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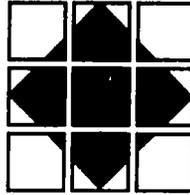
REPUBLIC OF ZAIRE

DEPARTMENT OF RURAL DEVELOPMENT

***SECOND ANNUAL REPORT
OCTOBER 1988 - OCTOBER 1989***

*USAID/ZAIRE AREA FOOD AND MARKET
DEVELOPMENT PROJECT (660-0102)*

CONTRACT NO. AFR-0102-C-8002-00



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Established 1977

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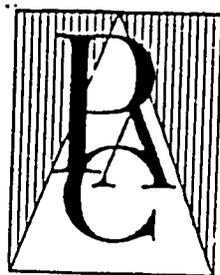
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SECOND ANNUAL REPORT

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This report covers the second year of project implementation by The Pragma Corporation, the prime contractor, and Associates in Rural Development, the subcontractor, under contract No. AFR-0102-C-00-8002-00. The reporting period is from October 1988 through October 1989.

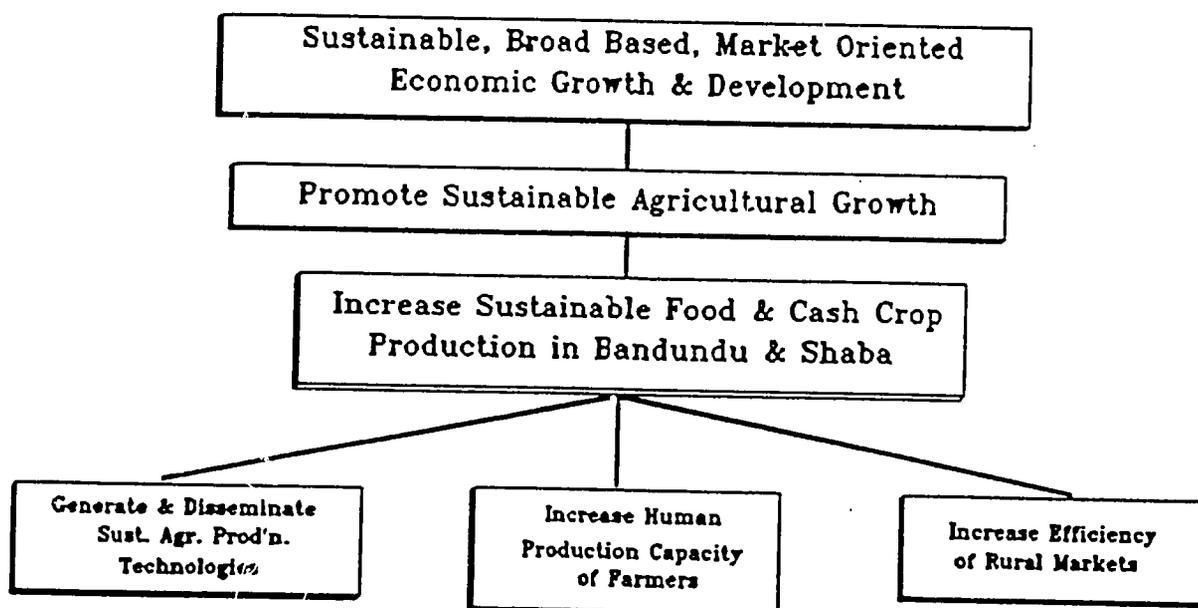
I. Background

A. Goals / Objectives

The purpose of the USAID/Zaire Area Food and Market Development Project is to improve agricultural production, processing, and marketing in central Bandundu, so as to achieve the broader project goal of raising the standard of living of the almost one million Zairians who populate the project area (34,000 square kilometers -- the size of Belgium). More specifically, the project's objectives are:

1. Increasing the efficiency and effectiveness of rural markets and marketing systems;
2. Increasing the productivity of the individual farmer through improved extension services and training of extension agents; and
3. Increasing the institutional capacities necessary for sustained economic growth in agriculture in the project area.

USAID/KINSHASA CDSS OBJECTIVES



B. Approach / Strategy

PROCAR is furthering Project 102's objectives through a two-pronged approach and strategy. One prong is marketing development hand-in-hand with production/extension activities. These short-term interventions take the form of trials. The impact of these interventions can be seen fairly quickly and can be quantified.

The other prong involves conducting these two types of development activities -- marketing and production/extension -- in concert with the project's activities to build an institutional framework within which development can take place. These are longer-term activities: they must be carried out over a longer period of time and there is a longer lag-time between implementation and impact. The impact of, for instance, savings and institutional development interventions, will likely be less visible and less easily quantified, though not less important.

C. Progress during the Past Year

The technical assistance (TA) team began to implement the USAID/Zaire Area Food and Market Development Project 660-102 on October 30, 1987. The project itself, however, has been operational in the Bandundu Region of Zaire since 1986, based in Kikwit, Zaire. The project implementation unit, known by the French acronym PROCAR (Projet de Developpement de la Production et Commercialisation Agricoles Regionales), has been the administrating project authority, with USAID/Kinshasa providing funding and assistance.

The project implementation unit comprises a TA team and Zairian specialists. The TA team includes five expatriate specialists:

- o Technical Advisor and Chief of Party -- David Olson
- o Administration Specialist -- Charles (Toby) Vaughan
- o Extension Specialist -- Wendy Ascher
- o Agronomist -- Craig Smith
- o Research and Information Specialist -- Walter West

The principal Zairian specialists include:

- o Project Director -- Cit. Nkoy
- o Production Division Chief -- Cit. Ngoy
- o Research and Information Division Chief -- Cit. Ntetani
- o Marketing and Processing Division Chief -- Cit. Kilek
- o Training Division Chief -- Cit. Tanda

1. Year One

Initially, Project 102 experienced significant difficulties in achieving its logistical and technical goals. The primary causes of this trouble lie with the project's broad design, which blurred its focus, and contractual difficulties with AID/Washington (in 1987), which delayed project start-up and the early phases of project implementation.

