subventions accordées par le programme en 2012 a permis de rehausser leur revenu.



- Par contre l'indicateur sur l'augmentation des opportunités économiques en milieu rural par le programme a connu une évolution en dent de scie avec une baisse en 2012. Selon les informations qualitatives collectées, les producteurs du secteur café qui sont les plus nombreux dans l'échantillon trouvent que bien que le revenu a augmenté suite aux conseils et encadrement technique des partenaires du secteur dont le programme PAIR, ils espéraient une augmentation sensible du prix au kilogramme du café ce qui n'est pas le cas aujourd'hui. En effet, la fixation du prix une fois les deux semaines avec quelques fois une diminution ne les encourage pas et ne voient pas une opportunité économique fiable dans le secteur café.



- Pour l'indicateur en rapport avec le respect des conditions environnementales, les données montrent que l'indicateur a connu une évolution positive selon les ménages participants aux enquêtes c'est-à-dire que ces ménages apprécient le respect et la protection de l'environnement par le programme PAIR. Le graphique ci-dessus met en exergue le comportement de cet indicateur dans le temps.



- Pour l'indicateur en rapport avec % 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, l'indicateur sur le % 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, les deux indicateurs sont composites c'est-à-dire que plusieurs critères ont été utilisés pour les mesurer. On constate qu'un bon nombre de ces critères ont connu une évolution positive. Le tableau récapitulatif des indicateurs de la dernière page du document met exergue la situation des critères d'évaluation de ces indicateurs.

0. Introduction

Le programme pour la Promotion de l'Agro-Industrie et des Entreprises Rurales (PAIR) est financé par USAID et exécuté par Development Alternatives Inc. (DAI) pour une période de 5 ans (2007-2012). Le but global du programme est d'**augmenter et de 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.** Cet objectif global est sous tendu par 5 objectifs spécifiques à savoir :

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

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

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

Objectif 4 : Accroître l'adoption de nouvelles techniques et technologies porteuses 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

Dans son système de suivi et évaluation décrit dans le plan de suivi de performance (Performance Monitoring Plan : PMP), le programme a mis en place des indicateurs pour mesurer le comportement de ces objectifs dans le temps et prendre les décisions de pilotage du programme en conséquence. Ainsi, depuis l'année fiscale II (2008-2009), le programme a organisé une collecte des données pour mesurer ces indicateurs. Cette collecte a été toujours organisée pendant la période des mois de juillet et aout pour éviter les variabilités des informations en fonction de saison.

0.1. Méthodologie de collecte des données

Pour collecter les données, il a été utilisé une enquête ménage c'est-à-dire que l'enquête se déroule au sein de ménage. Cette méthodologie a pour avantage que les enquêteurs (finalistes de la faculté d'agronomie ou d'économie de l'université de Ngozi) formés sur la méthode l'enquête devraient écouter les propos de l'enquêté mais aussi noter toutes observations nécessaires sur le ménage.

0.2. Echantillonnage et les provinces cibles

Le développement d'une stratégie d'échantillonnage exige un raisonnement qui confronte plusieurs acteurs, souvent contradictoires. En effet, un grand échantillon est censé donner des résultats plus fiables mais la gestion des données devient complexe et le cout est élevé. La meilleure façon de faire est de déterminer un échantillon dont les résultats seront fiables à un cout raisonnable. Pour le cas de cette enquête visant la mesure de la performance des objectifs du programme PAIR, il a été fait un choix raisonné par province d'intervention et par secteur d'intervention du programme. Ce choix a été guidé par l'envergure des activités réalisées par le programme dans chaque zone. Le tableau ci-dessus montre la répartition par secteur et par province des ménages ayant participé à l'enquête.

Tableau 1 : Répartition des ménages enquêtés par province et par secteur d'intervention

Province	Secteur			Total
	Café	Lait	Horticulture	
Bubanza			25	25
Bujumbura R.			39	39
Gitega	20		32	52
Kayanza	59		44	103
Kirundo	41			41
Muramvya	26	78		104
Muyinga	47			47
Mwaro			59	59
Ngozi	50	38		88
Total	243	116	199	558

1. Résultats de l'enquête

1.1. Caractéristiques sociodémographiques

1.1.1. Sexe du chef de ménage

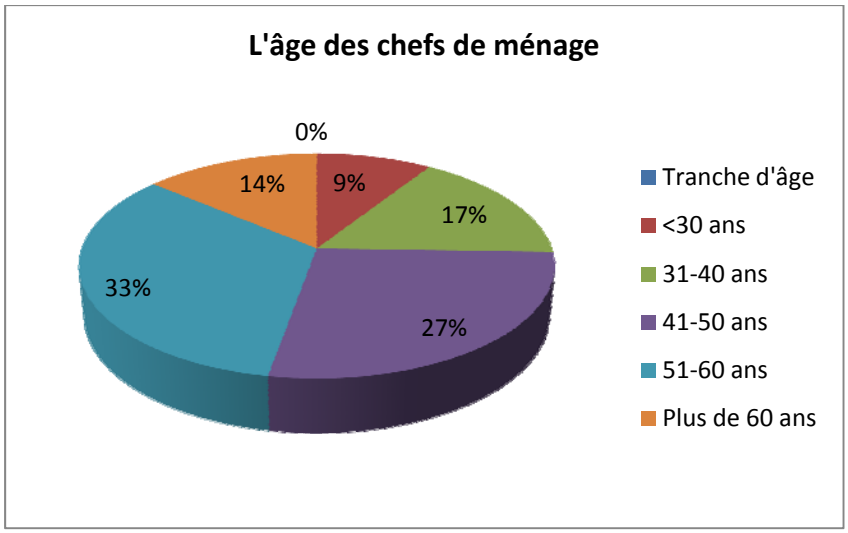
La répartition des ménages ayant fait objet d'enquête montre que 558 ménagés ont été touchés dont 130 ménages sous la responsabilité des femmes soit un taux de 23,3%. Par rapport au secteur, les données du tableau ci-dessus montrent que la femme a été le plus représenté dans le secteur horticole avec 57,7% de toutes les femmes ayant pris part à l'enquête. En outre, le secteur café représente 44,1% de l'ensemble de l'échantillon, le secteur horticole 34,9% et le secteur laitier 21%.

Tableau 2 : Représentation de la femme dans les ménages participant à l'enquête

Secteur	Masculin		Féminin		Total	
	Effectifs	%	Effectifs	%	Effectifs	%
Café	217	50,7	29	22,3	246	44,1
Lait	91	21,3	26	20	117	21,0
Horticulture	120	28	75	57,7	195	34,9
Total	428	100	130	100	558	100

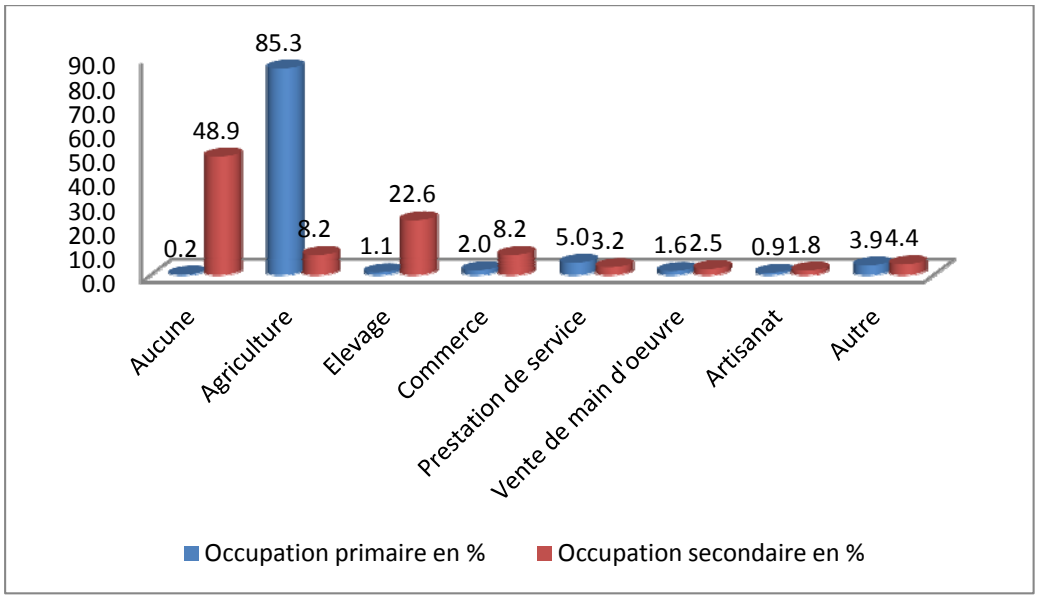
1.1.2. Taille des ménages et âge du chef de ménage

La taille moyenne des ménages membres des associations est de 5,9. Par rapport à l'âge, les données du graphique ci-dessus montre qu'une grande partie des ménages (33%) membres des associations partenaires du programme ont un âge compris entre 51 et 60 ans. Une autre partie importante des chefs de ménage ont un âge compris entre 41 et 50 ans (27%).



1.1.3. Occupation primaire et occupation secondaires des chefs de ménages

Les données du graphique ci-dessus montrent que comme lors des années antérieures, les chefs de ménages ayant participé à l'étude ont majoritairement l'agriculture comme occupation primaire et il y a une partie importante (48,9%) des chefs de ménage qui n'ont pas d'occupation secondaire. En outre, l'élevage est considéré comme étant la plus grande activité secondaire qui occupe les chefs de ménage. Les autres activités secondaires des chefs de ménages sont le commerce pour 8% des chefs de ménage et la prestation de service comme les enseignants, les moniteurs agricoles et autres pour 3,2% des chefs de ménage.



1.1.4. Niveau d'instruction

Les données sur le niveau de formation formelle montre que 34,8% des chefs de ménage ayant participé à l'étude n'ont pas été à l'école formelle, 25,8% ont fait l'école primaire non complète, 28%

ont fait l'école primaire complète et 2,5% des chefs de ménage ont seulement pu terminer l'école secondaire au moment.

Tableau 3 : Niveau d'instruction pour la formation formelle

Niveau d'instruction	**Fréquence**	**%**
Jamais été à l'école	194	34,8
Primaire non complet	144	25,8
Primaire complet	156	28,0
Secondaire non complet	38	6,8
Secondaire complet	14	2,5
Au-delà du secondaire	3	0,5
Ne sait pas	9	1,6
Total	558	100,0

Au niveau de la formation informelle, le tableau ci-dessus montre que 51,3% des chefs de ménage n'ont aucune formation formelle, 26,2% ont fait l'enseignement religieux, 10,4% ont fait un cours d'alphabétisation et 9,7% ont suivi une école de métier.

