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**ACRONYMS**

<table>
<thead>
<tr>
<th>Acronym</th>
<th>Description</th>
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<tbody>
<tr>
<td>AGRITEX</td>
<td>Department of Agricultural Technical &amp; Extension Services</td>
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<tr>
<td>AMELP</td>
<td>Activity Monitoring, Evaluation and Learning Plan</td>
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<tr>
<td>BFHA</td>
<td>Bureau for Humanitarian Assistance</td>
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<tr>
<td>COP</td>
<td>Chief of Party</td>
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<tr>
<td>COVID-19</td>
<td>Corona Virus Disease of 2019</td>
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<tr>
<td>DFSA</td>
<td>Development Food Security Activities</td>
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<tr>
<td>DLPD</td>
<td>Division of Livestock Development</td>
</tr>
<tr>
<td>DVS</td>
<td>Department of Veterinary Services</td>
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<tr>
<td>EMMP</td>
<td>Environment Monitoring and Mitigation Plan</td>
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<tr>
<td>FAR</td>
<td>Federal Acquisition Regulations System</td>
</tr>
<tr>
<td>FTFZ-CD</td>
<td>Feed the Future Zimbabwe Crop Development Program</td>
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<tr>
<td>FTFZ-LD</td>
<td>Feed the Future Zimbabwe Livestock Development Program</td>
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<tr>
<td>GAP</td>
<td>Good Agricultural Practice(s)</td>
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<tr>
<td>GAHP</td>
<td>Good Animal Husbandry Practice(s)</td>
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<tr>
<td>MAMID</td>
<td>Ministry of Agriculture, Mechanization, and Irrigation Development</td>
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<td>MFI</td>
<td>Microfinance Institution</td>
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<tr>
<td>MOU</td>
<td>Memorandum of Understanding</td>
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<td>NGO</td>
<td>Nongovernmental Organization</td>
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<tr>
<td>QASP</td>
<td>Quality Assurance Surveillance Plan</td>
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<tr>
<td>SEL</td>
<td>Southeast Lowveld</td>
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<tr>
<td>WASH</td>
<td>Water, Sanitation, and Hygiene</td>
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1. EXECUTIVE SUMMARY

This is the first quarterly report (Fiscal Year (FY) 20 Quarter 4, July – September 2020) for the Feed the Future Zimbabwe Fostering Agribusiness for Resilient Markets (FARM) activity, funded by USAID/Zimbabwe under contract 72061320C00001 and implemented by Chemonics International in cooperation with subcontractors Fintrac Inc., Another Option LLC, and Nutrition Action Zimbabwe (NAZ). This report summarizes activity achievements, results, and impact made during the start-up phase of this 60-month contract. During the first quarter, the activity mainly concentrated on completing personnel and administrative assignments. The activity was launched amid challenges from the world-wide outbreak of the Coronavirus Disease 2019 (COVID-19) which restricted in-country movement and assembly of large numbers of people. Thus, all intended immediate field activities including the baseline survey, which must be conducted to inform specific field activities, value chains for interventions and geographic focus areas, were put on-hold until the second quarter.

FARM seeks to reduce rural poverty and increase food security and resilience among 20,000 smallholder farmers in Natural Regions III, IV, and V of Manicaland and Masvingo provinces. Working together with private sector partners, FARM will focus on climate-smart market-driven production, productivity, and value-chain development that increase smallholder farmers’ food security, incomes, nutritional status, and resilience. FARM will also engage with beneficiary households to improve their hygiene and nutrition practices.

Direct technical assistance from FARM will address humanitarian and food security needs to not only increase smallholder farmers’ incomes, but also generate income for other community members through employment in the agricultural sector. FARM interventions will raise production and productivity; add value to products; expand market access; and increase the availability of credit and finance at all levels in the value chain. In addition, participating households receive training and technical assistance in and are exposed to good nutrition and hygiene practices. FARM is also promoting the economic inclusion and empowerment of women and youth, and good environmental stewardship.

To maximize outreach and ensure sustainability, interventions will be implemented through collaboration and partnerships with commercial companies, other USAID programs and nongovernmental organizations (NGOs). Partnerships with financial organizations, private sector traders, processors, input suppliers, and technical service providers are a key part of FARM’s approach to commercialization of smallholder farmers. In the first quarter, FARM identified 10 potential partners and began negotiating cost-sharing partnerships. The potential partners are involved in supplying agricultural finance; purchase farm produce; and retail agricultural inputs and equipment.

FARM has the resources to leverage investments in feasible and viable value chains that have high participation of small and medium entrepreneurs including smallholder farmers. Target geographic areas for interventions in the first year are still to be decided based on the outcome of the baseline survey.

At the end of the first quarter, preparations for conducting a baseline survey were underway. The survey will be conducted at the beginning of the second quarter among households in the communities of Buhera, Mutare, Chimanimani, Chipinge, Chiredzi, Zaka, Bikita, Masvingo, Chivi, and Mwenezi districts where FARM plans to work; an analysis of the results will inform targets and technical areas for intervention. Secondly, FARM held preliminary discussions with other USAID programs – Resilient Anchors, Resilient Waters Program, and Farmer to Farmer – to explore areas of collaboration and layering. This first quarter also saw the submission of an application for a Memorandum of Understanding (MOU) with the Ministry of Lands Agriculture and Rural Resettlement upon which protocols for local authorities in the target districts will be based.

FARM finalized all subcontracts with its three consortia members: Fintrac Inc, Another Option LLC, and Nutrition Action Zimbabwe. Specific deliverables and targets were drawn up and agreed upon and included in the FARM Work Plan document for USAID approval.
Looking ahead, FARM has identified potential challenges, such as delays in getting MOUs with the parent ministry and local authorities; the continued COVID-19 movement restrictions which will curtail field activities; animal deaths due to inadequate feed and water; limited water supplies; poor organization of markets; commercial inexperience of smallholder groups; and smallholder expectations of free inputs based on previous humanitarian strategies. The activity has begun strategizing the best way forward to overcome these obstacles.