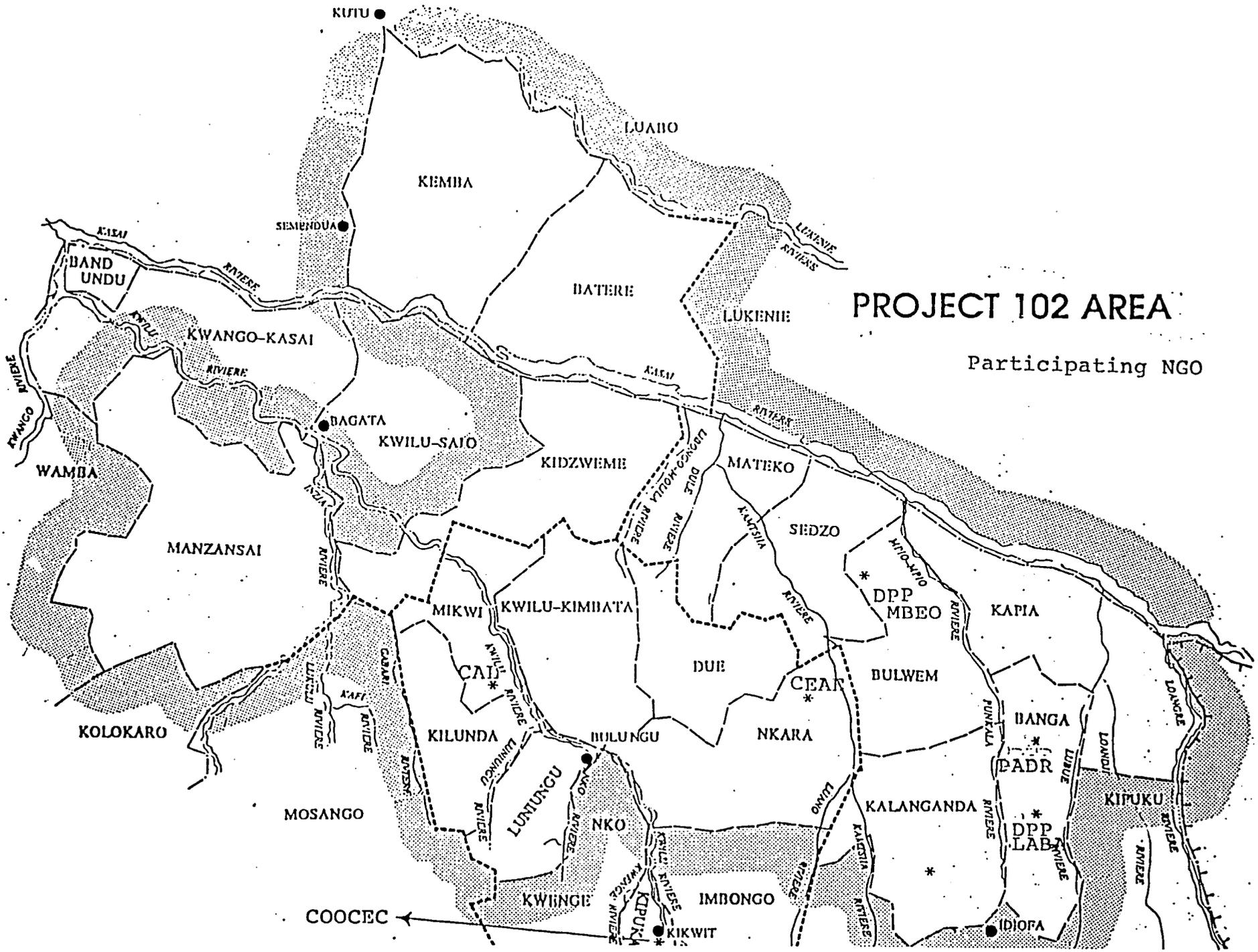
2. Year Two

During late 1988, however, tremendous progress was made in focusing implementation activities, and the project turned from a research/study mode to an active, NGO-intervention mode. We attribute this progress to:

- a. implementation of recommendations from the July 1988 start-up evaluation;
- b. completion of Rapid Rural Appraisals and an NGO study which, together, identify development potential and constraints in the project area; and
- c. development of an LOP implementation plan and detailed action plan for 1989-90.

In the past year project activities have been focused for maximum impact. Interventions have focused on:

- a. Two facets of project activities -- production/extension and marketing;
- b. Four crops -- manioc, corn, rice, and peanuts; and
- c. Five non-governmental organizations -- two religious (Lusekele Agricultural Center (CAL) and Developpement Progres Populaire (DPP)), two agriculture cooperatives (Cooperative d'Elevage et Agriculture d'Ekubi (CEAE) and Projet d'Alimentation et de Developpement Rural (PADR)), and one rural savings and credit union (COOCEC, which has thirty-one COOPECs in the Bandundu region). The project is working with two DPP agricultural centers, one in Mbeo and the other in Laba, and with PADR in villages in the Kalaganda and Banga collectivities. (See map on following page.)



PROJECT 102 AREA

Participating NGO

III. Workplan: Status of Activities Planned for Year Two

The technical assistance team developed a 1989-90 workplan in collaboration with the Government of Zaire, USAID officials, and participating non-governmental organizations. Project activities as established in the workplan and progress to date are discussed below.

Activity 1: Demonstration and Multiplication Plots

This activity will be accomplished by PROCAR's Production Division and non-governmental organizations in collaboration with Project 091, the USAID/GOZ applied agricultural research and outreach project (RAV). The project plans are to have 180 plots established in collaboration with at least 10 non-governmental organizations.

Status of demonstration and multiplication plots: Four of 10 NGO-based variety multiplication programs are being continued (Ekubi, PADR, DPP, and CAL) and 32 hectares of demonstration plots have been established in 84 (of 180) villages. The extension agents of each of the participating non-governmental organizations will be trained to carry out this work on an on-going basis.

The plots are designed to:

1. Introduce the manioc variety F-100 to 36,000 farmers.

Status: F-100 was introduced to 400 farmers during the first phase of implementation (in Phase II direct project impact will be followed by spill-over or indirect exposure).