Tableau 4 : Niveau d'instruction pour la formation informelle

Formation	Fréquence	%
Aucune	286	51,3
Ecole de métier	54	9,7
Cours d'alphabétisation	58	10,4
Enseignement religieuse	146	26,2
Autre	14	2,5
Total	558	100

1.2. L'eau et l'assainissement

Dans le domaine de l'eau et de l'assainissement, le programme a appuyé particulièrement certaines stations de lavage de café au niveau du traitement des eaux usées, au niveau des infrastructures d'assainissement et l'adduction de l'eau potable au profit des ménages partenaires du programme. Après quelques mois de la fin des travaux, il sied de collecter les données pour savoir si ces activités ont produit des effets positifs sur la population. Les données collectées par rapport à la principale source d'approvisionnement en eau potable montrent que la source ménagée reste de loin la première source d'approvisionnement pour 62,3% des chefs de ménage ayant répondu à la question, en deuxième position arrive la borne fontaine avec 27,7% et la source naturelle avec 10,3%.

Tableau 5 : Principale source d'approvisionnement en eau

Province	Source naturelle, rivière, lac, fleuve, ruisseau		Borne fontaine		Source aménagée		Autre		Total	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Bubanza	1	4,0	13	52,0	8	32,0	3	12	25	100,0
Bujumbura	9	23,1	22	56,4	7	17,9	1	2,6	39	100,0
Gitega	11	21,2	13	25,0	28	53,8	0	0	52	100,0
Kayanza	7	6,9	28	27,5	67	65,7	0	0	102	100,0
Kirundo	7	17,1	8	19,5	26	63,4	0	0	41	100,0
Muramvya	15	14,6	20	19,4	68	66,0	0	0	103	100,0
Muyinga	1	2,1	8	17,0	38	80,9	0	0	47	100,0
Mwaro	3	5,1	17	28,8	39	66,1	0	0	59	100,0
Ngozi	3	3,4	19	21,8	65	74,7	0	0	87	100,0
Total	57	10,3	148	26,7	346	62,3	4	0,7	555	100,0

Par rapport au temps mis pour aller et revenir de la principale source d'approvisionnement en eau, le tableau ci-dessus montre que 59,4% des ménages mettent 1 à 30 minutes, 23,2% des ménages mettent 31 à 1 heure, 14,2% des ménages mettent plus d'une heure et seulement 2,9% des ménages affirment avoir de l'eau sur place. A ce niveau, on remarque que ce sont les participants à l'enquête de la province de Kayanza qui mettent moins de temps pour atteindre le point d'eau et comme on sait que le programme y a aménagé des points d'eau, c'est possible que sa contribution a influencé cette situation.

Tableau 6 : Temps mis pour aller et revenir d'une source d'eau potable

Province	1 à 30 minutes		31 à 1 heure		plus d'1 heure		Eau sur place		Ne sait pas		Total	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Bubanza	14	56,0	3	12,0	7	28,0	1	4,0	0	0,0	25	100,0
Bujumbura	14	35,9	15	38,5	9	23,1	1	2,6	0	0,0	39	100,0
Gitega	36	69,2	7	13,5	5	9,6	4	7,7	0	0,0	52	100,0
Kayanza	**75**	**72,8**	22	21,4	2	1,9	4	3,9	0	0,0	103	100,0
Kirundo	25	61,0	11	26,8	3	7,3	1	2,4	0	0,0	41	100,0
Muramvya	56	53,8	31	29,8	14	13,5	3	2,9	0	0,0	104	100,0
Muyinga	22	46,8	10	21,3	15	31,9	0	0,0	0	0,0	47	100,0
Mwaro	33	55,9	14	23,7	12	20,3	0	0,0	0	0,0	59	100,0
Ngozi	56	64,4	16	18,4	12	13,8	2	2,3	1	1,1	87	100,0
Total	331	59,4	129	23,2	79	14,2	16	2,9	1	0,2	557	100,0

Par rapport à l'accès aux toilettes, les données du tableau ci-dessus montrent que dans l'ensemble, 79,2% des chefs de ménage affirment qu'ils ont accès aux toilettes quand ils ont accès aux toilettes quand ils vendent leur café aux stations de lavage. En analysant les données par province, on remarque que la province de Ngozi arrive en première position avec 98% des ménages, la province de Gitega avec 90%, la province de Muyinga avec 85,1%, la province de Kayanza avec 74,6%, la province de Muramvya avec 64,3% et la province de Kirundo en dernière position avec 58,5%.

Tableau 7 : Accès aux toilettes aux stations de lavage du café.

Province	Non		Oui		Total	
	Effectifs	%	Effectifs	%	Effectifs	%
Gitega	2	10	18	90	20	100
Kayanza	16	25,3	47	74,6	63	100
Kirundo	17	41,5	24	58,5	41	100
Muramvya	10	35,7	18	64,3	28	100
Muyinga	5	10,6	40	85,1	45	100
Ngozi	1	2	48	98	49	100
Total	51	20,7	195	79,2	246	100

Concernant l'accès à l'eau potable, les données du tableau ci-dessus montrent qu'au niveau global, 54,9% des ménages ont accès à l'eau potable au niveau des stations de lavage du café. En analysant les données par province, les chefs de ménages des provinces de Kayanza et de Muyinga sont les plus nombreux à affirmer qu'ils ont accès à l'eau potable (76%) et les chefs de ménages des provinces de Muramvya et Ngozi sont les moins nombreux à affirmer qu'ils ont accès à l'eau potable quand ils vendent leur café au niveau des stations de lavage du café.

Tableau 8 : Accès à l'eau potable au niveau des stations de lavage du café

	Non		Oui		Total	
Province	Effectifs	%	Effectifs	%	Effectifs	%
Gitega	11	55,0	9	45,0	20	100,0
Kayanza	15	23,4	49	76,5	64	100,0
Kirundo	26	63,4	15	36,6	41	100,0
Muramvya	18	69,2	8	30,8	26	100,0
Muyinga	11	23,9	35	76,1	46	100,0
Ngozi	30	61,2	19	38,8	49	100,0
Total	111	45,1	135	54,9	246	100,0

Par rapport à la question de l'appréciation de la propreté au niveau des stations de lavage, les données collectées montre 63,1% des chefs de ménages qui ont répondu à la question trouvent que la propreté est bonne, 20,5% des chefs de ménages trouvent que la propreté au niveau des stations de lavage est très bonne et ceux qui trouvent que la propreté n'est pas bonne sont peu nombreux comme le montre les données du tableau ci-dessus.

Tableau 9 : Appréciation de la propreté au niveau des stations de lavage.

	Bonne		Très bonne		Mauvaise		Très mauvaise		Autres		Total	
Province	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Bubanza	2	66,7	0	0,0	1	33,3	0	0,0	0	0,0	3	100,0
Bujumbura	1	100,0	0	0,0	0	0,0	0	0,0	0	0,0	1	100,0
Gitega	17	85,0	2	10,0	1	5,0	0	0,0	0	0,0	20	100,0
Kayanza	36	60,0	20	33,3	4	6,7	0	0,0	0	0,0	60	100,0
Kirundo	15	36,5	6	14,6	15	36,6	5	12,2	0	0,0	41	100,0
Muramvya	20	80,0	1	4,0	3	12,0	0	0,0	1	4,0	25	100,0
Muyinga	30	65,2	12	26,1	4	8,7	0	0,0	0	0,0	46	100,0
Ngozi	35	72,9	9	18,8	4	8,3	0	0,0	0	0,0	48	100,0
Total	154	63,1	50	20,5	32	13,1	5	2,0	1	0,4	244	100,0

Concernant l'amélioration à l'eau potable par rapport à il y a une année, les données collectées à ce sujet montre que 52,3% des chefs de ménages qui ont répondu à la question affirment que l'accès à l'eau potable s'est améliorée. Ce pourcentage était de 46,8% au cours de l'année fiscale IV. Par rapport aux provinces, les chefs de ménages sont les plus nombreux à affirmer que l'accès à l'eau potable a été amélioré (76,6% des chefs de ménage et la dernière province est Gitega avec 30,8%.

Tableau 10 : Amélioration de l'accès à l'eau potable par rapport à il y a une année

	oui		**non**		**Total**	
Province	**Effectifs**	**%**	**Effectifs**	**%**	**Effectifs**	**%**
Bubanza	8	33,3	16	66,7	24	100,0
Bujumbura	17	43,6	22	56,4	39	100,0
Gitega	16	30,8	36	69,2	52	100,0
Kayanza	69	67,0	34	33,0	103	100,0
Kirundo	13	31,7	28	68,3	41	100,0
Muramvya	47	45,2	57	54,8	104	100,0
Muyinga	36	76,6	11	23,4	47	100,0
Mwaro	40	67,8	19	32,2	59	100,0
Ngozi	45	51,7	42	48,3	87	100,0
Total	291	52,3	265	47,7	556	100,0

Concernant l'amélioration de la propreté dans les ménages et au lieu de vente des produits, les données du tableau ci-dessus montrent que 92,9% des chefs de ménages qui ont participé à l'enquête affirment que la propreté a augmenté par rapport à rapport à il y a une année. Par rapport aux provinces, les données montrent que c'est dans la province de Kayanza où les chefs de ménage sont les plus nombreux à dire que la propreté a diminué et la province de Kirundo est celle où les chefs de ménages sont relativement moins nombreux à dire que la propreté a augmenté (53,7%).

Tableau 11 : Augmentation de la propreté dans les ménages et au lieu de vente des produits

Province	oui		non		Total	
	Effectifs	%	Effectifs	%	Effectifs	%
Bubanza	19	79,2	5	20,8	24	100,0
Bujumbura	32	82,1	7	17,9	39	100,0
Gitega	41	78,8	11	21,1	52	100,0
Kayanza	95	93,1	7	6,9	102	100,0
Kirundo	22	53,7	19	46,3	41	100,0
Muramvya	92	89,3	11	10,7	103	100,0
Muyinga	37	78,7	10	21,3	47	100,0
Mwaro	54	91,5	5	8,5	59	100,0
Ngozi	67	77,0	20	23,0	87	100,0
Total	459	92,9	95	17,1	554	100,0

1.3. Situation de l'exploitation agricole

1.3.1. L'élevage

Les données du tableau ci-dessus montrent que dans l'ensemble 41,3% des ménages ont au moins une vache, 6,1% des ménages ont au moins un mouton, 55,5% des ménages ont au moins une chèvre, 23,1% des ménages ont au moins un porc, 16,6%des ménages ont au moins un lapin et 18,2% des chefs de ménages ont au moins une volaille.