No financial problems were experienced this quarter. Going forward, planned activities include (1) conducting and reporting on the baseline survey, (2) analyzing the results from the baseline survey to identify target sites and activities for each site, (3) deploying field technical staff within the approved FARM Security Plan to districts where FARM can implement activities using protocols established by its consortium members - Fintrac Inc and NAZ, (4) commencing on the ground technical assistance and training in crops and livestock, and, (5) rolling out the farmer field schools at demonstration sites.
2. INTRODUCTION

2.1 BACKGROUND

FARM, which began on July 01, 2020 and will run through to June 30, 2025, is working to reduce rural poverty and improve household food security and resilience among smallholder producers in drought prone districts of Manicaland and Masvingo provinces through climate-smart increased production, productivity, and market linkages in both crop and livestock production. Working together with private sector partners, FARM is commercializing smallholder farmers through a market driven, value chain development approach that invests in viable business models that create wealth through:

- Solving the problems of low farm productivity, inconsistent supply and high costs of smallholder product aggregation and input procurement
- Strengthening and promoting market-oriented smallholder production systems premised on nutrient-dense crops, fruits, vegetables, and livestock
- Increasing yields and reducing costs through the transfer of climate-smart, low-cost technologies and practices
- Sourcing financial and technical assistance to reduce the costs of aggregation and marketing of food crops, new cash crops and livestock
- Improving post-harvest handling systems to reduce physical wastage and quality related price erosion
- Adding value through processing crops and livestock products from smallholder production systems into manufactured goods for local, national, and international markets
- Attracting new private sector investments at critical points along the value chain to increase demand and utilization of smallholder produced agricultural products creating opportunities for off-farm employment and new income
- Building the capacity for quality, continuity of supply, and cost-competitiveness of smallholder produced crop and livestock products

FARM also collaborates with other USAID activities and other donor programs to provide specialized technical support for the effective and efficient utilization of resources for sustainable development. Chemonics is implementing FARM in cooperation with subcontractors Fintrac Inc., Another Option, and Nutrition Action Zimbabwe. Additionally, FARM is working and collaborating with local private companies, NGOs, the Department of Agricultural Technical and Extension Services (AGRITEX), Division of Livestock Production and Development (DLPD), and Department of Veterinary Services (DVS), and other government departments involved in WASH and Nutrition.

2.2 GOALS & OBJECTIVES

The primary goal of FARM is to provide inclusive economic opportunities for 20,000 smallholder farmers in Natural Regions III, IV, and V and other actors along viable agricultural value chains by sustainably increasing their production, productivity, and incomes, thereby enhancing their food security, nutrition, hygiene, resilience, and poverty reduction.

The activity is targeting to build the resilience of smallholder farmers frequently facing erratic weather and recurring droughts in districts of Masvingo and Manicaland provinces by commercializing their existing and new agricultural enterprises through the promotion and adoption of climate-smart good agricultural and animal husbandry practices; improved marketing, hygiene and nutritional practices; and building market linkages that not only generate new income but increase smallholder farmers’ overall net worth, food security, and improved nutritional and hygienic status.

The activity will accomplish this goal through the achievement of two intermediary results:

1. Livelihoods opportunities and incomes diversified and expanded through establishing resilient and sustainable market linkages; increased off-farm income opportunities; increased agricultural production and productivity; increased access to appropriate finance; increased adoption of...
good animal husbandry practices (GAHPs), good agricultural practices (GAPs) and climate-smart technologies and increased investments along the targeted value chains.

2. Improved hygiene- and nutrition-related behaviors through increasing nutrition-sensitive agricultural production and productivity and increased incomes coupled with training and technical assistance on good household nutrition, hygiene, and sanitation practices.

Interventions will focus on a whole farm commercialization approach to improve the livelihoods of vulnerable groups through appropriate and sustainable commercial initiatives. These activities will move rural families from subsistence to commercial farming and increase their net worth through investment in cattle and other on-farm productivity-enhancing assets.

2.3 IMPLEMENTATION APPROACH

The results framework below summarizes FARM’s implementation approach. Climate-smart market-driven interventions will sustainably raise production, productivity, and incomes from smallholder crop and livestock production systems; improve hygiene practices and behaviors; increase the availability and utilization of nutritious foods; expand market access; expand availability of credit and finance across value chains; add value to smallholder produced agricultural products; and boost agricultural investment.
Exhibit 1: FARM Results Framework Summary

**GOAL**

Expanded inclusive economic opportunities that sustainably reduce poverty, increase food security and resilience among targeted vulnerable households and livelihood systems in Zimbabwe

**OBJECTIVE 1**

Livelihoods opportunities and incomes diversified and expanded

- 1.1 Agricultural production and productivity enhanced
- 1.2 Off-farm income opportunities enhanced
- 1.3 Sustainable and resilient markets established

**OBJECTIVE 2**

Nutrition and hygiene outcomes improved

- 2.1 Household dietary diversity improved
- 2.2 Adequacy of diet improved
- 2.3 Household hygiene practices improved

**INPUTS AND ACTIVITIES**

- Promote Gender and Youth socio-economic inclusion
- Environmental stewardship and wildlife management
- Training and technical assistance (GAPs, GAHPs, BDS, FAAB, climate smart technologies, entrepreneurship, financial literacy, environment, human-wildlife conflict resolution, nutrition, WASH, quality and standards, investments etc)

**OUTPUTS**

- Productivity enhanced
- Expanded market access and value chain integration
- Access to finance enhanced
- Household dietary diversity and hygiene improved

- Sustainable intensification of land use and improved NRM enhanced
- Integrated water management technologies and practices enhanced
- Adoption of the whole farm approach for increased productivity and profitability of crops and livestock systems
- Increased on-farm and off-farm investments into assets and production systems
- Adoption of good management practices, GAPs, GAHPs, and climate-smart technologies
- Human wildlife conflict mitigated