2. Multiply F-100 so as to indirectly ensure seed stock for at least 100,000 farmers.

Status: Some 23,000 meters of cuttings are in the process of multiplication.

3. Multiply the seed stock of improved maize varieties, while demonstrating and introducing improved practices.

Status: The project obtained 495 kilograms of improved corn seed from RAV and distributed the seed, along with peanut and rice seeds, to three NGOs for distribution to some 400 farmers. In demonstration fields, the average yield of three improved maize varieties (Kasai I, Bandundu I, Ikennie) was twice the amount of local varieties.

4. Multiply the seed stock of improved peanut varieties appropriate to the area while demonstrating improved practices.

OBJECTIVE OF FIELDS BY COLLECTIVITY AND CROP

COLLECTIVITE	MANIOC		MAIS (Mult)	
	Mult	CD/CM	BDD 1	KS 1
BANGA	1	1	1	2
BULWEN	1	1	1	5
DUE	2	3		1
KALANGANDA		1		
KIDZWEME	1			
KILUNDA	9	16	1	
KWILU-KIMBATA	5	7	3	3
LUNIUNGU		3	1	1
MATEKO		2		2
MIKWI	4	3	1	2
NKARA		1	1	3
SEDZO	1			5
TOTAL	24	38	9	24

CD = demonstration fields
CM = multiplication fields
BDD1 = Bandundu 1
KS1 = Kasai 1

FIELDS PLANNED VS. REALIZED, BY N.G.O.

N.G.O.	MANIOC			MAIS			PEAS		
	PREVUS	REALISE	%	PREVUS	REALISE	%	PREVUS	REALISE	%
CAL	60	55	91.	20	15	75	N/A	N/A	N/A
D.P.P.	10	6	60	20	17	85	N/A	N/A	N/A
CEAE/EKUBI	1	1	100	1	1	100	1	1	100
TOTAL	71	62	87	41	33	80	1	1	100

DISTRIBUTION OF INPUTS

COLLECTIVITE	MANIOC	MAIS (kgs)	
	(Meters)	BDD 1	KS 1
BANGA	1550	12.0	25.0
BULWEN	6850	7.5	28.5
DUE	5750		13.0
KALANGANDA	1250		
KIDZWEME	2150		
KILUNDA	17350	2.0	
KWILU-KIMBATA	9250	1.8	3.6
LUNIUNGU	1500	1.0	1.0
MATEKO	1650		50.0
MIKWI	7600	1.0	1.5
NKARA	1550	27.0	49.0
SEDZO	500	112.0	
TOTAL	56950	164.3	171.6

NUMBER OF AGENTS INVOLVED: SEASON A, 1988/89

COLLECTIVITE	C A L	D P P
BANGA		2
BULWEN		2
DUE	3	1
KALANGANDA		1
KIDZWEME	1	
KILUNDA	4	
KWILU-KIMBATA	2	
LUNIUNGU	1	
MATEKO	1	1
MIKWI	2	
NKARA		2
SEDZO		2
TOTAL	14	11

NO. OF FIELDS AND AREA BY COLLECTIVITY AND CROPS

COLLECTIVITE	MANIOC		MAIS		PEAS	
	No.	Ares	No.	Ares	No.	Ares
BANGA	2	62	3	150		
BULWEN	2	274	6	217		
DUE	5	230	1	50		
KALANGANDA	1	50				
KIDZWEME	1	86				
KILUNDA	25	694	1	4		
KWILU-KIMBATA	12	370	6	22		
LUNIUNGU	3	60	2	8		
MATEKO	2	66	2	74		
MIKWI	7	304	3	10		
NKARA	1	62	4	252	1	5
SEDZO	1	20	5	310		
T.O.T.A.L	62	2278	33	1097	1	5

Status: The project obtained 730 kg of improved peanut seed from RAV and distributed them to non-governmental organizations, which, in turn, distributed the seed to farmers. Using improved peanut varieties produced a 48 percent increase in yields over traditional varieties.

5. Introduce and multiply other agronomically viable food crops, such as rice.

Status: Project 102 obtained 450 kg of improved rice seed from Project 091 and distributed the seed to non-governmental organizations.

6. Conduct peanut trials that will increase yield by adding lime and by row planting.

Status: The activity has just been initiated.

Activity 2: Strengthening Agricultural Extension and Agricultural Production in the Project Area through NGOs

The analysis of sixteen Rapid Rural Appraisals led to plans for a series of activities aimed at strengthening NGO agricultural extension activities and increasing production. The RRA data indicate that agricultural production is below par in some areas and that improved varieties and techniques are required to increase production.

A. The key element of these interventions is training extension agents and reinforcing the application of agricultural extension principles (in the disciplines of food crops production, processing, and marketing) within the systems of the existing institutions. The demonstration and multiplication plots in progress will extend improved varieties and techniques to farmers/producers in the project area through the NGO and GOZ extension networks. Through these interventions, the project aims to install an improved extension network and appropriate extension practices.

Status of extension activities: 168 (100 had been planned) village extension agents and PCVs from five NGOs have received short-term training in the extension of improved varieties and practices. Ten Peace Corps Volunteers (PCVs) were fielded at NGO posts (Lusekele and DPP) and began work as agricultural extension agents; PCVs' motorcycle procurement was completed. Nine of 20 NGO personnel have been trained in financial, personnel, and extension management, and in training and extension/agronomic techniques.

B. A significant WID intervention got underway in early 1988 with the non-governmental organization based in Lusekele (EPIF/CAL). EPIF/CAL, the Outreach Extension Program to Women Farmers at Centre Agricole de Lusekele, is an offspring of a Baptist mission. This pilot program is designed to improve women's access to agricultural extension

information and techniques. Catherine Reid, a Lusekele-based consultant, and Citne. Bidimbu, her Zairian counterpart, began bringing together women who farm the savannah and the forest and encouraging them to share information on farming techniques. (See Annex A for more details.) Another consultant, Diane Russell, assembled a WID team that began conducting baseline studies at the household and village level to determine the effects of the pilot program.