Tableau 12 : La possession des animaux d'élevage

Types d'animaux d'élevage	Ménages ayant au moins un animal par type d'animaux
Bovins	41,30%
Ovins	6,1%
Caprins	55,5%
Porcins	23,1%
Lapins	16,6%
Volaille	18,2%

Concernant les raisons de la vente des animaux, il ressort des informations collectées qu'il existe plusieurs raisons de vente des animaux d'élevage mais les principales raisons sont les besoins familiaux et l'âge de l'animal.

Tableau 13 : Les raisons de la vente des animaux

Affectation de l'argent issu de la vente des animaux	Effectifs	%
Age de l'animal	31	10,8
Besoins familiaux (sante, scolarisation des enfants, achat des vivres, etc.)	207	37,0
Maladie de l'animal	25	8,7
Autres	21	7,3

Pour ce qui est des soins des animaux d'élevage, les données montrent que pour les bovins, les ovins, les caprins et les porcins, c'est le vétérinaire qui intervient le plus souvent avec respectivement 38,0%, 40,9%, 39,7% et 36,4%. Pour les lapins et les volailles, c'est apparemment, le chef du ménage qui s'occupe des soins de ces animaux.

Tableau 14 : Les soins des animaux d'élevage

Qui soigne les animaux d'élevage ?	**Bovins**		**Ovins**		**Caprins**		**Porcins**		**Lapins/cobayes**		**Volaille**	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Chef ménage	81	21,1	38	27,7	61	24,7	45	24,1	55	42,6	121	53,3
Vétérinaire	146	38,0	56	40,9	98	39,7	68	36,4	46	8,2	87	38,3
Ambulant soignant	79	20,6	21	15,3	29	11,7	13	7,0	9	7,0	5	2,2
Guérisseur traditionnel	48	12,5	8	5,8	24	9,7	39	20,9	13	10,1	**13**	5,7
Personne	18	4,7	12	8,8	19	7,7	12	6,4	0	0,0	0	0,0
Autre	12	3,1	2	1,5	16	6,5	10	5,3	6	4,7	1	0,4
Total	384	100,0	137	100,0	247	100,0	187	100,0	129	72,6	227	100,0

Pour les types d'élevage, les données montrent que pour les bovins, les ovins et les caprins, le mode d'alimentation de ces animaux reste largement l'utilisation du pâturage naturel pour respectivement 43,0%, 62,0% et 57,1%. Pour les porcs, les lapins et la volaille, c'est la stabulation permanente qui est plus utilisé.

Tableau 15 : Type d'élevage par animal

Type d'élevage	**Bovins**		**Ovins**		**Caprins**		**Porcins**		**Lapins**		**Volaille**	
	Effectifs	**%**	**Effectifs**	**%**	**Effectifs**	**%**	**Effectifs**	**%**	**Effectifs**	**%**	**Effectifs**	**%**
Stabulation permanente	141	36,7	10	7,3	27	10,9	106	56,7	102	79,1	86	37,9
Stabulation semi-permanente	58	15,1	25	18,2	58	23,5	76	40,6	25	19,4	**58**	**25,6**
Pâturage traditionnel	165	43,0	85	62,0	141	57,1	3	1,6	0	0,0	79	34,8
Pâturage amélioré	16	4,2	17	12,4	21	8,5	2	1,1	2	1,6	0	0,0
Autre	4	1,0	0	0,0	0	0,0	0	0,0	0	0,0	4	1,8
Total	384	100,0	137	100,0	247	100,0	187	100,0	129	100,0	227	100,0

Concernant les objectifs les plus importants de l'élevage, la production de la fumure est le premier objectif pour les bovins, les ovins, les caprins et les porcins avec respectivement 50,5%, 70,1%, 42,9% et 47,6%. Pour les lapins, l'objectif le plus important est que les lapins constituent une source de revenu et la volaille est considéré comme une source de production de la viande.

Tableau 16 : Objectifs le plus important de l'élevage

Objectif le plus important de l'élevage	Bovins		Ovins		Caprins		Porcins		Lapins		Volaille	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Fumure	194	50,5	96	70,1	106	42,9	89	47,6	10	7,8	21	9,3
Production du lait	111	28,9	1	0,7	3	1,2	0	0,0	0	0,0	1	0,4
Production de la viande	59	15,4	17	12,4	18	7,3	31	16,6	13	10,1	78	34,4
Source de revenu	18	4,7	11	8,0	69	27,9	39	20,9	65	50,4	77	33,9
Epargne	2	0,5	12	8,8	51	20,6	28	15,0	41	31,8	50	22,0
Total	384	100,0	137	100,0	247	100,0	187	100,0	129	100,0	227	100,0

Pour tous les animaux, le principal problème est le cout des médicaments considérés comme exorbitant par les chefs de ménages. Les autres problèmes qui s'opposent d'une manière significative sont le non accès aux soins vétérinaires et le non disponibilité des intrants agricoles.

Tableau 17 : Les principaux problèmes de l'élevage

Les principaux problèmes de l'élevage	**Bovins**		**Ovins**		**Caprins**		**Porcins**		**Lapins**		**Volaille**	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Couts des médicaments	104	27,1	**58**	42,3	**123**	49,8	**52**	27,8	59	45,7	95	41,9
Non accès aux soins vétérinaires	78	20,3	32	23,4	23	9,3	51	27,3	**25**	**19,4**	31	13,7
Non disponibilité des intrants	39	10,2	15	10,9	35	14,2	33	17,6	18	14,0	43	18,9
Mévente des produits	69	18,0	18	13,1	25	10,1	19	10,2	21	16,3	18	7,9
Manque de pâturage	61	15,9	9	6,6	31	12,6	**23**	**12,3**	**5**	**3,9**	25	11,0
Faiblesse d'encadrement technique	33	8,6	5	3,6	10	4,0	9	4,8	1	0,8	15	6,6
Total	384	100,0	137	100,0	247	100,0	187	100,0	129	100,0	227	100,0

Par rapport au paiement des frais de santé des animaux d'élevage, les informations collectées au cours de cette année montrent qu'une grande partie des ménages ciblés par l'étude parce qu'étant éleveurs paient moins de 5000 Fbu (35%). Parmi ces derniers, les informations qualitatives collectées disent que parmi ces derniers, il y en a qui déboursent ce montent parce qu'ils n'ont pas assez de ressources pour soigner tous les animaux et à tout moment et d'autres qui ne le font pas parce que leurs animaux ne tombent pas souvent malades.

Tableau 18 : Paiement des soins pour les animaux

Paiement des soins	Effectifs	%
Moins de 5000 Fbu	78	39,7
Entre 5000 et 10000 Fbu	33	16,8
Entre 10000 et 15000 Fbu	30	15,3
Entre 15000 et 20000 Fbu	12	6,1
Plus de 20000 Fbu	43	21,9

Pour ce qui est de la situation du taux de mortalité des animaux, les données recueillies montrent que dans l'ensemble, 76,5% des ménages qui ont répondu à la question affirment que ce taux a sensiblement diminué. Cependant, la situation diffère d'une province à une autre pour les deux provinces et dans les communes où le programme est intervenu. Dans la province de Muramvya, 85,7% des ménages affirment que ce taux a diminué alors c'est 76,5% dans la province de Ngozi. Les principales raisons qui ont fait que ce taux diminue sont notamment l'encadrement technique des agents du programme et d'autres partenaires.

Tableau 19 : Baisse du taux de mortalité

Province	oui		non		Total	
	Effectifs	%	Effectifs	%	Effectifs	%
Muramvya	66	85,7	11	14,3	77	100.0
Ngozi	25	62,5	15	37,5	40	100.0
Total	91	76,5	23	19,3	119	100.0

1.3.2. Les principales cultures

Les données collectées montrent que les principales cultures sont par ordre d'importance le haricot cultivées par 91,9% des ménages, vient ensuite le café par 58,6% des ménages, la patate douce par 53,0% des ménages, le manioc par 45,3%, les légumes par 45,2%, le mais par 38,0%, la banane par 31,9%, et enfin les fruits par 15,1%.

Tableau 20 : Les principales cultures

Culture principale	Effectifs	%
Haricot	513	91.9
Mais	212	38.0
Patate douce	296	53.0
Banane	178	31.9
Manioc	253	45.3
Café	327	58.6
Fruits	84	15.1
Légumes	252	45.2

Par rapport au milieu de culture, les données du tableau ci-dessus montrent que pour toutes les cultures, beaucoup de ménages utilisent les parcelles se trouvant sur les collines pour les différentes cultures. Les légumes sont les plus cultivées dans les marais comme le montrent ce tableau. En effet, 10,6% des chefs de ménages affirment qu'ils pratiquent la culture des légumes dans les marais.

Tableau 21 : Cultures principales et milieu de plantation

cultures principales	colline		marais		colline et marais		Total	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
haricot	**342**	**66.7**	22	4.3	149	29.0	513	100,0
mais	**126**	**59.4**	11	5.2	75	35.4	212	100,0
patate douce	**177**	**60.2**	**20**	**6.8**	97	33.0	294	100,0
bananes	**97**	**55.1**	6	3.4	73	41.5	176	100,0
manioc	**156**	**62.7**	9	3.6	84	33.7	249	100,0
café	**213**	**66.4**	11	3.4	97	30.2	321	100,0
fruits	**53**	**63.9**	3	3.6	27	32.5	83	100,0
légumes	**153**	**62.2**	**26**	**10.6**	67	27.2	246	100,0

Concernant les modes d'accès aux parcelles exploitées, il ressort des données collectées que l'héritage est de loin le mode le plus important d'accès aux parcelles (69,1%), ensuite l'achat pour 44,9% des parcelles, la location pour 16,2% des parcelles et enfin 1,5% des parcelles exploitées par prêt. Il convient de noter ce taux des parcelles achetées car il augmente de plus en plus alors que traditionnellement, la terre était beaucoup plus héritée.