- Increased market access and use
- Capacity of market players enhanced and strengthened in a participative, inclusive, and representative manner
- Increased private sector investments in markets
- Enhanced availability and access to market information
- Improved financial literacy of value chain players
- Capacity of financial services providers enhanced
- Inclusive access to finance enhanced
- Increased savings, economic assets, and other means for withstanding shocks and stresses
- Enhanced entrepreneurship and self-sustaining growth of MSMEs
- Household dietary diversity and hygiene improved
- Availability, accessibility and utilization of nutrient-rich foods enhanced
- Water, sanitation, and hygiene practices improved
- Sustainable and self-reinforcing adoption of and use of diverse food products

**OUTCOMES**

- Livelihoods opportunities and incomes diversified and expanded
- Nutrition and hygiene outcomes improved

- Cross Cutting Themes
  - Promote Gender and Youth socio-economic inclusion
  - Environmental stewardship and wildlife management
  - Sustainability
  - Integrated water management
  - Capacity building /skills development
  - Collaborate, Learn and Adapt (CLA)
  - Increased use of ICT
  - Promote techniques for climate change mitigation
  - Ability to recover from climatic, economic and social shocks and stresses
To maximize outreach and ensure sustainability, FARM will partner with commercial companies, NGOs, and relevant government departments to carry out interventions. Developing commercial partnerships through a national network of agribusinesses strengthens farmers’ access to markets with fair prices; provides working capital and finance at realistic rates; supplies inputs efficiently; and provides extension and training to growers as an embedded cost. The partnerships focus on establishing service provision options at market rates. During its first year, FARM is engaged in the following:

- Identifying high-potential and viable crop and livestock agribusiness hubs in targeted regions.
- A whole-farm commercialization approach at the household level that underpins the improvement in market-oriented production and productivity, reduction in unit costs of production, and promotion of mixed farming as the first step to commercialization. The focus will be on ensuring households are efficiently producing for home consumption and generating cash through the commercialization of agro-commodities.
- Improving the competitiveness of smallholder farmers’ production systems through capacity building and technical assistance in production and productivity enhancing business skills, GAHPs, GAPs, and climate-smart technologies including but not limited to biological and integrated pest management; efficient water harvesting, conservation and irrigation systems; low tillage techniques; wind and water erosion barriers; crop rotations, composting, mulching and cover crops to improve soil texture; fodder production and conservation; proper stocking rates and use of drought-tolerant crop varieties.
- Expanding the availability of improved inputs for smallholder farmers throughout NRs III, IV, and V by creating new commercial partnerships with input suppliers as well as introducing low- to no-cost interventions that improve on farm and off-farm productivity, animal health and nutrition.
- Demonstrating the high investment returns achieved by employing climate-smart, low-cost technologies and improved management practices.
- Bringing more market players to engage smallholder farmers in identified agribusiness hubs to increase demand for smallholder products. Activities will also seek to improve quality, increase quantity, and assure reliability of supply and logistics.
- Creating more sustainable markets and harnessing new private investment in smallholder agricultural systems by supporting innovative business models in the formal and informal sectors.
- Sourcing finance for harnessing new business models and technical assistance to reduce the costs of aggregation and marketing and create more sustainable market arrangements.
- Facilitating access to finance for all value chain players to increase new investments in the targeted value chains.
- Encouraging farmers to increase their on-farm and off-farm investments into assets and production systems.
2.4 TARGET GEOGRAPHIC ZONES

FARM is being implemented in Masvingo and Manicaland provinces. Operational districts and preliminary wards are still to be selected and this will be based on the number of households in NRs III, IV, and V engaged in staple grains, pulses and other food crop production, horticulture, small stock, beef and milk production; potential for market development through private sector alliances; proximity to and in consideration of the new Development Food Security Activities (DFSA) and Bureau for Humanitarian Assistance (BFHA) and their graduated clients; baseline income and livelihoods information; potential for a high number of female-headed households and youthful entrepreneurs; and logistical and operational cost containment factors. FARM will also layer its activities with the Resilient Waters activity and the recently awarded Resilient ANCHORS activity. Working with the Resilient ANCHORS chief of party (COP), districts and wards will be chosen within the Southeast Lowveld (SEL) communities surrounding the Save Valley Wildlife Conservancy, Bubye Valley Wildlife Conservancy, Gonarezhou National Park, and associated wildlife corridors.

FARM is also building on Feed the Future Zimbabwe Livestock Development (FTFZ-LD) and Feed the Future Zimbabwe Crop Development (FTFZ-CD) established hubs to expand and replicate the successful approaches of both projects to new households.

FARM interventions are targeting functional irrigation schemes and FTFZ-LD established beef and dairy hubs as initial entry points. The activity will capitalize on the regular interactions of farmers, buyers, input suppliers, and service providers already established around these hubs to strengthen links between farmer groups, buyers, input suppliers, and service providers. Provision of technical assistance by FARM will cement these linkages into strong business partnerships.

During the review period, the team deliberated on potential sites in Buhera, Chipinge, and Chiredzi districts and virtually met with local leadership, other donor programs, and input suppliers and buyers of produce from smallholder farmers in the target geographic areas. Combined with economic and market analysis and results from the baseline survey the team will identify potential value chains, most promising sites, and realistic activities for each target site in the next quarter.

The selection process for each site will continue to be guided by FARM’s overarching commercialization approach which looks at:

- Market potential – accessibility, size, growth potential, buyer interest
- Rapid expected returns on labor and capital
- Capital requirements and access to credit and finance
- Availability of infrastructure and facilities
- Availability of capable commercial partners

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1 It is positive to note that movement restrictions due COVID-19 have been eased allowing FARM to deploy field officers on the ground to start technical assistance activities. However, field activities will be confined to Chipinge and Chiredzi districts until Chemonics receives full authority to implement FARM from the Zimbabwe government.
• Overall competitiveness in terms of product cost and quality – including analysis of grower knowledge and climatic and agronomic factors.