Activity 3: Processing and Marketing Agricultural Products through NGOs in the Project Area

Liberalization of agricultural prices has benefited the project area in that current market prices are being paid to the producer, intermediary, and final marketing agents. However, inadequate infrastructure and local processing facilities deter value added to rural workers. Developing transportation and processing capacities would significantly increase the incomes of rural farmers, especially those with surplus production.

A. Interventions to improve grain storage and prevent post-harvest losses -- combined with improved manioc tuber processing, transport assistance, agricultural tools manufacturing, and various appropriate technology trials -- are aimed at increasing value added to local production. Facilitating the marketing of the processed production, through participating organizations, forms the core of a successful, comprehensive program.

Status of post-harvest interventions: Grain storage trials and the installation of manioc dryers commenced in late 1989. To date, a manioc dryer and soaking tanks have been built and trials on the capacity of processing at each run have been initiated. The initial results showed significant success.

Status of processing component outputs: An oil expeller press and manioc mill have been identified and planned for distribution to NGOs. Project staff identified and began testing possible prototypes of bicycle- and diesel/ generator-powered corn and manioc mills. If successful, these mills will be promoted to non-governmental organizations.

A final manioc processing trial is underway to improve the processing efficiency and marketed quality of manioc. The study, incorporating improvements from the lessons learned, will now be tried with a non-governmental organization. Operating a mill in conjunction with the processing system proved to be another way to add value to labor input in the chain of manioc production, processing, and sales.

B. The project began to assess the economic viability and sustainability of marketing chains and networks operated by producers/marketing agents/organizations in highly productive areas. PROCAR and Lusekele staff identified a potential market site for

establishing an improved marketing point as a pilot program aimed to help organize Bandundu's rural markets. Organizing markets is one way that the project may address the Governor of Bandundu's concerns about marketing constraints in the region.

C. River transport and animal-drawn carts represent two possibilities for improving the transportation of goods. The project has launched the first phase of river transport trials.

Status of transportation options/trials: The NGO (an agricultural cooperative) and the site for a river marketing trial with Project 098 have been identified and evaluated. The river trial began on November 13, 1989, on the Lubwe River with a wooden boat provided by Project 098.

PROCAR has identified sections of roads/bridges in need of repair to improve NGOs' farm-to-market access. These transportation requirements have been communicated to USAID Project 098 (Agricultural Marketing) and USAID Project 125 (Small Project Support).

Activity 4: Development of Craftsmen and Technologists

This activity centers on training artisans and technicians in technologies that are desperately needed to get agricultural production, processing, and marketing moving again. Specific objectives for the 1988-89 planning period were:

1. Training eight mechanics and agricultural implement repairmen for participating NGOs.

Status: A mechanic is currently receiving on-the-job training through the Lubwe River marketing trial.

2. Training ten carpenters for participating NGOs.

Status: Six carpenters from NGOs have been trained in improved manufacturing agricultural tools and supplies.

3. Training tinsmiths and blacksmiths for participating NGOs.

Status: Nine blacksmiths and one tinsmith received training in manufacturing agricultural tools and supplies.

4. Training in any other skill in the metallurgical or tool development area, as requested by participating NGOs.

Status: The feasibility of such training is still under investigation.

Longer-term objectives for the project's processing component include distributing mills, bicycles, and pushcarts in the project area; training village and NGO agents in constructing and repairing equipment, and training NGO agents in mechanics.

Status: The Lusekele Agricultural Center issued five bicycles to PCV extension agents as part of the NGO contribution to the project.

Activity 5: Development of Marketing Networks and Systems

This activity's objective is to re-establish marketing linkages and provide for necessary analysis of potential marketing circuits. Specific activities:

1. Identifying coffee marketing operations in the project area, with local NGOs' assistance.

Status: The Robusta coffee marketing activities were identified; however, interventions were cancelled after the bottom dropped out on the price of coffee and farmers stopped harvesting the coffee beans.

2. Analyzing crop and marketing systems of farmers associations and pre-cooperatives.

Status: A comprehensive inventory and analysis of farmers' associations and cooperatives in the project area is nearing completion. Project staff covered twelve of sixteen project collectivities and filed reports. As part of this process, the Ekubi cooperative has been selected and project assistance to it has begun. Other NGOs identified and analyzed in this study may be assisted during 1990 and beyond.

Activity 6: Trials in Appropriate Technology/Marketing

While the project is providing institutions with training, advice, and commodities to further project-related goals, it is also testing possible solutions to constraints and bottlenecks in production, processing, and marketing. The past year marked initiation of significant trials that resulted in important findings.

Notable trials:

1. Economic assessment of river marketing along the Lubwe River, in collaboration with project 098.

Status: River and road transport needs and cooperatives along the river have been identified in preparation for the joint Project 098/102 marketing trial.

2. Trying improved processing techniques for manioc roots and leaves.

Status: A manioc processing and drying trial was in progress by early 1989. Preliminary results indicate (1) that the processing provides sixty to ninety additional days of storage time and (2) a significant consumer acceptance rate of the processed product.

3. Conducting other trials of grain storage and processing technologies, as requested or deemed necessary by project staff.

Status: A Pragma consultant initiated activities to design transit storage for marketing sites.

4. A blacksmith forge improvement trial was successfully completed.

Activity 7: Management and Organization Development Interventions

A. Participating non-governmental organizations bear the ultimate responsibility for sustaining the project's programs and interventions. Hence, on an on-going and ad hoc basis, specific interventions are aimed at developing NGOs' management structures and capacities.

Status of improving NGOs' internal operations: CENACOF (Centre National de Coordination de la Formation au Developpement) trained three DDP managers in Kinshasa (1/89). Technoserve (a U.S.-based PVO) is providing technical assistance to help these organizations develop their financial management systems and organization. Technoserve trained forty of DPP's senior and middle managers in general financial management principles and in the use of an improved accounting system.

B. The credit and savings (COOCEC) intervention is designed to strengthen the thirty-one savings and credit cooperatives (COOPECs) in the project area, thus enabling them to act as the facilitating agents in extending credit to farmers in the project area. This process begins by improving the management and investment capabilities of cooperatives and, later, facilitating interventions through its system of credit.