Tableau 22 : Mode d'accès au terrain

Mode d'accès au terrain	Effectifs	%
Héritage	1463	69,1
Achat	949	44.9
Location	342	16.2
Prêt	31	1.5

Par rapport à la question de décision de planter telle ou telle autre culture qui est une question beaucoup plus liée au genre, il ressort du tableau ci-dessus qu'il y a concertation dans la prise des décisions lors de plantation de telle ou telle autre culture (51,8% des cas). Par contre, on remarque qu'il a plus des cas que l'homme prend décision seul (30,6%) que quand la femme prend la décision seule.

Tableau 23 : La décision de planter la culture

Décision de planter les cultures	Effectifs	%
Chef ménage	647	30.6
Femme ménage	241	11.4
Les deux	1095	51.8
Tous les membres du ménage	92	4.4

Pour ce qui est de la mise en place des pépinières, l'homme intervient le plus souvent dans la mise en place des pepinieres (35,6%) et dans 22,2% des cas, les deux s'entraident. La femme intervient seule peu de fois (dans 12,0% des cas seulement).

Tableau 24 : La mise en place des pépinières

Qui s'occupe de la mise en place des pépinières	Effectifs	%
Chef du ménage	231	35.6
Femme du ménage	78	12.0
Les deux	144	22.2
Tous les membres du ménage	22	3.4

Par contre, la femme intervient beaucoup plus dans la récolte (21,5%) par rapport à la femme (12,3%). Evidemment, les sont les plus nombreux où l'homme et la femme interviennent dans cette activité de récolte des produits agricoles.

Tableau 25 : La récolte

Qui s'occupe de la vente de la récolte	Effectifs	%
Chef du ménage	489	12.3
Femme du ménage	857	21.5
Les deux	1964	49.2
Tous les membres du ménage	530	13.3

Pour ce qui de l'agroforesterie, les données du tableau ci-dessus montrent qu'il y a un nombre important avec des parcelles cultivées sans aucun arbre planté dans le champ (35,3). Pour ce qui est des arbres fruitiers, on remarque qu'ils sont présents dans 23,5% des parcelles et ces derniers sont grande partie les avocatiers, les arbres forestiers sont présents dans 34,4% des parcelles et les légumineuses sont présents dans 11,0% des parcelles.

Tableau 26 : L'agroforesterie

Types d'arbres ou arbustes plantes dans les exploitations agricoles	Effectifs	%
Aucune	762	35.3
Arbre fruitier	506	23.5
Arbre forestier	742	34.4
Arbustes forestiers	75	3.5
Plantes forestières	51	2.4
Arbres légumineuses	238	11.0

Sur la protection du sol, on remarque que les parcelles sont beaucoup plus protégées par les courbes de niveau dans 60,4% des cas, les haies vives dans 59,0% des cas et aucune protection dans 19,8%.

Tableau 27 : La protection du sol

Protection du sol	Effectifs	%
Aucune	411	19.8
Haies vives	1223	59.0
Courbes de niveau	1252	60.4
Autres	34	1.6

1.4. Le revenu des ménages partenaires du programme

Concernant la durée du partenariat entre le programme et les ménages qui ont participé à l'étude, les données du tableau ci-dessus montrent qu'on enregistre un fort partenariat entre 2009 et 2010. En effet, cette période correspond au moment où le programme a étendu ses activités du secteur café sur beaucoup de stations pilotes mais aussi sur d'autres secteurs agricoles comme le secteur laitier et le secteur horticole. C'est aussi une période de changement de stratégies dans le secteur agricole à savoir mettre l'emphase sur les petits producteurs horticoles au lieu de se concentrer sur les grands producteurs et exportateurs de fruits et légumes.

Tableau 28 : Durée du partenariat avec les ménages

Partenaires du programme depuis quand?	Fréquence	%
1 an (2012)	27	4,8
2 ans (2011)	116	20,8
3 ans (2010)	186	33,3
4 ans (2009)	134	24,0
5 ans (2008)	95	17,0
Total	558	100,0

Par rapport à l'ancienneté dans la filière, les données collectées montrent dans la filière café, 43,1% des ménages sont impliqués dans la filière depuis plus de 10 ans ce qui était connu à l'avance pour le cas précis de secteur. Dans la filière lait, les ménages sont plus nombreux (55,5%) à affirmer qu'ils sont dans la filière depuis entre 2 ans et 5 ans pas en tant qu'éleveur mais comme étant intégrés dans la filière avec l'encadrement technique et la mise en place des centres de collecte du lait dans la zone d'intervention de ce secteur (Muramvya et Ngozi). Dans le secteur horticole, les ménages sont aussi nombreux à affirmer qu'ils sont la filière depuis 2 ans.

Tableau 29 : Ancienneté dans la filière

	Moins d'une année		Entre 2 ans et 5 ans		Entre 5 ans et 10 ans		Plus de 10 ans		Total	
Filière	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Café	9	3,7	89	36,1	42	17,1	106	43,1	246	100,0
Lait	19	16	**65**	**55,5**	24	20,5	9	7,6	117	100,0
Horticulture	22	11	**127**	**65,1**	25	12,8	21	10,7	195	100,0
Total	50	9	281	50,3	91	16,3	136	24,3	558	100,0

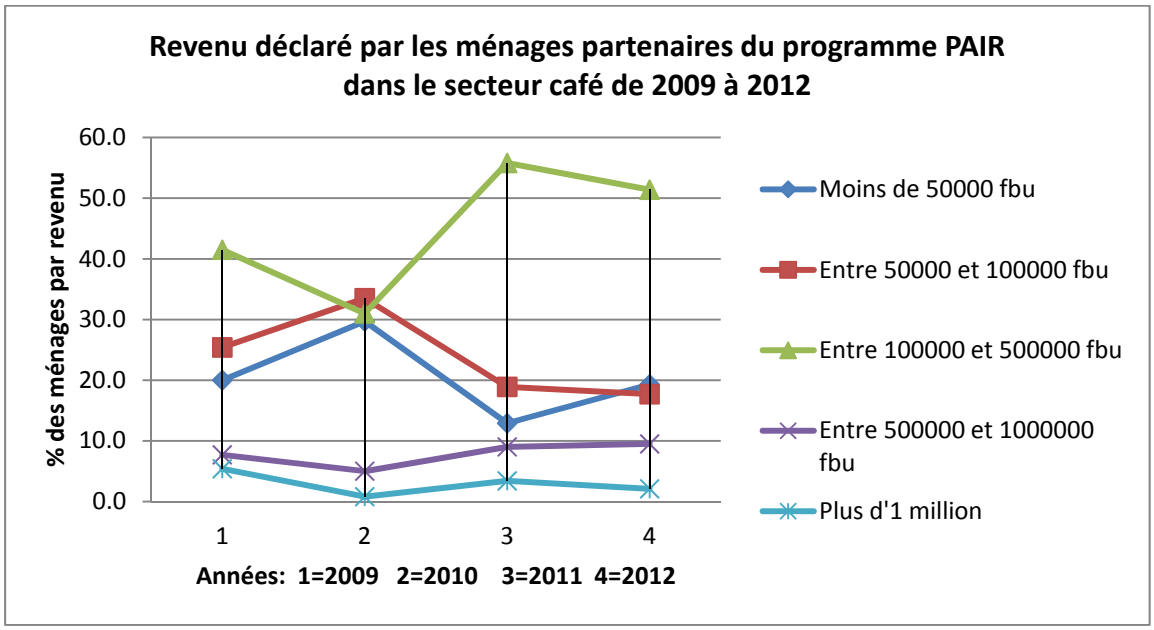
Les données collectées sur le revenu des ménages montrent qu'au niveau global, une bonne partie des ménages (44,7%) ont un revenu compris entre 100.000 et 500.000 Fbu. 20,2% des ménages ont un revenu compris 50.000 et 100.000 Fbu, 19,1% des ménages déclarent un revenu inférieur à 50.000 Fbu, 12,4% estiment que leur revenu annuel est compris entre 500.000 Fbu et 1.000.000 Fbu et seulement 3,5% des ménages estiment que leur revenu dépasse un million.

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

Tableau 30 : Revenu annuel moyen par secteur

Revenu annuel moyen	Secteur café		Secteur lait		Secteur horticulture		Total	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Moins de 50000 fbu	47	19,3	22	20,8	34	17,9	103	19,1
Entre 50000 et 100000 fbu	43	17,7	25	23,6	41	21,6	109	20,2
Entre 100000 et 500000 fbu	125	51,4	45	42,5	71	37,4	241	44,7
Entre 500000 et 1000000 fbu	23	9,5	13	12,3	31	16,3	67	12,4
Plus d'1 million	5	2,1	1	0,9	13	6,8	19	3,5
Total	243	100,0	106	100,0	190	100,0	539	100,0

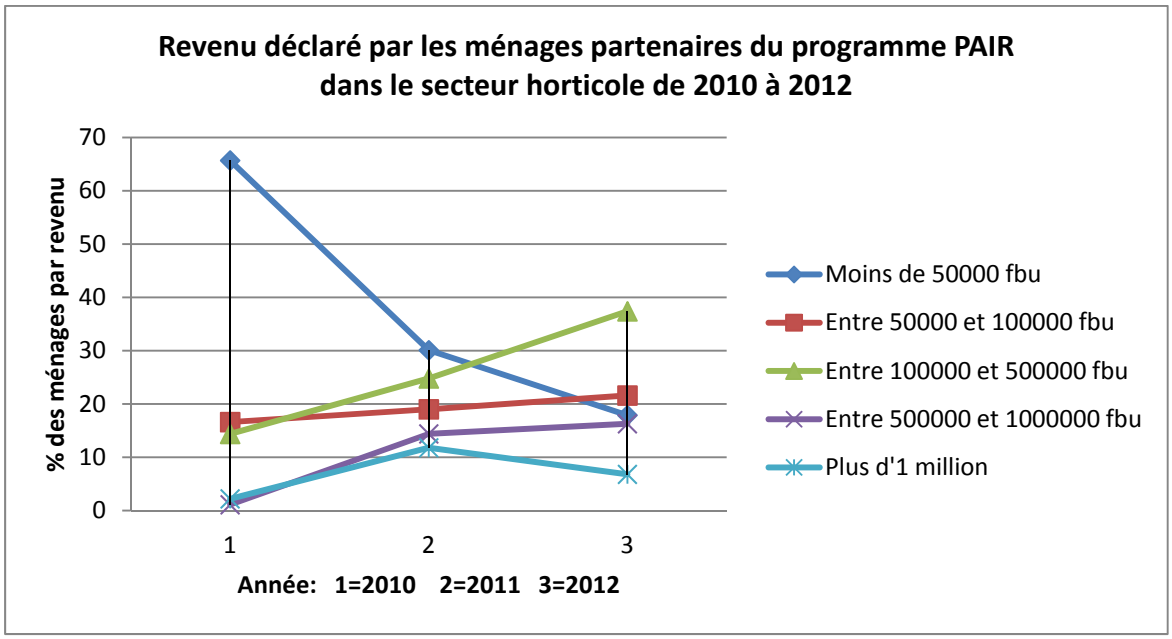
. En faisant l'analyse du niveau d'évolution du revenu des ménages membres des associations partenaires du programme PAIR dans le secteur café de 2009 à 2012, une tendance d'augmentation des ménages ayant un revenu variant entre 100.000 Fbu et 500.000 Fbu. Cette même tendance s'observe pour les ménages qui sont dans la tranche de revenu variant entre 500.000 et 1.000.000 Fbu quoi que ce pourcentage reste faible