3. MAIN ACHIEVEMENTS THIS QUARTER

The main accomplishments during the first quarter were related to start-up of personnel and administrative activities, including:

• Recruiting and on boarding staff. All three key personnel (COP, Monitoring and Evaluation Lead, and Finance and Administration Lead) were fielded during this period. Other technical staff members brought on board include the Technical Lead for Crops, the Nutrition Lead, the Community Outreach/ Social Behavior Change Specialist, the WASH Specialist, the Access to Finance Specialist, the Subcontract and Grants Manager, and the Accountant. In addition, progress was made in filling the positions of the MEL Assistant, The Business and Finance Officer for Chipinge, and two administration assistants for Harare and Chipinge.

• Writing and submitting key deliverables. The team worked together to write the FARM work plan; the environment monitoring and mitigation plan (EMMP); gender and youth action plan; activity monitoring, evaluation and learning plan (AMELP) and quality assurance surveillance plan (QASP), branding implementation and marking plan, and the grants under contract manual. In addition, discussions with potential private sector partners were initiated (see Annex 2 for more detail) to identify areas of collaboration that enhance production and productivity; market access; nutrition and hygiene; gender; business development; credit activities and organizational capacity development.

• Finalizing all subcontracts with FARM’s three consortium partners: Fintrac Inc., Another Option and NAZ.
  o NAZ’s technical assistance to the Feed the Future Zimbabwe FARM Activity is to build sustainable household behaviors of regularly consuming diverse food products; improving maternal and child nutrition and feeding practices; increasing availability and access to adequate nutrient dense foods and improving household WASH status. NAZ has drawn on its expertise and reach into the districts to recruit and onboard long term technical staff members that have continued to provide assistance to the FARM activity as part of the FARM team, contributing to the first- year work plan as well as other FARM activity deliverables to USAID.
  o Fintrac Inc is providing long term staff, technical assistance and leadership in enhancing agricultural (crop and livestock) productivity and sustainable value chain development.
  o Another Option LLC is providing short term specialist support for social behavior change at the community level focused on household nutrition, supply chain of food crops, vitamin A distribution, new food product promotion, and demand creation.

• Opening FARM’s main office in Harare and one provincial office in Chipinge; establishing administrative and accounting systems.

• Submitting application for Memorandum of Understanding (MOUs) with the parent Ministry of Lands, Agriculture, Water, and Rural Resettlement. Formal procedures were initiated to renew Fintrac’s main MOU with the ministry.

• Procuring computer equipment and other IT equipment.

• Initiating baseline study in all target districts. FARM has engaged the services of its consortium member NAZ to spearhead the baseline survey process. Data collection will start during the first week of November 2020 in 10 districts of Manicaland and Masvingo provinces.

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2 To date approval has been received for the Branding and Marking Plan and Security Plan
3 Due to COVID-19 restrictions the offices have remained closed to staff
4 The current MOU will expire in September 2021.
Meeting with other USAID and non-USAID donor projects to identify areas of collaboration. Field activities during the review period were suspended due to the COVID-19 travel restrictions, thus the activity has no beneficiary interventions on which to report. However, FARM has started virtual technical interventions for establishing feedlots in Chipinge district. Moreover, the activity has collected and analyzed market information and budget data on targeted value chains from commercial and official sources.

In terms of partnerships, FARM engaged two microfinance institutions (MFIs) and one commercial bank (a participant in one of USAID’s loan guarantee facilities) in initial discussions regarding planned interventions. FARM also engaged one livestock buyer; two buyers of horticulture produce; two buyers of grains and pulses; and two agro-input suppliers during the review period. Some of these engagements will be formalized through MOUs in the next quarter. A provisional list of companies currently being considered as formal partners is provided in Annex 2. The strategy is to engage private sector partners and subcontractors to not only purchase product or supply inputs but finance some developmental facets of the targeted value chains.

In terms of nutrition, FARM is participating in the drafting of a New Multi Sectoral National Food and Nutrition Security Strategy for Zimbabwe and has seconded the Nutrition Lead to participate in the working group. The strategy aims to enhance a better shared understanding of the country’s food and nutrition insecurity through promotion of greater coordination, accountability, and monitoring among all stakeholders from multiple sectors in line with the multi-faceted nature of malnutrition.

A one-day technical workshop to deliberate on the proposed methodology for the formulation of the nutrition strategy that will guide programming and coordinate efforts to address food and nutrition security was held at the end of the reporting period.

4. LESSONS LEARNED

The activity conducted assessments of the ideal methods, locations, and beneficiaries to implement its activities. Through these assessments lessons were learned that will be taken into consideration during implementation, such as:

- A results framework is key to programming. Initial technical meetings among FARM staff were centred on coming up with the results framework and this acted as an eye opener to many of the team members. With a clear understanding of the activity goals, outcomes, output and process indicators, it became easier for the team to positively contribute to the deliverables-work plan, AMELP and QASP, and gender and youth strategy despite the challenges associated with the COVID-19 induced movement restrictions.
- COVID-19 presents an opportunity to promote the linkages between agriculture, nutrition and WASH and intensify knowledge dissemination on good WASH and Nutrition practices and the need for on-farm production of diverse crops (fruits, vegetables, legumes). Production of these crops boost dietary diversity, nutrition, health status, and immunity.
- Adapting to new realities of COVID-19 required acceptance of the “new normal”, agility, and fostering deeper connections with all stakeholders.
- Embracing teleworking and various virtual digital platforms has assisted in maintaining teamwork and improving knowledge. This has enabled a smooth virtual launch of the FARM activity. There is a lot of information sharing on various webinars that can be tapped into to improve technical skills at both personal and corporate levels.