Status of credit program: As of March 1989, PROCAR was reviewing a draft agreement with the regional savings and credit federation; the agreement reflects the recommendations of consultant Gadway. A credit union intervention was

planned and an agreement between PROCAR and UCCEC (a national association of credit and savings cooperatives) was drafted.

Sixteen trainers, sixteen inspectors and seven secretaries/warehousemen of the rural savings and credit union (COOCEC) were trained to improve marketing credit systems.

A rural savings mobilization study, which is a collaborative effort between Project 119 and Ohio State University, has begun field work in Bandundu. This study, in addition to providing a comprehensive picture of financial intermediation in the region, will provide PROCAR with in-depth analyses of several NGOs' capacities in this regard, setting the stage for further credit interventions.

Activity 8: Research and Diffusion Program

A. A central activity in this area is providing a data base and information for successful project implementation. The Research and Information Division, with occasional help from outside consultants, will monitor a number of trials and evaluate the impact of project interventions.

Status of research and information outputs: The division has prepared, monitored, and helped prepare several critical studies, namely the Tollens report, RRA and NGO studies, the WID work plan, the Livingston marketing study, baseline measures, and studies of NGOs' fields. (1) The Tollens agricultural production and marketing study has provided the project with high-quality data on agricultural production, marketing, and prices. (2) RRA studies and NGO reports have been published and distributed; they contributed to the development of the LOP implementation plan. (3) The rural savings mobilization was instrumental in the development of the Savings and Credit intervention with the Bandundu Federation of a national movement. (4) A detailed workplan for the WID agricultural extension intervention was refined with Lusekele. (5) The Livingston marketing study¹ will be used to improve the efficiency and effectiveness of NGO marketing activities. (6) Baseline measures for the monitoring and evaluation of each project intervention are being developed. (7) A statistical analysis of NGO demonstration and multiplication fields has been completed. This analysis shows that during the 1988-89 growing seasons, with assistance from the project, 124 demonstration and multiplication fields covering 32 hectares and 84 villages were established by 4 non-governmental organizations. The analysis also shows that in demonstration fields the average yield of three improved corn varieties (Kasai I, Bandundu I, Ikennie)

¹ Financed by Project 098 in 1988.

was twice the amount of local varieties, and the using improved peanut varieties increased yields by 48 percent.

B. Existing quantitative data on the project area will be analyzed to develop a quantitative description (monograph) of each collectivity in the project area. These monographs will serve both as part of the project baseline and as tools to direct project interventions.

C. The project will endeavor to coordinate activities and the exchange of information between NGOs and central development organizations in the region through seminars and a newsletter. The project will also develop and publish technical materials for farmers and extension agents in local languages.

Status of activities to improve communication and coordination: Three Bandundu regional coordination conferences have been held, the first in 10/88 and the most recent in 9/89. The Governor of Bandundu, the USAID Deputy Director, Zairian directors of four USAID projects as well as representatives from seven USAID projects, four NGOs, each USAID technical office, the Peace Corps, the National Roads Bureau, and National Water Bureau have participated in these conferences. The representatives discussed identifying locations for marketing and agriculture production/extension for Project 102.

The project is emphasizing the coordination of activities with the Peace Corps and USAID projects, especially 091 (Agricultural Research), 098 (Agricultural Marketing), 105 (Central Shaba), 119 (Agriculture Policy and Planning), and 125 (Small Project Support).

Activity 9: Organizational and PROCAR Staff Development

The major objective of organizational and staff development is to strengthen project staff capabilities and improve staff members' performance at the operation level. This activity involves work-related visits, studies, training, and workshops to promote computer literacy and administrative management. The core staff will be trained as part of the process of staff development.

Status: Twenty-two (of thirty-five planned) PROCAR and NGO personnel have been trained in administrative and managerial skills. Nga-Ambun Kabwasa, Pragma's financial manager, and Jordan Wright, an intern, trained PROCAR staff in word processing (summer 1989).

The Project Director, Cit. Nkoy, received formal management training in Atlanta, which was combined with a visit to Pragma's headquarters in Falls Church, and a

one-week tour of farmers' markets in Georgia and Alabama (summer 1989); the latter visit provided the impetus for establishing a pilot farmers' market site.

III. Lessons Learned

Team members have drawn seven major lessons from the results of their collective experiences during the first two years of project implementation.

1. The project's success will ultimately be determined by its long-term survival.
2. The project's survival will depend on the creation of a positive image of project potentials, impact, and appeal to the Government of Zaire (at the regional and national level), AID/Washington, and USAID/Kinshasa.
3. Long-term interventions and institution building, although crucial to sustainability, do not ensure survival because of their slow process and low visibility.
4. Decentralized implementation produces results and impact relatively quickly, as indicated by EPIF/CAL and other interventions.
5. PROCAR must develop high-profile demonstration sites representing the types and forms of project interventions. The recent escalation of interest in development activities in Bandundu presents not just an opportunity but an immediate need for mobilizing the resources necessary to develop high-profile sites. Since Lusekele has the necessary infrastructure, it was selected as site for field demonstrations and pilot activities.
6. While promoting NGOs' indigenous capabilities, PROCAR must simultaneously attend to such long-term issues as sustainability, institutional development, training, and outreach -- and do so in concert with the development of high-profile sites.
7. In mobilizing resources, PROCAR must anticipate and avoid operational obstacles at the inception of each activity. Creative thinking, acquiring needed approvals and waivers, and a comprehensive reporting system are prerequisites of successful project implementation.

Some of the lessons learned served as guidelines on how to proceed and what types of outcomes to expect. Other lessons have become major determinants of future project activities.

IV. Plans for the Future

Continuation of Africa's present rate of population growth -- 3.3 percent per year -- will mean that the continent's current population of 500 million will double every twenty-two years. By the year 2000 development aid will have to double to \$22 billion/year, if economic decline is to be staved off. Given this scenario, Africa should look to agriculture for growth during the coming years. It is necessary to promote agricultural growth -- and to construct an institutional framework within which development can take place -- as a means to foster and develop a better-trained, healthier population. This, in a macro sense, is what Project 102 is all about: increasing productivity and stimulating development of the agricultural sector.