Dans le secteur horticole, les données présentées par le graphique ci-dessus sont celles des années 2010, 2011 et 2012 car en 2009, le programme n'a pas collectées des données dans ce domaine étant donné qu'il

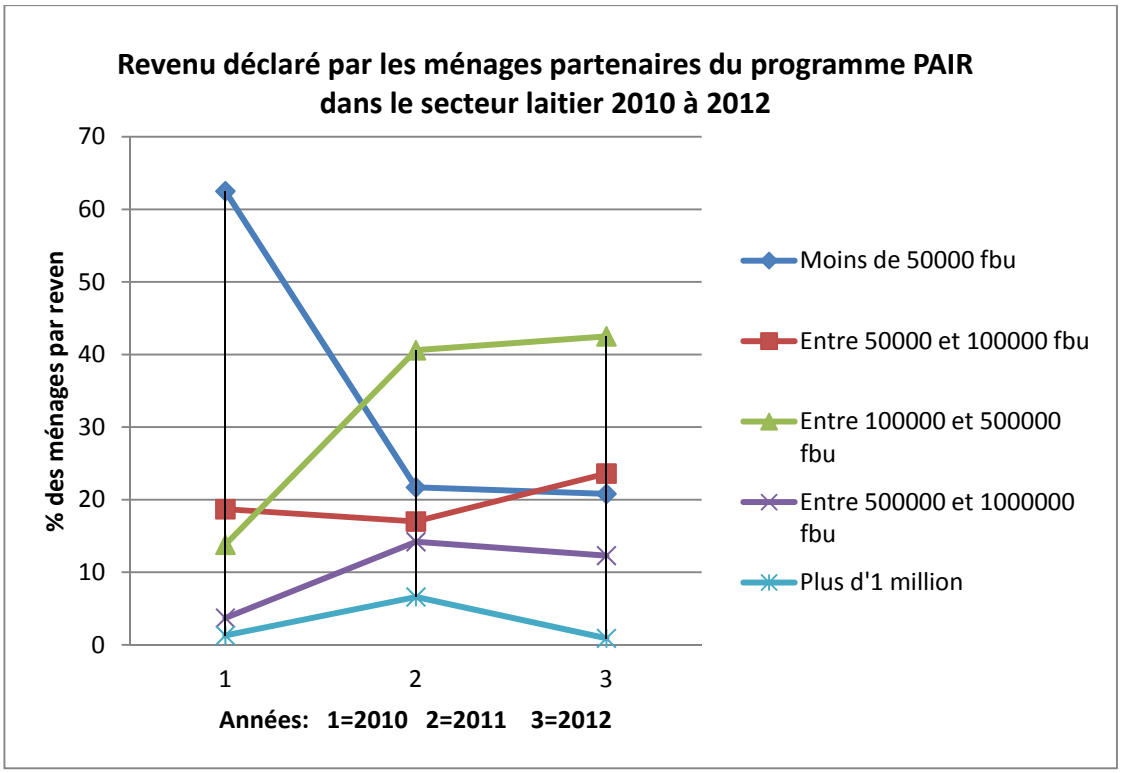
n'y avait pas encore beaucoup d'activités opérationnelles sur terrain. Les principaux constats qui se dégagent sont les suivants :

- Le pourcentage des ménages ayant un revenu faible (Moins de 50.000 Fbu) a diminué d'une manière significative ;
- Le % des ménages ayant un revenu entre 100.000 et 500.000 fbu augmente exponentiellement ;



Dans le secteur laitier, les données du graphique ci-dessus relatif à l'évolution des revenus annuels moyens déclarés des ménages membres des associations partenaires montrent les tendances suivantes :

- Le % des ménages à revenu faible a sensiblement diminué de 2010 à 2012 (les données de ce secteur n'ont pas été collectées car il n'y avait beaucoup d'activités opérationnelles sur terrain) ;
- Le % des ménages ayant un revenu annuel moyen variant entre 100.000 et 500.000 fbu a tendance d'augmenter entre 2010 et 2012 ;
- Le % des ménages ayant un revenu annuel moyen compris entre 500.000 et 1.000.000 fbu a tendance d'augmenter entre 2010 et 2012 ;



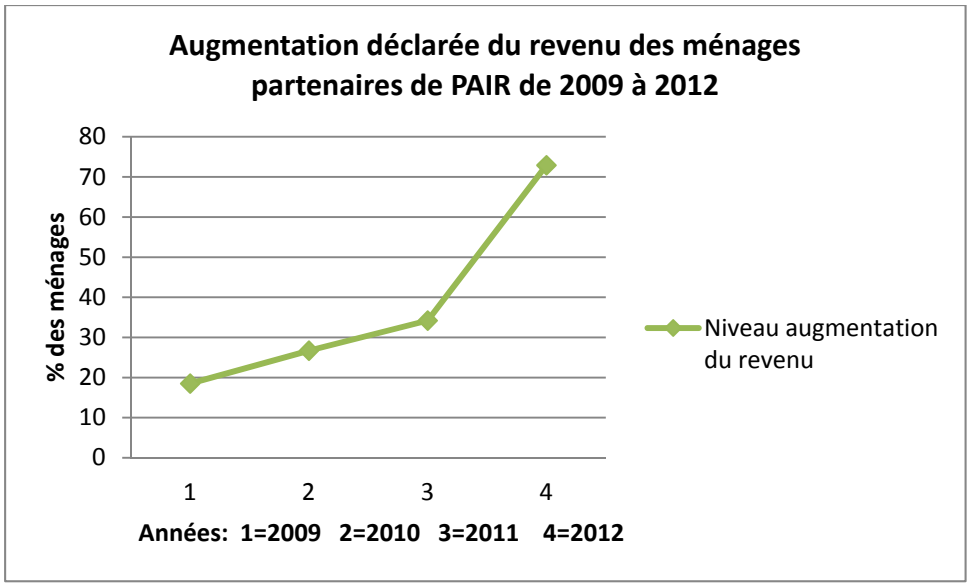
- **Indicateur : % des personnes impliquées dans les chaines de valeur qui affirment que leur revenu a augmenté et qui le démontrent par des exemples**

Par rapport à la question de l'augmentation du revenu depuis que les ménages ont commencé à travailler avec le programme PAIR, les informations collectées montrent que 72,9 des ménages affirment qu'ils ont augmenté le revenu. La satisfaction sur le revenu est particulièrement remarquable dans le secteur horticole où 84,7% des ménages participants à l'enquête affirment que leur revenu a augmenté. C'est aussi dans le secteur laitier où 71,6% des ménages affirment que leur revenu a augmenté. Les informations qualitatives collectées à travers les focus group révèlent à ce sujet que dans le secteur horticole, les ménages sont plus satisfaits par les subventions obtenues. Bien que leur revenu ne soit pas très élevé, les membres des associations ont pu gagner des revenus les permettant de subvenir aux besoins les plus importants des ménages comme l'éducation, la scolarisation des enfants et le paiement des soins de santé

Tableau 31 : Augmentation du revenu par secteur

Secteur	oui		non		Total	
	Effectifs	%	Effectifs	%	Effectifs	%
Café	156	64,2	87	35,8	243	100,0
Lait	83	71,6	33	28,4	116	100,0
Horticulture	161	84,7	29	15,3	190	100,0
Total	400	72,9	149	27,1	549	100,0

Par rapport à l'évolution de cet indicateur, le graphique ci-dessus montre que de 2009 à 2012, l'augmentation du revenu selon les membres des associations a connu une évolution positive et un pique particulier en 2012. Selon les informations qualitatives collectées, cette situation est influencée par les subventions octroyées aux partenaires du programme dans le secteur horticole au cours de cette année.



Concernant les proportions d'augmentation du niveau de revenu, les données collectées montrent que dans le secteur café, parmi les ménages qui affirment que leur revenu a augmenté, une grande partie c'est-à-dire 32,5% affirme que le revenu a augmenté moins d'une fois. Dans le secteur laitier, une bonne partie c'est-à-dire 39,0% des ménages dont le revenu a augmenté disent qu'il a augmenté une fois. Par contre, dans le secteur horticole, beaucoup de ménages (35,8%) des ménages affirment que leur revenu a augmenté deux fois ce qui montre encore que les ménages partenaires de ce secteur sont encore une fois satisfaits des résultats obtenus en particulier au cour de l'année fiscale en cours. En plus, quand on analyse les résultats au plus haut niveau de l'échelle des proportions, on remarque qu'il y a 17,3% des ménages dans le secteur horticole qui affirment que leur revenu a augmenté de plus de 3 fois alors que dans les deux autres secteur en l'occurrence le secteur café et le secteur laitier il n'y a que respectivement 2,6% et 1,2% qui affirment que le revenu a augmenté de plus de trois fois.

L'augmentation du revenu de 30 ménages du secteur café qui ont particulièrement visé par cette étude montre une grande augmentation du revenu de 16,7% en 2009 à 73,3% en 2012.

Tableau 32 : Proportion d'augmentation des revenus

Secteur	Moins d'une fois		1 fois		2 fois		3 fois		Plus de 3 fois		Total	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%			Effectifs	%
Café	50	**32,5**	43	27,9	44	28,6	13	8,4	4	2,6	154	100,0
Lait	16	19,5	32	**39,0**	27	32,9	6	7,3	1	1,2	82	100,0
Horticulture	13	8,0	32	19,8	58	**35,8**	31	19,1	28	17,3	162	100,0
Total	79	19,8	107	26,9	129	32,4	50	12,6	33	8,3	398	100,0

Les ménages qui sont membres des associations partenaires du programme PAIR affirment en large majorité que leurs associations ont des comptes dans des institutions de micro finance ou dans des banques commerciales ou de développement. En effet, 82,6% des membres des associations affirment qu'ils des comptes en banque. En analysant les informations par secteur d'interventions du programme, les données montrent que c'est dans le secteur horticole où il y a plus de ménages qui affirment que leurs associations ont un compte dans une institution de micro-finance ou dans une banque.