5. CHALLENGES

As these lessons were learned, challenges also became apparent to the FARM team, which may affect FARM’s success if not addressed. Some challenges faced included:
The COVID-19 induced lockdown has meant virtual processes in conducting our work from homes using telephones and the internet. High data costs, poor internet service delivery due to limited geographic coverage and infrastructure resulted in poor connectivity with some of the virtual meetings, webinars, e-communication, and e-payments being delayed, postponed, or failing. Virtual platforms are not always user friendly.

COVID-19 travel and social gathering restrictions has resulted in failure to implement some planned activities in particular field-based trainings and technical assistance. FARM beneficiary identification and selection activities, critical for site specific and field-based interventions, remain suspended.

Project start up challenges under COVID-19 restrictions included:

- Unavailability of goods particularly IT equipment led to high prices as there were limited stocks in country.
- Delayed registration with authorities as ZIMRA and NSSA had to be done online with little or no responses, as these organisations were not prepared for virtual/remote working.

Constraints on Telecommunications Supply Chains (Section 889). As we have learnt very early in implementing FARM, Section 889 of the Fiscal Year 2019 National Defence Authorization Act (“Section 889”), prohibits USG agencies from entering into a contract (or extending or renewing a contract) with an entity that uses any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.

This in effect means FARM has had to ensure there is increased scrutiny of all start-up agreements and subcontracts to ensure full disclosure of any purchases made with current or with potential vendors who may use “covered telecommunications”. We are taking necessary steps to address this compliance aspect through internal review of our agreements thus far and seeking support from the PMU on the developing USAID guidance. There are tools that are being developed and will be available to aid compliance to the FAR regulations.

Approval of an MOU between government of Zimbabwe and Chemonics has been delayed. This in turn has constrained field implementation, particularly in Masvingo province where Feed the Future activities have not implemented before.

With the delay in launch of DFSA program, FTFZ-FARM implementation districts cannot be finalized.

6. ACTIVITIES PLANNED FOR NEXT QUARTER

With the easing of COVID-19 movement restrictions, FARM is on target to implement the second quarter activities listed in the work plan. Notable activities will include:

- **Baseline Survey:** Conduct the baseline survey in 10 districts of Masvingo and Manicaland provinces. Results from the baseline will inform on potential value chains, most promising activity sites and realistic interventions for each target site. In addition, baseline information on specific performance indicators including nutrition, WASH, average yields, costs of production, gross margins and use of good agricultural practices will be established.

- **Conduct a** rapid and participatory district market/business scanning and mapping using the Human and Institutional Capacity Development (HICD) methodology to develop institutional—strengthening plan.

- **Establishment of technology, GAPs, and GAHPs demonstrations:** The major technology transfer route will be through farmer-managed demonstration activities. During the next quarter, FARM will establish several farmer-managed demonstration sites showcasing
technologies, GAPs and GAHPs in crops, beef, and dairy, as shown in Table 6.1. The actual number of demonstration sites will be determined by the number of farmers willing to participate and co-finance the activities, participation of private sector partners, and logistical considerations. Training and technical assistance of beneficiary farmers will be conducted around these demonstration sites.

Table 6.1: Targeted GAPs, GAHPs and Technology Demonstrations

<table>
<thead>
<tr>
<th>Practice</th>
<th>GAPs, GAHPs and Technologies Targeted</th>
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<tbody>
<tr>
<td><strong>Livestock</strong></td>
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<tr>
<td>Pasture development</td>
<td>Fodder flow planning, establishment, and utilization of fodder; pasture development (sorghum, mhunga, rapoko, bana grass, fodder trees)</td>
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<tr>
<td>Recordkeeping</td>
<td>For individual cows and for milk; farm enterprise planning; analysis of on-farm records</td>
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<tr>
<td>Dairy Enterprise Management</td>
<td>Farmers understand concepts of farm business and farmer group formation for risk and cost reduction in business transactions</td>
</tr>
<tr>
<td>Animal Health</td>
<td>Major disease diagnosis, prevention, and treatment</td>
</tr>
<tr>
<td>Milk Quality Improvement</td>
<td>Improve to meet internally accepted quality standards</td>
</tr>
<tr>
<td>Artificial Insemination</td>
<td>Breeding improvement through artificial insemination</td>
</tr>
<tr>
<td>Enhancing genetic quality</td>
<td>Quality bull and heifer procurement</td>
</tr>
<tr>
<td>Pen fattening</td>
<td>Pen fattening for improved animal quality and increased incomes</td>
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<tr>
<td><strong>Crops</strong></td>
<td></td>
</tr>
<tr>
<td>Climate smart land preparation</td>
<td>Conservation agriculture practices / low tillage techniques (planting basins, planting furrows, rip lines); crop rotations</td>
</tr>
<tr>
<td>Soil fertility conservation and management</td>
<td>Correction of soil pH; use of appropriate type and quantity of fertilizer; correct timing of fertilizer application; composting</td>
</tr>
<tr>
<td>Moisture conservation</td>
<td>Mulching, potholing, tied ridges, dead level contours, drip irrigation, water harvesting techniques</td>
</tr>
<tr>
<td>Crop yield improvement</td>
<td>Improved crop genetics: drought tolerant, high yielding, bio-fortified; disease and pest resistant; timeliness of planting</td>
</tr>
<tr>
<td>Crop management</td>
<td>Integrated pest management for pests and disease management; effective weed control through herbicide use; safe use and storage and disposal of PERSUAP compliant pesticides</td>
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<tr>
<td>Crop quality and shelf-life enhancement</td>
<td>Good post-harvest management practices and technologies</td>
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- **Market Linkages:** Focus on expanding market access for smallholder beef and dairy products and enhancing farmers’ confidence in seeking market intelligence and lucrative markets. Building on activities to improve competitiveness through facilitating value chain relationships between private sector players and farmers, the activity will:
  - Consolidate discussions with Dairibord Zimbabwe for milk supply/collection arrangements for farmers in lower Chipinge district.
  - Expand linkages between beef farmers and Montana Carswell Abattoirs, Molus Meats, and Sabie Meats. Engage with other smaller cattle buyers and consolidators in Chiredzi district.
  - Formalize farmers’ production and marketing groups at agribusiness hubs and provide the groups with business development training in constitution making; leadership; negotiation; group input procurement and marketing; farming as a business; recordkeeping; and credit management.