A. Overview

Project activities during the past two years have laid the groundwork for future activities. The project will continue the **production, extension, and diffusion** activities it has initiated; that is, it will continue to plant and promote demonstration and multiplication plots, train extension agents, and provide extension management assistance. During the next year, increased emphasis will be placed on improving crop storage techniques and developing audio-visual materials, including fiche techniques and extension posters to benefit rural farmers. Among the **women in development** activities will be an exchange between forest and savannah cultivators and the second phase of a baseline study on women farmers. **Processing** activities will also continue along the lines developed earlier. The technical assistance team will work with rural workers to develop the foundation for a local processing capacity and locally made agricultural tools and equipment. **Training** activities will support other project undertakings, such as developing NGOs' institutional abilities to manage cooperative systems or institutions' abilities to provide credit to local farmers. **Research and information** activities will include continued monitoring and evaluation of interventions and their impact on the project area. **Marketing** activities will focus on organizing and developing rural markets and marketing networks. The river marketing trials, which have begun along the Lubwe River, will continue, and a marketing site, discussed at length below, will be developed.

B. Marketing Site and Services

1. Marketing Situations

As mentioned above, the project is located in central Bandundu and covers an area approximately the size of Belgium. This area possesses three major categories of marketing situations: (1) areas where there is surplus production with little physical infrastructure; (2) areas where production potential is significant, but little on-farm storage exists; and (3) areas where production is low and few markets exist (Livingston). The

Tollens reports and Project 102 Rapid Rural Appraisals indicate that the greatest production potential exists where evacuation/marketing can be assured systemically.

2. Approach / Strategy

Our strategy for alleviating marketing constraints is aimed at developing a systematic approach to eliminate evacuation difficulties gradually, by means of developing market sites and marketing activities that will operate on a sustained basis. An organizational set-up that provides for dissemination of price information and organized crop distribution and sales will help encourage marketing of the in- and out-bound goods and services. This strategy involves improving infrastructure and services at market sites -- in concert with similar on-going activities by the local population, government, and NGOs -- that will facilitate the systematic exchange of goods and services and ensure the user population (that is, local farmers) of an established system for marketing their produce. The project staff has devised a comprehensive approach in market point development. The market will include two major components, the physical set up and site and service development. The strategy for developing site and services is designed to focus project resources to get agricultural products moving, fueled by market forces; that is, to invigorate the rural economy.

3. Marketing Concerns

Reports indicate that producers and buyers are concerned about the following issues:

- o Certainty of sale/purchase of goods at the market site
- o Quality and quantity of products available
- o Existence of crop storage facilities
- o Availability of fuel
- o Availability of goods/services
- o Availability of credit
- o Availability of price information
- o Ease of access to markets

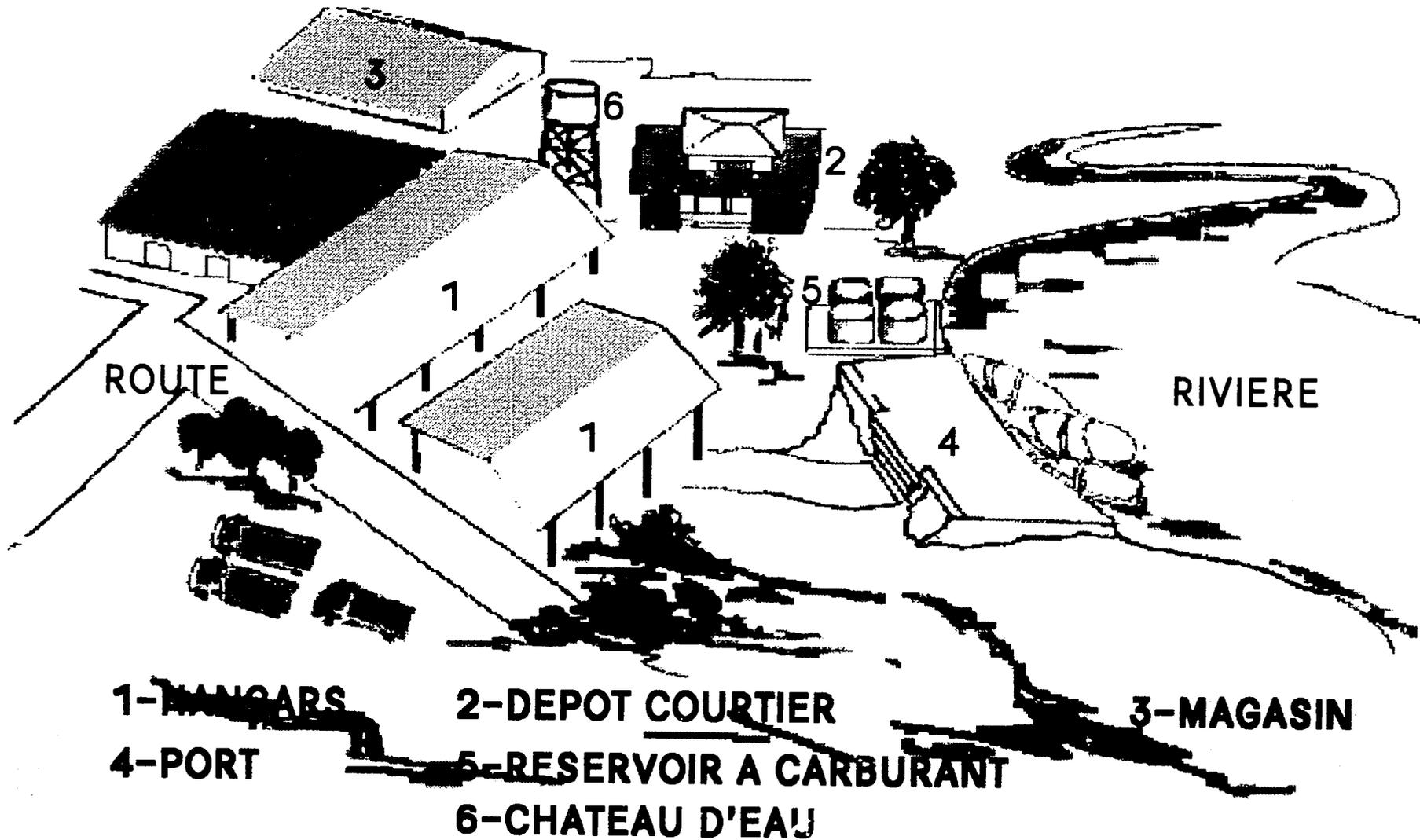
Initial activities will be on a pilot basis. These activities will take place at a location where there is a significant potential for agricultural products to flow in and out of the market.