Tableau 33 : Possession d'un compte financier

Secteur	oui		non		Total	
	Effectifs	**%**	**Effectifs**	**%**	**Effectifs**	**%**
Café	183	80,6	44	19,4	227	100,0
Lait	93	82,3	20	17,7	113	100,0
Horticulture	161	85,2	28	14,8	189	100,0
Total	437	82,6	92	17,4	529	100,0

Les données du tableau ci-dessus montrent que 81,9% des ménages affirment que leurs associations ont un compte dans une Institution de Micro-finance (IMF). Cela montre combien ces institutions sont des partenaires privilégiés des productions agricoles et de leurs organisations. Au niveau des autres types de banques, les données montrent que ce sont les banques commerciales qui viennent en deuxième position ce qui s'explique par la proximité de ces banques commerciales par rapport aux banques de développement connues comme la Banque Nationale de Développement Economique (BNDE) qui a peu d'agence à l'intérieure du pays.

Tableau 34 : Un compte dans quel établissement bancaire

Secteur	IMF		banques commerciales		banque de développement		autres		Total	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Café	132	88,0	12	8,0	5	3,3	1	0,7	150	100,0
Lait	55	68,8	23	28,8	1	1,3	1	1,3	80	100,0
Horticulture	107	82,9	18	14,0	1	0,8	3	2,3	129	100,0
Total	294	81,9	53	14,8	7	1,9	5	1,4	359	100,0

Au niveau global, les données collectées montrent que 31,8% selon les participants à l'enquête du revenu est directement déposé sur le compte des associations dans plus de 50% des cas. Il existe aussi une partie importante des chefs de ménages membres des associations partenaires du programme PAIR (26,2%) qui affirment que le revenu issu des activités génératrices de revenu déposé sur le compte est inférieur à 10%. La principale raison avancée est que le revenu obtenu est souvent insuffisant pour être mis dans la banque et quelques fois, le revenu est directement partagé par les membres des associations.

Tableau 35 : Proportion du montant des activités génératrices de revenu déposé sur le compte selon les participants à l'enquête.

Secteur	Inférieur à 10%		10 à 20%		21 à 30%		31 à 40%		41 à 50%		Plus de 50%		Total	
	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Café	38	29,0	25	19,1	6	4,6	8	6,1	13	9,9	**41**	**31,3**	131	100,0
Lait	**26**	**35,1**	11	14,9	7	9,5	6	8,1	12	16,2	12	16,2	74	100,0
Horticulture	24	18,3	19	14,5	15	11,5	3	2,3	16	12,2	**54**	**41,2**	131	100,0
Total	88	26,2	55	16,4	28	8,3	17	5,1	41	12,2	**107**	**31,8**	336	100,0

Concernant le crédit dans l'association, les données collectées montrent que sur les 365 chefs de ménages qui ont répondu à la question, seulement 69 soit 18,9% des ménages affirment qu'au niveau de leurs associations, ils sont déjà contracté un crédit alors que dans le paragraphe précédent, il a été remarqué qu'il y a un nombre important des chefs de ménages qui affirment qu'ils font l'épargne. Ce qui signifie que les producteurs font des déports dans les banques en particulier dans les IMF mais qu'en retour ils ne contractent pas de crédit pour plusieurs raisons notamment i) les procédures administratives qui sont encore lourdes, ii) Les banques ne viennent pas vers les clients producteurs agricoles pour leur informer des opportunités de crédit ou iii) les producteurs n'acceptent de prendre le risque en contractant le credit.

Tableau 36 : Le crédit dans l'association

	oui		**non**		**Total**	
Secteur	**Effectifs**	**%**	**Effectifs**	**%**	**Effectifs**	**%**
Café	59	36,4	103	63,6	162	100,0
Lait	4	4,8	79	95,2	83	100,0
Horticulture	6	5,0	114	95,0	120	100,0
Total	69	18,9	296	81,1	365	100,0

Concernant la taille des montants faisant objet de prêt dans les associations, les données collectées montrent que dans l'ensemble, ce sont de petits montants inférieurs à 10.000 Fbu. En faisant l'analyse des données par secteur, on trouve que dans le secteur café et dans le secteur horticole, une bonne partie des chefs des ménages affirment que les crédits sont inférieurs à 10.000 Fbu alors que dans le secteur laitier, 64,7% des chefs de ménages affirment que les montants des crédits varient entre 11.000 Fbu et 20.000 Fbu. Dans les catégories des montants des crédits les plus élevés (> à 50.000 Fbu), les ménages du secteur café sont les plus nombreux (15,4%) contre 11,8% dans le secteur laitier et 8,6% dans le secteur horticole.

Tableau 37 : Montant maximum des crédits au sein des associations

	Inférieur à 10.000 Fbu		Entre 11.000 et 20.000 Fbu		Entre 21.000 et 30.000 Fbu		Entre 31.000 et 40.000 Fbu		Entre 41.000 et 50.000 Fbu		Plus de 50.000		Total	
Secteur	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Café	**26**	**50,0**	10	19,2	3	5,8	2	3,8	3	5,8	8	15,4	52	100,0
Lait	3	17,6	**11**	**64,7**					1	5,9	2	11,8	17	100,0
Horticulture	**35**	**50,0**	21	30,0	7	10,0			1	1,4	6	8,6	70	100,0
Total	64	46,0	42	30,2	10	7,2	2	1,4	5	3,6	16	11,5	139	100,0

Pour ce qui du taux d'intérêt au sein des associations, les données du tableau ci-dessus montrent que les chefs des ménages participants à l'enquête affirment que le taux d'intérêt est inférieur à 10%. Il est à remarquer aussi que des taux d'intérêts supérieurs à 50% ont été signalés dans le secteur café par 10,9% des ménages dans le secteur café et 31,7% dans le secteur horticole. Ceci montre combien les producteurs recourent au crédit même quand les taux d'intérêts sont aussi exorbitants.

Tableau 38 : Estimation du taux d'intérêt au sein des associations selon les participants à l'enquête

	Inférieur à 10%		Entre 11 et 20%		Entre 21 et 30%		Entre 31et 40%		Entre 41 et 50%		Plus de 50%		Total	
Secteur	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%	Effectifs	%
Café	23	**50,0**	15	32,6	1	2,2	1	2,2	1	2,2	5	**10,9**	46	100,0
Lait	5	**62,5**	3	37,5									8	100,0
Horticulture	22	**36,7**	11	18,3	5	8,3			3	5,0	19	**31,7**	60	100,0
Total	50	**43,9**	29	25,4	6	5,3	1	0,9	4	3,5	24	**21,1**	114	100,0

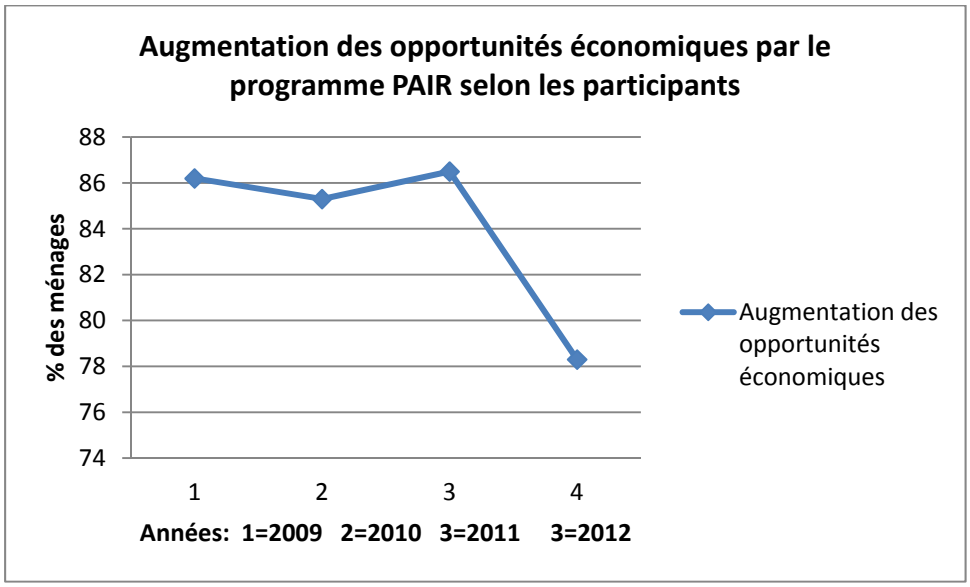
- **Indicateur : % des partenaires du programme qui pensent que le projet a contribué à l'augmentation des opportunités économiques en milieu rural**

Par rapport à la question de savoir si le programme PAIR contribue à l'augmentation des opportunités économiques en milieu rurale, les données montrent que globalement, 78,3% des membres des associations partenaires du programme affirment qu'ils contribuent à l'augmentation des opportunités économiques en milieu rural. Par secteur, la fréquence est faible dans le secteur café par rapport aux autres. La principale raison évoquée est que le prix du café au producteur a chuté surtout avec la nouvelle politique de fixation du prix une fois les deux semaines où les producteurs ont le sentiment que les prix continuent de chuter progressivement. Par contre, dans le secteur horticole, les ménages sont les plus nombreux à affirmer que le programme contribue à l'augmentation des opportunités en milieu rural.

Tableau 39 : Contribution du programme à l'augmentation des opportunités économiques en milieu rural

	oui		non		Total	
Secteur	**Effectifs**	**%**	**Effectifs**	**%**	**Effectifs**	**%**
Café	163	68,2	76	31,8	239	100,0
Lait	90	76,9	27	23,1	117	100,0
Horticulture	176	91,7	16	8,3	192	100,0
Total	429	78,3	119	21,7	548	100,0

Le graphique ci-dessus montre l'évolution de la question d'augmentation des opportunités économiques par le programme PAIR selon les participants à l'enquête de 2009 à 2012. On constate que de 2009 à 2012, cet indicateur a connu une évolution en dent de scie avec une particularité en 2012 où le niveau est passé de 86,5% en 2011 à 78,3% en 2012. Selon les informations qualitatives collectées à ce niveau, les ménages producteurs croyaient que le programme PAIR allait les aider à augmenter le prix au kg du café mais trouvent que cet objectif n'a pas été atteint. En particulier, au cours de cette campagne café 2011-2012, les producteurs du café n'ont pas apprécié la fixation du prix du café une fois les deux semaines surtout que le prix baisse de temps en temps.