- **Gender:** FARM will roll out its gender and youth integration strategy. The strategy outlines activities that expand options and create new opportunities that equally generate income for men and women through targeted interventions. By addressing practical gender needs while recognizing that these will vary across regions, FARM will ensure maximum impact. The strategy will address the following women-specific challenges in Zimbabwe:
  - Providing gender appropriate training that involves both men and women.
Promoting a range of commercial opportunities for women within the beef and dairy sectors.

Encouraging, promoting, and persuading local businessmen and opinion leaders to take an innovative approach within their farms and demonstrate the benefits of an equal decision-making process in livestock management.

Creating and encouraging microenterprise activities with women and youth groups.

Improving nutrition for the whole family.

By expanding options and creating opportunities for both men and women, FARM will organically influence social norms and gender roles to improve gender equity among the targeted population. FARM will seek to address constraints posed by customary systems, norms, or social institutions that limit choices, decision making, and relationships. This includes encouraging more equitable control over resources among family members, asset allocation, and improving intra-household relations and reducing domestic conflict.

- **Social Behavior Change Strategy (SBC):** FARM will finalize its social behavior change strategy during the coming quarter. The strategy is informed by research audit and literature review of Zimbabwe/regional SBC and smallholder farmer research, stakeholder consultations, FARM team feedback, USAID priorities and audience social and cultural norms. The strategy outlines interventions and campaigns that will positively change behaviors for increased agricultural production and productivity; taking farming as a business; consuming adequate and nutrient dense diets and establishing sustainable hygienic living environments.

- Engagement with other USAID programs to collaborate and layer interventions that result in sustainable incomes and poverty reduction.

- Following up on MOU with Ministry of Lands, Agriculture, Water, and Rural Resettlement and local authorities.
## ANNEX 1: ILLUSTRATIVE PERFORMANCE INDICATORS

**Program Goal:** Expanded inclusive economic opportunities that sustainably reduce poverty, increase food security and resilience among targeted vulnerable households and livelihood systems in Zimbabwe

<table>
<thead>
<tr>
<th>No.</th>
<th>Indicator</th>
<th>Indicator Source</th>
<th>Baseline</th>
<th>Disaggregate</th>
<th>Targets</th>
<th>Units</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Number of individuals participating in USG food security programs</td>
<td>EG. 3-2</td>
<td>0</td>
<td>Sex, Age category, type of individual</td>
<td>Y1: 4,000 Y2: 8,000 Y3: 15,000 Y4: 20,000 Y5: 20,000</td>
<td>Individuals (new and continuing)</td>
<td>USG food security activity participants will be reached.</td>
</tr>
<tr>
<td>2</td>
<td>Prevalence of moderate and severe Food Insecurity Experience Scale (FIES)</td>
<td>FARM 1</td>
<td>TBD</td>
<td>Gendered household type</td>
<td>Y1: 5% decline Y2: 10% decline Y3: 15% decline Y4: 20% decline Y5: 15% decline</td>
<td>Percent</td>
<td>Adapted from the FTF Indicator Handbook (September 2019), see Indicator EG-e, collected at ZOI-level. Zimbabwe is not a ZOI but the activity goal is to increase food security hence the indicator is adopted as custom.</td>
</tr>
<tr>
<td>3</td>
<td>Ability to recover from shocks and stresses index</td>
<td>RESIL-a</td>
<td>TBD</td>
<td>Gendered household type</td>
<td>Y1: 15% &gt; 5.0 Y2: 30% &gt; 5.0; 5% &gt; 4.5 Y3: 45% &gt; 5.0; 10% &gt; 4.5 Y4: 60% &gt;5.0; 15% &gt;4.5 Y5: 75% &gt;5.0; 25% &gt;4.5</td>
<td>Average score</td>
<td>FTFZ FARM is centered on three pillars- building resilience, economic growth, and nutrition.</td>
</tr>
<tr>
<td>4</td>
<td>Prevalence of Poverty: Percent of people living on less than $1.90/day(^5)</td>
<td>FARM 2</td>
<td>TBD</td>
<td>Gendered household type</td>
<td>Y1: 10% decline Y3: 30% decline Y5: 50% decline</td>
<td>Percent</td>
<td>Based on the FTFZ-LD program experience, we propose to collect data on this indicator 4 x over LOP i.e. Y0, Y1, Y3, and Y5. The level of effort in data collection and (^5) This is a high-level indicator. The activity intervention is targeted to alleviate poverty among beneficiary farmers. The indicator also directly addresses Bureau of Resilience and Food Security and USAID’s DOI.</td>
</tr>
<tr>
<td>No.</td>
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<td>Baseline</td>
<td>Disaggregate</td>
<td>Targets</td>
<td>Units</td>
<td>Notes</td>
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</tr>
<tr>
<td>5</td>
<td>Mean percent shortfall relative to the $1.90 poverty line</td>
<td>FARM 3</td>
<td>TBD</td>
<td>Gendered household type</td>
<td>Y1: 10% decline Y3: 20% decline Y5: 30%</td>
<td>Percent</td>
<td>Consistent with Indicator FARM 2, data will be collected in Y0, Y1, Y3, and Y5</td>
</tr>
<tr>
<td>6</td>
<td>Average annual household net income from agriculture (crop and livestock) production, including off-farm income</td>
<td>FARM 4</td>
<td>TBD</td>
<td>Income source (agriculture or off-farm); Gendered household type, Age</td>
<td>Y1: 25%&lt;sup&gt;6&lt;/sup&gt; Y2: 50% Y3: 75% Y4: 100% Y5: 1.5 X TCPL&lt;sup&gt;7&lt;/sup&gt;</td>
<td>USD</td>
<td>Whole farm income (include net household income from on-farm and off-farm sources) will be considered. <strong>Off-farm</strong> income include pension; dividends received; salary from formal and informal employment; rental income. <strong>On-farm</strong> income is net income from all agriculture enterprises (crop &amp; livestock) carried on the farm.</td>
</tr>
<tr>
<td>7</td>
<td>Yields of targeted agricultural commodities among program participants with USG assistance</td>
<td>EG. 3-10, -11, -12</td>
<td>TBD</td>
<td>Commodity, Smallholder vs non-smallholder, Sex, Age category</td>
<td>Y1:10% increase Y2: 25% Y3: 40% Y4: 55% Y5: 70%</td>
<td>Crops: metric tons Dairy: liters of milk Beef: Livestock units</td>
<td>Staple crops, horticulture, beef, and dairy among other value chains will be promoted. The activity will focus on staple horticultural crops with large domestic markets. Nutrient-dense staples (biofortified orange maize, small grains, and pulses), tubers (orange-flesh sweet potatoes) will be promoted, and farmers linked to markets.</td>
</tr>
</tbody>
</table>