4. Infrastructure and Services at a Typical Site

The ideal market site would have the following facilities (see layout on the following page):

- o Open-air hangars/kiosks with trays/tables for selling goods
- o Potable water supply/tanks

SITE TYPIQUE



- o Fuel depot with clean fuel
- o Building for store/trading post
- o Improved crop storage facilities for sellers/buyers
- o Convenient road or river access
- o Latrines

Ideally, the services would be managed by the community and/or an NGO and, in an initial phase, PROCAR. A chamber of commerce -- composed of members from each entity that is participating in the market's organization and operation -- would manage the site. The services and facilities provided include:

- o Price and agricultural market information
- o Public health services/periodic clinic
- o Crop storage mechanisms for sellers/buyers
- o Stores for agricultural inputs
- o Extension and community development information
- o Road and river transport

The site stalls will be managed by the collectivity and the services by the NGO, except for the store/trading post, which will be operated by a private owner/operator. The chamber of commerce will facilitate access through appropriate channels.

The initial phase of site improvement would primarily focus on establishing and constructing hangars, the crop brokerage building and services, and storage. Since most markets have fixed days, perhaps not all the amenities listed above will be needed. By beginning with a basic set up and assessing its development over time, the project will determine future additions.

5. Implementation Schedule

By early spring, the first market site will be set up and initial operations will begin in Lusekele (CAL). Brief marketing studies pertinent to future market site development will be completed by September 30, 1990. These studies will be based on the information gleaned from CAL and other trials.

6. Rationale for CAL Site

- o Existence of an active market; contiguous to CAL
- o Access by the population of two collectivities (2,000-3,000 people)
- o Proximity to roads and river (near Vanga port and 026 road)
- o Significant production potential supported by extension services
- o Ease of communications -- radio/visits/data collection

- o CAL interest
- o Market facilities and services can be developed sequentially, rather than all at once

These, in brief, are Project 102's 1990 plans to lay the foundation for stimulating agricultural production, processing, and marketing in the project area. In meeting these objectives, we will make great strides towards achieving the project's broader goal of raising the standard of living of the rural population in the project area.

V. Institutional Support

During the past year, The Pragma Corporation and Associates in Rural Development have continued to provide reliable and effective institutional support for Project 102's technical assistance team. Pragma staff who supported Project 102 during the past year include Mohammad Fatoorechie as Program Director, Dina Towbin and, later, Lynda Barrow as Assistant Program Director, and Nga-Ambun Kabwasa as Financial Manager. Abe Waldstein coordinated ARD's support of project activities.

The home office's contribution included:

- o Providing routine logistical and financial support of the technical assistance personnel
- o Searching for and providing technical studies and data
- o Conducting emergency procurement of agronomical and computer equipment
- o Setting up accounting, control, and financial systems in the field
- o Participating in designing, drafting, and negotiating the short-term and procurement components of Pragma's contract amendment
- o Participating in the project's internal evaluations, which eventually resulted in replacing a specialist on the team
- o Participating in the design and initial discussions related to the 1990 workplan
- o Initiating the establishment of Pragma's project support office in Kinshasa
- o Participating in discussions to modify project report preparations
- o Modifying communications equipment, procedures, and systems between Falls Church, Kinshasa, and Kikwit
- o Enhancing the quality of support to meet the personal welfare needs of the technical assistance team
- o Programming activities for and providing support to the project coordinator, Cit. Nkoy, while he was in the United States receiving management training and visiting farmers' markets

Next year's plan involves a significant increase in project activities. These undertakings include:

- o Developing market sites, storage facilities, and audio-visual materials
- o Conducting river trials and impact studies
- o Drafting periodic implementation and financial status reports
- o Fielding a number of short-term consultants
- o Conducting small-item procurement

These activities demand an increased level of effort, expertise, and focused support from the home office. Pragma has, therefore, elevated its level of direct participation and commitment of its in-house expertise and facilities. Pragma has modified internal project reporting and expenditure tracking systems; established a system for identifying, ordering, warehousing, packaging, and tracking commodities; and devoted an expanding variety of equipment, including telecommunications equipment, a recently acquired desktop publishing system, and a state-of-the-art, computerized audio-visual system. By anticipating and responding to the changing demands of Project 102, Pragma will continue to provide unparalleled institutional support.

VI. Annexes

ANNEX A

EPIF/CAL Annual Report by Catherine Reid

1. Introduction

The Lusekele Agricultural Center (CAL) in the Bandundu region was one of the first major institutions the 102 Project Paper identified for early targeting. From the beginning of the project's design, Lusekele expressed an interest in participating in the project. The form of that participation remained unclear, however, until a 102 project evaluation of Lusekele's activities was completed in 1986. As an outcome of the evaluation the project and USAID identified that CAL suffered from a weakness in its extension system in trying to reach women farmers. Responding to this weakness, Project 102 created a pilot study for the integration of women in agricultural extension (EPIF/CAL).

The basic elements of the intervention are twofold: (1) sensitizing and training NGO agricultural extension agents (who are currently all men) in gender issues of agriculture, so that they can more effectively reach women farmers, and (2) developing an experimental approach to extension that will target women farmers directly, based on women's real constraints and opportunities. The underlying objective of this approach is aimed at discovering a cost-effective, human resource-effective, and replicable methodology to provide extension information to women farmers.

The improved practices, techniques, and extension outreach of the pilot project are being developed with women farmers using on-farm applied research and problem solving, combined with the use of a modified training and visit system of extension.

