



FEED THE FUTURE

The U.S. Government's Global Hunger & Food Security Initiative



AGRICULTURAL DEVELOPMENT AND VALUE CHAIN ENHANCEMENT PROJECT (ADVANCE)

FY 18 Q2 REPORT: JANUARY 2018 – MARCH 2018



USAID
FROM THE AMERICAN PEOPLE



USAID GHANA ADVANCE FY18 Q2 REPORT

JANUARY 2018 – MARCH 2018

COOPERATIVE AGREEMENT NO. AID-641-A-14-00001

AOR USAID: PEARL ACKAH

CHIEF OF PARTY: EMMANUEL DORMON

DISCLAIMER

This report is made possible by the generous support of the American people through the United States Agency for International Development (USAID). The contents are the responsibility of ACDI/VOCA and do not necessarily reflect the views of USAID or the United States Government.

April 2018

CONTENTS

EXECUTIVE SUMMARY	7
A. INTRODUCTION	8
B. COLLABORATION	8
1. Collaboration with the Ministry of Food and Agriculture.....	8
2. Collaboration with Other Partners.....	8
C. KEY RESULTS	10
3. Direct Beneficiaries.....	10
D. PROGRESS WITH TECHNICAL DELIVERY	11
4. Sub-Purpose 1: Increased Agricultural Productivity in Targeted Commodities	11
<i>Planning for Demonstration Sites and Conducting Gaps and PHH Trainings</i>	12
<i>ICT Outreach and Production Technology Dissemination</i>	13
<i>Input Dealer Business Development Program</i>	14
<i>Outgrower Business Management</i>	15
<i>Business Development Services</i>	15
<i>Nutrition Sensitive Agriculture</i>	17
<i>Fall Army Worm Control</i>	17
<i>Supporting the Organization of Pre-Season Agribusiness Forum</i>	19
5. Sub-Purpose 2: Increased Market Access and Trade of Targeted Commodities	19
<i>Market Linkage Development</i>	19
<i>Lead Firm Competitiveness</i>	23
<i>Trade Association Support</i>	24
<i>North Ghana Processing Upgrade</i>	25
<i>Market Price Information</i>	25
6. Sub-Purpose 3: Strengthened Capacity for Advocacy and Activity Implementation	25
<i>Development of Advocacy Groups</i>	25
<i>Smallholder Capacity Building</i>	27
E. PROGRAM SUPPORT	28
7. Gender Program.....	28
<i>Building Women’s Business, Leadership and Entrepreneurship Skills</i>	28
<i>Access to Land for Women</i>	29
<i>International Women’s Day Celebration</i>	29
<i>Linked Women's Group to ICT Firms for Dissemination of Nutrition Messages on Soy, Rice and Maize Formulations</i>	30
8. Environment Support	30
<i>Improving Agrochemical Management among Project Actors</i>	30
<i>Wildfire/ Bushfire Prevention and Management</i>	31
9. Grants Program.....	31
<i>Local Partnership Grants (LPG)</i>	32
10. Monitoring, Evaluation and Learning.....	32
<i>Monitoring and Evaluation</i>	32
<i>Learning Activities and Knowledge Forum</i>	33
<i>Gross Margins</i>	33

April 2018

Geographic Information System (GIS) and Mapping..... 33
Public Relations and Communications 35
ANNEX 1: INDICATOR TABLE**38**
ANNEX 2. SUCCESS STORIES **41**

April 2018

ACRONYM LIST

ACDEP	Association of Church-Based Development Projects
ADVANCE	Agricultural Development and Value Chain Enhancement
AEA	Agriculture Extension Agent
APO	Agricultural Production Officer
ATT	Agricultural Technology Transfer
BDS	Business Development Services
CSA	Climate Smart Agriculture
CREMA	Community Resource Management Areas
DAIP	District Agricultural Investment Plan
EPA	Environmental Protection Agency
FaaB	Farming as a Business
FBE	Farmer-Based Enterprise
FBO	Farmer-Based Organization
FI	Financial Institution
FTF	Feed the Future
FY	Fiscal Year
GAIP	Ghana Agricultural Insurance Pool
GAP	Good Agronomic Practice
GIS	Geographic Information System
GIZ	Gesundheits-Informationen-Zentrum
GPRTU	Ghana Private Road Transport Union
GPS	Global Positioning System
GRIB	Ghana Rice Inter-Professional Body
GSA	Ghana Standards Authority
I-3	Innovation and Investment Incentive Grants
ICT	Information and Communication Technology
IDRW	International Day of Rural Women
IITA	International Institute of Tropical Agriculture
IP	Implementing Partner
KML	Knowledge Management and Learning
MMDAs	Metropolitan Municipal and District Assemblies
MoFA	Ministry of Food and Agriculture
MoU	Memorandum of Understanding
(M)SME	(Medium) Small and Micro Enterprise
NADMO	National Disaster Management Organization
NF	Nucleus Farmer
NGO	Nongovernmental Organization
NORTHCODE	Northern Region Western Corridor Development
NR	Northern Region
NRGP	Northern Rural Growth Program
NSAICU	Northern Sector Agriculture Investment Coordination Unit
NASTAG	National Seed Trade Association of Ghana
OB	Outgrower Business
OBM	Outgrower Business Management
OG	Outgrower