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<sup>6</sup> Increase from baseline  
<sup>7</sup> Total Consumption Poverty Line (TCPL) for household level based on current threshold at time of measurement
<table>
<thead>
<tr>
<th>No.</th>
<th>Indicator</th>
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</tr>
</thead>
</table>
| 8   | Number of hectares of land under improved management practices or technologies with USG assistance | EG. 3.2-25 | 0 | Type of hectare, sex, Age category, management practice or technology type, commodity | Y1: 400  
Y2: 2,000  
Y3: 6,000  
Y4: 12,800  
Y4: 20,000 | Hectares | |
| 9   | Number of hectares under improved management practices or technologies that promote improved climate risk reduction and/or natural resources management with USG assistance | EG. 3.2-28 | 0 | Type of hectare, sex, Age category, management practice or technology type, commodity | Y1: 400  
Y2: 2,000  
Y3: 6,000  
Y4: 12,800  
Y4: 20,000 | Hectares | |
| 10  | Number of individuals in the agriculture system who have applied improved management practices or technologies with USG assistance | EG. 3.2-24 | 0 | Value chain actor type, sex, age, management practice of technology type, commodity | Y1: 4,000  
Y2: 8,000  
Y3: 12,000  
Y4: 16,000  
Y5: 20,000 | Number | |
| 11  | Number of individuals who have received USG supported short agricultural sector productivity or food security training | FARM 5 | 0 | Sex, Age | Y1: 4,000  
Y2: 8,000  
Y3: 12,000  
Y4: 13,500  
Y5: 15,000 | Unique Individuals | Trainings are a critical part of the activity. Intervention enhanced human capacity in multiple areas and is key to transformational development. |
| 12  | Number of individuals engaged in off-farm income production | FARM 6  
(ZimStats) | TBD | Employment type, Sex, Age | Y1: 2,000  
Y2: 4,000  
Y3: 6,000  
Y4: 8,000  
Y5: 10,000 | Unique Individuals | A systems approach based on the value chains promoted by the activity will be adopted to identify individuals engaged in off-farm income generation. |

**Intermediate Result: Expanded Market Access and Value Chain Integration**

<table>
<thead>
<tr>
<th>No.</th>
<th>Indicator</th>
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<th>Units</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>13</td>
<td>Value of new USG commitments and private sector investment leveraged by the USG to support food security and nutrition</td>
<td>EG.3.1-14</td>
<td>0</td>
<td>USD</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Notes:
- Y1: Year 1  
Y2: Year 2  
Y3: Year 3  
Y4: Year 4  
Y5: Year 5  
USD: United States Dollar
<table>
<thead>
<tr>
<th>No.</th>
<th>Indicator</th>
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</tr>
</thead>
<tbody>
<tr>
<td>14</td>
<td>Value of annual sales of producers and firms receiving USG assistance</td>
<td>EG. 3.2-26</td>
<td>0</td>
<td>Type of producer, Sex, Age</td>
<td>Y1: 7.5 m</td>
<td>USD</td>
<td>Value of sales measure competitiveness of value chain actors and measure strengthened and expanded access to markets and progress towards engagement by farmers.</td>
</tr>
<tr>
<td>15</td>
<td>Percent of USG-assisted organizations with improved performance</td>
<td>CBLD-9</td>
<td>0</td>
<td>Type of organization</td>
<td>Y1: 10% increase</td>
<td>Percent</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>Number of smallholder farmers trained in new services and technologies</td>
<td>FARM 8</td>
<td>0</td>
<td></td>
<td>Y1: 4,000</td>
<td>Unique Individuals</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>Value of agriculture-related financing accessed as a result of USG assistance</td>
<td>EG. 3.2-27</td>
<td>0</td>
<td>Type of financing accessed, size of recipient, Sex, Age</td>
<td>Y1: $50,000</td>
<td>USD</td>
<td>Inclusive access to finance is crucial for increased agricultural production, productivity, and diversification of livelihood strategies.</td>
</tr>
<tr>
<td>17</td>
<td>Number of individuals participating in group-based savings, microfinance, or lending programs with USG assistance</td>
<td>EG.4.2-7</td>
<td>0</td>
<td>Sex, Age, Product type, Duration</td>
<td>Y1: 100</td>
<td>Number</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>Employment in the agri-food system</td>
<td>EG. 3-g</td>
<td>TBD</td>
<td>Ag GDP + components</td>
<td>Y1: 2,000 increase</td>
<td>Number of people</td>
<td></td>
</tr>
</tbody>
</table>