2. Major Activities of the Year

In early March, Pragma brought together the proposed team including Lisa McGowan (representing the International Center for Research on Women) as project manager, Diane Russell as anthropologist and team leader and Catherine Reid as extension specialist. In coordination with the research division of PROCAR, the AID project officer, and staff and extension agents at Lusekele a plan was developed for the pilot activity.

In early May, Reid and her CAL counterpart, Citne Bidnek Miolo began EPIF/CAL's activities by interviewing over 1500 farmers in thirty villages as to their present participation extension (Lusekele or other), their agricultural activities related problems. Existing women's organizations were also identified.

The women's responses were precise. Their concerns included technical agricultural processes (lower yields in peanuts and seed gourds), environmental issues (soil degradation and deforestation), economic (low farm-gate prices received from traders) and family-related issues (malnutrition in children). Response to a pilot extension activity targeting women was very favorable.

A PROCAR seminar conducted at Lusekele for its agency and staff concerning demonstration fields included five participants who were identified through an interview process. A presentation was given introducing EPIF/CAL and discussing the importance of working with women. Perhaps the most positive reinforcements for including women farmers in the extension process came from having women participants. The women actively participated and proved to be knowledgeable and concerned farmers.

Target villages were chosen to begin EPIF/CAL activities. Criteria for site selection included the willingness of women and the village chief to work with the project and a diversity of certain variables, which could affect the project. Six villages, two women's organizations, and two women contact farmers (participants in the demonstration field seminar) were included. Ms. Russell and Citne Mungala conducted a village survey of selected sites which provided important background information to the project.

In August work began on community fields including site selection, soil preparation, and planting. Each field was designed with women of that village to respond to their individual needs. PROCAR's production division arranged for the procurement of improved varieties of peanuts, maize, and manioc. A high-yielding local variety of seed gourds was identified from the Idiofa area. Adaptation trials of this variety were included in the field designs. Distribution of cowpea seeds for women's personal gardens or fields was completed in October; the distribution process included planting and cooking demonstrations. Nutrition training was given using cowpeas as a focus.

Ms. Reid and Citne Bidimbu were given a short, introductory training course in computer use.

At Lusekele, training of four new extension agents began in September; the training will continue through February 1990. Ms. Reid and Citne Bidimbu are among the trainers, giving lessons in agriculture (particularly food of interest to women) and specific training on working women farmers.

3. Constraints

The major constraint has been poor to non-existent communication with Kikwit and

Kinshasa. Extremely poor radio contact, lack of a Kikwit-based representative for EPIF/CAL, and the heavy work loads of the various divisions have led to many logistical bottlenecks. These factors have hindered collaborative efforts and the progress of WID activities.

An example illustrating these difficulties was this year's second procurement. Poor communication between EPIF/CAL and the Production Division and no clear lines of responsibility led to seed arriving two weeks after village farmers normally plant.

Another major constraint is the poor condition of the bridges and roads in most of the area. A broken down ferry has also proved to be one of the most difficult problems.

A trip to the Shaba project (Project 105) has been scheduled since July but has cancelled on several occasions. This visit is necessary to identify a male agent who has experience working with women and to invite him to come speak with Lusekele agents. This is to be conducted in association with a workshop for CAL staff and agents on working with women which has accordingly been postponed.

Louise Fresco's book on agricultural techniques, which is written in Kikongo and French, was to be reprinted. However, difficulties in the process of reprinting materials in Kinshasa has held up this activity.

4. Recommendations

- a. EPIF/CAL should be put under the Production and Exchange Division, rather than the Research Division, since it primarily involves extension, not research, activities. This change would facilitate communication with the Production Division on seed procurement and other agricultural issues. EPIF/CAL's budget should, however, continue to be a separate item.
- b. Motorcycles should be procured as quickly as possible. Rapid procurement will help ameliorate transportation problems in areas of bad roads and broken-down ferries.
- c. A visit to Shaba should be organized as soon as possible. It would be best for the visit to take place in February.

ANNEX B

FINANCIAL STATUS: END OF OCTOBER 1989

TOTAL EXPENDITURES	BUDGET AMOUNT	SPENT THIS PERIOD	SPENT TO DATE	BALANCE
1. SALARIES AND WAGES	\$686,600.00	\$19,227.31	\$415,266.44	\$271,333.56
2. SHORT-TERM CONSULTANTS	\$170,500.00	\$2,640.00	\$29,976.00	\$140,524.00
3. FRINGE BENEFITS	\$130,454.00	\$3,653.19	\$79,712.49	\$50,741.51
4. OVERHEAD	\$572,781.32	\$14,801.89	\$304,473.46	\$268,307.86
5. TRAVEL & TRANS.	\$454,580.00	\$13,727.13	\$187,793.51	\$266,786.49
6. ALLOWANCES	\$494,570.00	\$8,568.27	\$187,783.45	\$306,786.55
7. OTHER DIRECT COSTS	\$104,546.00	\$14,673.57	\$128,322.94	(\$23,776.94)
8. SUBCONTRACT	\$300,000.00	\$7,690.73	\$100,596.35	\$199,403.65
9. TOTAL EST. COST	\$2,914,031.32	\$84,982.09	\$1,433,924.64	\$1,480,106.68
(CORRECTION: SEE 5/89 VO#20) CORRECTED TOTAL EST. COST	\$2,914,031.32	(\$4,000.00) \$80,982.09	(\$4,000.00) \$1,429,924.64	\$1,480,106.68
10. FEE	\$220,000.00	\$7,288.39	\$126,468.35	\$93,531.65
11. TOTAL EST. BUDGET	\$3,134,031.32	\$88,270.48	\$1,556,392.99	\$1,573,638.33

ANNEX C

Contract Amendment

After considering a contract amendment for more than a year, The Pragma Corporation and the Agency for International Development finally reached and signed an agreement in October 1989. The main purposes of this contract amendment are to add commodity procurement, provide an additional twenty-five person-months of short-term technical assistance, and changes expatriates' scopes of work. The amendment provides for commodity procurement up to a grand total of \$350,000, including 10 percent for contingencies.