En considérant les mêmes ménages entre en 2009 et 2012, on constate que pour cet indicateur, il y a baisse de niveau comme le graphique le graphique ci-dessus pour la raison évoquée dans le paragraphe précédent (fixation du prix du cas une fois les deux semaines avec que quelques fois baisse de prix au kg de café pour les producteurs

1.5. Techniques et technologies

Dans le secteur café, les techniques les plus rependues comme dans les années passées sont la récolte de la cerise mure et les techniques d'entretien du café (sarclage, fertilisation, paillage, traitement phytosanitaire) pour respectivement 75,3% et 74,9% des ménages ayant participé à l'enquête du secteur café.

Dans le secteur, les techniques les plus usitées par les producteurs sont l'irrigation et les bonnes pratiques agricoles (tuteurage, densité de semis, utilisation des cageots) pour respectivement 43,2% et 40,2% des ménages ayant participé à l'étude.

Dans le secteur laitier, les techniques les plus utilisées sont la stabulation permanente et l'hygiène du lait pour respectivement 77,3% et 59,7% des ménages du secteur qui ont pris part à l'enquête.

- **% 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**

Tableau 40 : Les techniques et les technologies

Secteur d'intervention	Techniques et technologies	Fréquence	%
Café	Récolte de la cerise mure	183	75,3
	Sélection de la cerise mure sur table	110	45,3
	Sélection de la cerise par flottaison	146	60,1
	Séchage pyramidale	92	37,9
	Techniques d'entretien du café (sarclage, fertilisation, paillage, traitement phytosanitaire)	182	74,9
Horticulture	Irrigation	86	43,2
	Greffage	0	0
	Emballage des produits	2	1,0
	Triage des produits	8	4,0
	Production biologique	11	5,5
	Bonnes pratiques agricoles (tuteurage, densité de semis, utilisation des cageots, etc.)	80	40,2
	Extraction des jus et des concentrés	9	4,5
Lait	Stabulation permanente	92	77,3
	Hygiène du lait	71	59,7
	Amélioration génétique	37	31,1
	Cultures fourragères	65	54,6

1.6. Protection de l'environnement

Par rapport à l'environnement, les ménages partenaires du programme trouve que l'environnement se dégrade de plus en plus. En effet, 62,9% de ces ménages trouvent que l'environnement se dégrade de plus en plus parce qu'il y a des feux de brousse durant la saison sèche, la population augmente rapidement et crée une grande pression sur les ressources naturelles. Ceux qui pensent que l'environnement ne se dégrade pas avancent les principaux arguments suivants : les ménages creusent des courbes de niveau et plantes des herbes fixatrices du sol, il y a plantation des arbres en milieu rural pour protéger l'environnement.

Tableau 41 : Perceptions des ménages partenaires du programme sur la situation de l'environnement au Burundi

L'environnement se dégrade de plus en plus	Effectifs	%
Oui	349	62,9
Non	206	37,1
Total	555	100,0

- **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**

Les principales techniques de sauvegarde de l'environnement utilisées par les producteurs dans les secteurs d'intervention du programme sont selon les informations collectées dans le secteur café la transformation de la pulpe en fumure et la construction des latrines et infrastructures d'assainissement sur les stations de lavage du café. Dans le secteur horticole, les principales techniques utilisées pour sauvegarder l'environnement sont la mise en place des courbes de niveau dans les champs et la plantation des plantes fixatrices du sol. Dans le secteur laitier, les principales techniques utilisées par les producteurs sont l'installation des plantes fixatrices et la mise en place des courbes de niveau dans les champs.

Tableau 42 : Principales techniques de sauvegarde de l'environnement par secteur

Secteur d'intervention	Techniques de sauvegarde de l'environnement	Fréquence	%
Secteur café	Traitement des eaux usées	71	29,2
	Construction des latrines sur sites de travail	104	42,7
	Transformation de la pulpe en fumure	125	51,4
	Mise en place des courbes de niveau	41	16,8
	Plantation des plantes fixatrices	148	60,9
	Autres	9	3,7
Secteur horticole	Installation des courbes de niveau	143	73,3
	Plantation des plantes fixatrices	104	53,3
	Cultures biologiques	17	8,7
	Traitement des eaux usées	39	2,0
	Construction des latrines sur les sites de travail	28	1,4
Secteur laitier	Traitement des eaux usées	25	21,4
	Construction des latrines sur les sites de travail	38	32,5
	Mise en place des courbes de niveau	81	69,2
	Installation des plantes fixatrices	87	74,4

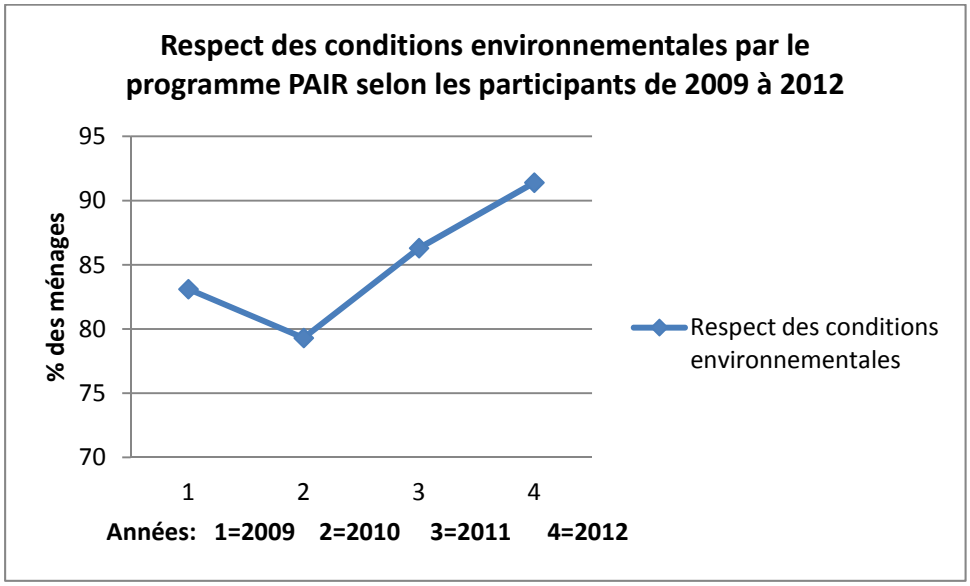
- **Indicateur : % des partenaires du programme qui affirment que les conditions environnementales ont été respectées lors de l'exécution des activités du programme et qui donnent des exemples**

Au cours de cette année fiscale, les données collectées montrent qu'une très grande partie des chefs de ménages (91,4%) ayant participé à l'enquête affirment que le programme respectent les contions environnementales lors de la mise en œuvre des activités. Les principales raisons évoquées sont notamment le fait que le programme sensibilise les partenaires à sauvegarder l'environnement, le programme a initié la méthode de transformation de la pulpe du café en fumure organique alors que cette matière n'était pas utilisé efficacement comme aujourd'hui.

Tableau 43 : Respect des conditions environnementales par PAIR selon les producteurs membres des associations partenaires

Respect des conditions environnementales	Effectifs	%
Oui	**500**	**91,4**
Non	47	8,6
Total	547	100,0

En faisant l'analyse de l'évolution dans le temps de cet indicateur, on constate que de 2009 à 2012, les ménages continuent à être nombreux pour affirmer que le programme PAIR respecte les conditions environnementales mis à part qu'en 2010, il y a eu une petite baisse de l'indicateur qui a passé de 83,1% en 2009 pour aller à 79,3% en 2010 et remonter en encore à 86,3% en 2011.



1.7. Genre et organisations des producteurs

Les informations collectées sur la nature des associations des producteurs partenaires du programme montrent que 62,7% des associations sont mixtes c'est-à-dire une bonne représentation de la femme et la femme occupe au moins un des postes les plus importants du comité à savoir la présidence, la trésorerie et le secrétariat. Il importe de signaler aussi que 25% des associations sont exclusivement féminines c'est-à-

dire que les femmes sont les plus nombreuses dans les associations et occupent les postes les plus importants du comité en l'occurrence la présidence, la trésorerie et le secrétariat.

Tableau 44 : Types d'association des producteurs partenaires du programme

Type d'association	Effectifs	%
Masculine	68	12,4
Féminine	137	25,0
Mixte	344	62,7
Total	549	100,0

Dans les organisations des producteurs, il ne suffit pas que des comités soient créés seulement et que tous les postes soient occupés mais aussi il est important que les membres des associations comprennent leurs rôles et leurs responsabilités et en particulier ceux des membres des comités. De cette manière, les organisations seront efficacement gérées et les membres pourront même exiger des comptes si nécessaires. Selon les informations collectées, le tableau ci-dessus montre que d'une manière générale, les membres comprennent très bien les rôles et les responsabilités des organes des postes du comité des associations.

Tableau 45 : Niveau de compréhension des rôles et des responsabilités des membres du comité par les membres des associations

Postes	**Niveau de Compréhension du rôle**	**Effectifs**	**%**
Président	**Très Bien**	**135**	**77,1**
	Bien	34	19,4
	Moyen	2	11
	Nul	4	2,3
Vice-président	**Très Bien**	**159**	**67,4**
	Bien	73	30,9
	Moyen	3	1,3
	nul	1	0,4
Secrétaire	**Très Bien**	**153**	**73,9**
	Bien	52	**25,1**
	Moyen	1	**0,5**
	nul	1	**0,5**
Trésorière	**Très Bien**	**224**	**68,5**
	Bien	97	**29,7**
	Moyen	6	**1,8**
	nul	0	**0,0**
Conseillère	**Très Bien**	**147**	**65,6**
	Bien	72	**32,1**
	Moyen	4	**1,8**
	nul	1	**0,4**

Par rapport à la question du niveau d'agrément des associations partenaires du programme, une grande partie des chefs de ménages (34,1%) affirment que leurs associations sont agrées jusqu'au niveau communal. En outre, 30,4% des chefs de ménage affirment que leurs organisations sont agrées jusqu'au niveau national et 29,5% des chefs de ménage ayant participé à l'enquête affirment que leurs associations sont agrées jusqu'au niveau provincial.