**Intermediate Result: Access to finance enhanced**

<table>
<thead>
<tr>
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<th>Indicator</th>
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<tbody>
<tr>
<td>16</td>
<td>Value of agriculture-related financing accessed as a result of USG assistance</td>
<td>EG. 3.2-27</td>
<td>0</td>
<td>Type of financing accessed, size of recipient, Sex, Age</td>
<td>Y1: $50,000</td>
<td>USD</td>
<td>Inclusive access to finance is crucial for increased agricultural production, productivity, and diversification of livelihood strategies.</td>
</tr>
<tr>
<td>17</td>
<td>Number of individuals participating in group-based savings, microfinance, or lending programs with USG assistance</td>
<td>EG.4.2-7</td>
<td>0</td>
<td>Sex, Age, Product type, Duration</td>
<td>Y1: 100</td>
<td>Number</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>Employment in the agri-food system</td>
<td>EG. 3-g</td>
<td>TBD</td>
<td>Ag GDP + components</td>
<td>Y1: 2,000 increase</td>
<td>Number of people</td>
<td></td>
</tr>
</tbody>
</table>

**Objective 2: Nutrition and hygiene outcomes improved**

**Intermediate Result: Household dietary diversity improved**
<table>
<thead>
<tr>
<th>No.</th>
<th>Indicator</th>
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<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>19</td>
<td>Percent of households with adequate Food Consumption Score</td>
<td>FARM 8</td>
<td>TBD</td>
<td>Gendered household type</td>
<td>Y1: 20%</td>
<td></td>
<td>Percent</td>
</tr>
<tr>
<td>20</td>
<td>Percentage of female direct beneficiaries of USG nutrition-sensitive agriculture activities consuming a diet of minimum diversity</td>
<td>EG.3.3-10</td>
<td>TBD</td>
<td>Age</td>
<td>Y1: 5% increase</td>
<td></td>
<td>Percent</td>
</tr>
<tr>
<td>21</td>
<td>Percent of households that consistently consume a diverse diet of at least 5 of the 10 food groups</td>
<td>FARM 9</td>
<td>TBD</td>
<td>Gendered household type</td>
<td>Y1: 5% increase</td>
<td></td>
<td>Percent</td>
</tr>
<tr>
<td>22</td>
<td>Prevalence of women of reproductive age consuming a diet of minimum diversity</td>
<td>FARM 10</td>
<td>TBD</td>
<td>Age</td>
<td>Y1: 5% increase</td>
<td></td>
<td>Percent</td>
</tr>
<tr>
<td>23</td>
<td>Average number of food groups consumed by women of reproductive age</td>
<td>FARM 11</td>
<td>TBD</td>
<td></td>
<td>Y0: X</td>
<td></td>
<td>Number</td>
</tr>
<tr>
<td>24</td>
<td>Prevalence of exclusive breastfeeding of children under six months of age</td>
<td>FARM 12</td>
<td>TBD</td>
<td></td>
<td>Y1: 5% increase</td>
<td></td>
<td>Percent</td>
</tr>
<tr>
<td>25</td>
<td>Prevalence of children 6-23 months receiving a minimum acceptable diet</td>
<td>FARM 13</td>
<td>TBD</td>
<td>Sex</td>
<td>Y1: 5% increase</td>
<td></td>
<td>Percent</td>
</tr>
</tbody>
</table>

**Water, Sanitation and Hygiene practices improved**
<table>
<thead>
<tr>
<th>No.</th>
<th>Indicator</th>
<th>Indicator Source</th>
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<th>Disaggregate</th>
<th>Targets</th>
<th>Units</th>
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</tr>
</thead>
<tbody>
<tr>
<td>26</td>
<td>Percent of households that consistently practice at least 4 of 6 good hygiene practices</td>
<td>FARM 14</td>
<td>TBD</td>
<td>Gendered Household Type</td>
<td>Y1: 10% increase</td>
<td>Percent</td>
<td>This is a higher-level WASH indicator which measures behavioral change on WASH practices by beneficiary households. Adoption of the six good hygiene practices reduces the incidence of diseases and hence increase food conversion efficiency among household members.</td>
</tr>
<tr>
<td>27</td>
<td>Number of people gaining access to a basic sanitation service as a result of USG assistance</td>
<td>HL. 8.2-2</td>
<td>0</td>
<td>Sex, Residence, Wealth quintile</td>
<td>Y1: 3,000</td>
<td>Number of people</td>
<td>Both access and ownership of toilets will be promoted.</td>
</tr>
</tbody>
</table>

**Additional objectives (Contractual)**

<table>
<thead>
<tr>
<th>No.</th>
<th>Indicator</th>
<th>Indicator Source</th>
<th>Baseline</th>
<th>Disaggregate</th>
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<th>Units</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>28</td>
<td>Percentage of female beneficiaries in leadership positions</td>
<td>FARM 15</td>
<td>TBD</td>
<td></td>
<td>Y1: 10%</td>
<td>Percent</td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>Percentage of female participants in USG-assisted programs designed to increase access to productive economic resources</td>
<td>GNDR-2</td>
<td>0</td>
<td></td>
<td>Y1: 10%</td>
<td>Percent</td>
<td>Adapted from GFSS</td>
</tr>
<tr>
<td>30</td>
<td>Number of youths at risk of violence trained in social or leadership skills through USG assisted programs (10-29 years)</td>
<td>YOUTH-1</td>
<td>0</td>
<td>Sex, Age, Geographic location</td>
<td>Y1:500</td>
<td>Number of people</td>
<td>Adapted from PPR indicator handbook</td>
</tr>
<tr>
<td>31</td>
<td>Percentage of participants in USG-assisted programs designed to increase access to productive economic resources who are youth (15-29 years)</td>
<td>YOUTH- 3</td>
<td>0</td>
<td></td>
<td>Y1: 10%</td>
<td>Percent</td>
<td>Adapted from GFSS</td>
</tr>
</tbody>
</table>
ANNEX 3: GEOGRAPHIC INFORMATION SYSTEMS (GIS) AND ACTIVITY LOCATION DATA

There is no Geographic Information Systems (GIS) or activity location data to report for this quarter.