Tableau 46 : Niveau d'agrément des associations partenaires du programme PAIR selon les participants à l'enquête

Niveau d'agrément	Effectifs	%
Communal	188	34,1
Provincial	163	29,5
National	168	30,4
Ne Sait Pas	33	6,0
Total	552	100,0

Par rapport aux outils de gestion, les données du tableau ci-dessus montrent que 89,4% des chefs de ménage disent que leurs associations possèdent des statuts en Kirundi.

Tableau 47 : Existence d'un statut en Kirundi (langue nationale) au sein des associations

Existence d'un statut	Effectifs	%
Oui	495	89,4
Non	15	2,7
Ne sait pas	44	7,9
Total	554	100,0

Pour ce qui est du règlement d'ordre intérieur, les participants à l'enquête affirment que leurs organisations possèdent un règlement d'ordre Intérieure en langue nationale pour 87,9% de ces derniers.

Tableau 48 : Possession d'un règlement d'ordre intérieur au sein des associations partenaires

Existence Règlement d'ordre intérieur	Effectifs	%
Oui	488	87,9
Non	19	3,4
Ne sait pas	48	8,6
Total	555	100,0

Le programme a au cours de sa mise en œuvre, renforcé les capacités des associations partenaires au niveau organisationnel et de la gestion de leurs biens. Un des thèmes développés est l'utilisation des documents de gestion notamment le livre de caisse, le livre de banque, le livre de stock, les procès-verbaux des réunions, etc. Ces documents doivent être aussi tenus par les membres du comité á habilité à le faire. Les données collectées à ce sujet montrent que ces documents sont essentiellement tenus par les présidents, ensuite par le trésorier et le secrétaire. A ce niveau, il y a des efforts à consentir pour que les présidents ne tiennent pas beaucoup de documents parce qu'une bonne partie de ces derniers doivent être tenus par les trésoriers (les documents de gestion) et par les secrétaires (les documents administratifs : les PV des réunions, les registres des présences aux activités, etc.).

Tableau 49 : Tenu des documents de gestion.

Qui tient les documents de gestion	**Fréquence**	**%**
Secrétaire	65	11,8

Trésorier	172	31,2
Secrétaire et trésorier	69	12,5
Président	204	37,0
Autres	18	3,3
Ne Sait Pas	23	4,2
Total	551	100,0

Dans le cadre du renforcement des organisations des producteurs, le programme a introduit l'alphabétisation des membres des associations producteurs pour qu'ils puissent avoir accès à tous les droits mais aussi accomplir tous devoirs envers leurs organisations. Cette activité a couvert toutes les provinces d'intervention. Les données du tableau ci-dessus montrent que 64,3% des participants à l'enquête affirment qu'ils ont déjà vu ou participé à l'alphabétisation. Ceux qui ont déjà participé affirment que c'est une activité importante parce qu'elle permet d'améliorer le niveau des connaissances des membres, de se faire élire dans les organes de gestion des associations et améliorer ainsi la gouvernance dans les associations.

Tableau 50 : Alphabétisation au sein des organisations des producteurs

Entendu parler de l'activité d'alphabétisation	Effectifs	%
Oui	355	64,3
Non	197	35,7
Total	552	100,0

1.8. La communication

Le programme a en partenariat avec la radio Isanganiro initié une émission radiophonique de 30 minutes intitulée « Akeza karigura » qui est diffusée une fois par semaine mais aussi rediffusé une fois pour promouvoir la communication et la visibilité de ses activités. Au départ, l'émission traitait les questions en rapport avec le secteur café mais depuis deux ans, l'émission traite toutes les informations de tous les secteurs et domaines du programme. Avant d'aller directement au niveau de l'écoute de cette émission par les partenaires du programme, l'étude a bien voulu savoir combien parmi les participants écoutent la radio. Les données du tableau ci-dessus montrent que 77,5% des participants affirment qu'ils écoutent la radio.

Tableau 51 : Taux d'écoute de la radio chez les partenaires du programme PAIR

Ecoute de la radio	Effectifs	%
Oui	433	77,5
Non	125	22,4
Total	558	100,0

Concernant l'écoute proprement dite de l'émission AKEZA KARIGURA, les données du tableau ci-dessus montrent que d'une manière générale, 59,8% des ménages affirment qu'ils écoutent l'émission. En analysant les informations par secteur, les données du tableau ci-dessus montrent que 68,8% des chefs de

ménage provenant du secteur café écoutent l'émission (plus nombreuse), dans le secteur horticole, il y a 63,6% des chefs de ménage et dans le secteur laitier, ils sont 35,1% à affirmer qu'ils écoutent l'émission AKEZA KARIGURA. Cette émission est importante selon les personnes qui l'ont déjà écoutées car certains ont déjà appris comment on fait l'entretien du café et d'autres ont appris comment développer l'agriculture et l'élevage.

Tableau 52 : Taux d'écoute de l'émission AKEZA KARIGURA

Ecoute de l'émission Akeza karigura	Oui		Non		Total	
	Effectifs	%	Effectifs	%	Effectifs	%
café	137	68,8	62	31,1	199	100,0
lait	33	35,1	61	64,8	94	100,0
horticulture	89	63,6	51	36,4	140	100,0
Total	259	59,8	174	40,1	433	100,0

2. Conclusion

Le rapport de la cinquième année sur les indicateurs internes du programme s'inscrit dans le cadre de la mise en œuvre du plan de suivi de la performance élaboré par le programme PAIR. Il concerne les indicateurs internes mis en place pour mesurer la tendance d'évolution de ces derniers dans le temps. Au cours de cette année, les données collectées montrent que les indicateurs ont connu évolution positive par rapport aux années antérieures mis en part l'indicateur relatif à l'augmentation des opportunités économiques. Pour ce dernier, les producteurs en particuliers ceux du secteur café ont donné un avis défavorable parce que selon eux, ils s'attendaient à ce que les prix montent au kilogramme mais ce prix n'a pas monté mais aussi la fixation du prix une fois les deux semaines qui de temps en temps diminuent n'a pas plu aux producteurs. Le tableau ci-dessus montre la situation des indicateurs de 2009 à 2012.

TABLEAU RECAPUTILATIF DE LA SITUATION DES INDICATEURS DE 2009 à 2012				
Nom de l'indicateur	**Juillet 2009**	**Juillet 2010**	**Aout 2011**	**Aout 2012**
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%	Moins de 50.000 Fbu=48,0% Entre 50.000 Fbu et 100.000 Fbu=23,4% Entre 100.000 et 500.000 Fbu=23,0% Entre 500.000 et 1.000.000 Fbu=4,2% Plus de 1.000.000 Fbu=2,0%	Moins de 50000 fbu=20,1% Entre 50000 et 100000 fbu=18,5% Entre 100000 et 500000 fbu= 42,9% Entre 500000 et 1000000 fbu=11,8% Plus d'1 million = 6,7%	Moins de 50000 fbu=21,9% Entre 50000 et 100000 fbu=20,2% Entre 100000 et 500000 fbu= 44,7% Entre 500000 et 1000000 fbu=12,4% Plus d'1 million = 3,5%
% des personnes impliquées dans les chaines de valeur qui affirment que leur revenu a augmenté et qui le démontrent par des exemples	18,5%	26,7%	34,2%	72,9%
% 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%	**Secteur café** Récolte de la cerise mure=49,1% Sélection de la cerise sur table=16,3% Sélection de la cerise par flottaison=18,6% Séchage pyramidale=5,9% Techniques d'entretien du café=86,4% Redimensionnement des bacs de flottaison=3,6% **Secteur horticole** Irrigation=65% Emballage des produits=16,3%	**Secteur café** Récolte de la cerise mure=44.7% Sélection de la cerise sur table=18,2% Sélection de la cerise par flottaison=14,9% Séchage pyramidale=7,8% Techniques d'entretien du café=87,5% Redimensionnement des bacs de flottaison=4,5% **Secteur horticole** Irrigation=65% Emballage des produits=15,7%	Récolte de la cerise mure=75,3% Sélection de la cerise sur table=45,3 Sélection de la cerise par flottaison=60,1 Séchage pyramidale=37,9% Techniques d'entretien du café=74,9% Redimensionnement des bacs de flottaison=0% **Secteur horticole** Irrigation=43,2% Emballage des produits=1,0% Triage des produits=4,0%

		Triage des produits=37,5 Production biologique=2,5% Bonne pratiques agricoles=77,5% **<u>Secteur laitier</u>** Stabulation permanente= 52,5% Hygiène du lait=45% Cultures fourragères=47,5% Transport hygiénique du lait=27,5%	Triage des produits=48,5% Production biologique=3,6% Bonne pratiques agricoles=79,7% **<u>Secteur laitier</u>** Stabulation permanente=47,9% Hygiène du lait=48% Cultures fourragères=49,5% Transport hygiénique du lait=38,6%	Production biologique=5,5% Bonne pratiques agricoles=40,2% **<u>Secteur laitier</u>** Stabulation permanente=77,3%% Hygiène du lait=59,7% Cultures fourragères=54,6% Transport hygiénique du lait=38,6%
% 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%	79,3%	86,3%	91,4%

% 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%	**Secteur café** Traçage des courbes de niveau=68,3% Latrines sur les sites de travail=8,0% Transformation de la pulpe en fumure organique=10,7% Plantations des herbes fixatrices=25,7% **Secteur horticole** Traçage des courbes de niveau=40,0% Plantes fixatrices=32,5% Installation des brises vents=10% **Secteur lait** Traçage des courbes de niveau=40,6% Plantes fixatrices=28,1% Installation des brises vents=9,4%	**Secteur café** Traçage des courbes de niveau=72,2% Latrines sur les sites de travail=13,4% Transformation de la pulpe en fumure organique=9,7% Plantations des herbes fixatrices=30,4% **Secteur horticole** Traçage des courbes de niveau=45,7% Plantes fixatrices=28,0% Installation des brises vents=12,4% **Secteur lait** Traçage des courbes de niveau=41,2% Plantes fixatrices=26,9% Installation des brises vents=9,2¨%	**Secteur café** Traitement des eaux usées=29,2% Traçage des courbes de niveau=16,8% Latrines sur les sites de travail=42,7% Transformation de la pulpe en fumure organique=51,4% Plantations des herbes fixatrices=60,9% **Secteur horticole** Traçage des courbes de niveau=73,3% Plantes fixatrices=53,3% Traitement des eaux usées=2,0% **Secteur lait** Traçage des courbes de niveau=96,2% Plantes fixatrices=74,4%% Traitement des eaux usées=21,4
% des partenaires du programme qui pensent que le projet a contribué à l'augmentation des opportunités économiques en	86,2%	85,3%	**86,5%**	**78,3%**

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