April 2018

PERSUAP	Pesticide Evaluation Report and Safe Use Action Plan
PFI	Partner Financial Institution
PHH	Post-Harvest Handling
PPE	Personal Protection Equipment
PRC	Public Relations and Communication
RMG	Regional Marketing Group Concept Limited
SEG	Small Equipment Grant
SOW	Scope of Work
SRID	The Statistics Research and Information Directorate
SSP	Spray Services Providers
STTA	Short-Term Technical Assistance
TNS	TechnoServe
UDS	University of Development Studies
UER	Upper East Region
USAID	United States Agency for International Development
UWR	Upper West Region
VSLA	Village Savings and Loan Association
WIAD	Women in Agriculture Department
ZOI	Zone of Influence

April 2018

EXECUTIVE SUMMARY

This report presents the main achievements and key activities implemented by the USAID Agricultural Development and Value Chain Enhancement (USAID ADVANCE) project during the second quarter of Fiscal Year 2018 (FY18 Q2).

During the quarter, **46,928** smallholder farmers, out of which **25,461** or **54.26%** were women, benefitted from the various project's interventions. The project enrolled an additional **2,948** smallholder beneficiaries during the quarter. This achievement brings the total Life of Project (LOP) beneficiaries to **129,900**, which is **14.96%** more than LOP target of **113,000** farmers. Also, **44,376** households benefitted from the project during the reporting period, out of which, **36,564 (82.24%)** were vulnerable. Approximately **2,649** beneficiary households started benefitting from the project this quarter, out of which **2,202** are vulnerable households.

During the quarter, **32,030** smallholder farmers (including **17,020** or **53.14%** women) were trained on good agronomic practices (GAPs), post-harvest handling, produce quality standards, farming as a business (FaaB), numeracy, soybean utilization and nutrition. The project specifically targeted women to build their capacity in improving their numeracy, entrepreneurship and leadership skills, household nutrition, and understanding of their rights. Since its inception, the project has trained **121,288** individuals, exceeding by **21.29%** its life of project training target of **100,000**.

Additionally, **28,053** medium, small and micro enterprises (MSMEs), **14,776** or **52.67%** of which are women-owned or led, received business development services during the quarter. These services included financial literacy trainings, business planning support, and facilitated access to loans, among others. In addition, **884** private enterprises and producer organizations received support from the project. The project beneficiaries made capital investments amounting to **\$21,400** during the quarter. This achievement brings the total LOP capital investment made by project beneficiaries to **\$3,534,508** which is **88.36%** of the LOP target. These investments include the provision of tarpaulins by outgrower businesses (OBs) to support their outgrowers (OGs) for effective post-harvest handling.

USAID ADVANCE and the Agriculture Technology Transfer project (ATT) funded and helped organize the **8th** annual pre-season and networking event in Tamale for more than **800** actors, as part of activities to promote business relationships between value chain (VC) actors. For the first time the event's organization was led by a local entity, National Seed Trade Association of Ghana (NASTAG) who committed to raise funds to organize next year's event on its own. The event brought together various actors and stakeholders in the maize, rice and soya value chains to network for business opportunities. Participants were mainly input and equipment dealers, OBs and smallholder farmers (SHFs) from the three regions of the North, Ashanti, Brong-Ahafo. It was under the theme, "**Quality Seed- Necessity for Food and Jobs**". USAID ADVANCE funded the participation of **293** actors (including **31** females)).

Finally, the project increased beneficiaries' access to markets and trade within the quarter. Five new buyers, (VADD Limited, Basic Trade, Global Ventures, Kumasi Institute of Tropical Agriculture, and Aduanepa Tombrown) were identified with plans to purchase **17,000** MT of maize; **4,100** MT of soybean; and **2,000** MT of milled rice annually. They made an initial procurement of **160** MT of maize and soybean and **40** MT of rice worth **\$ 99,170 (GHS 445,698)**¹. They purchased from three OBs with about **959** outgrowers (including **216** women) in the Northern Region and a rice mill (ANS MILL) based in Kumasi.

¹ Average exchange rate for the quarter GHS 4.4922 to 1 US\$

April 2018

A. INTRODUCTION

USAID ADVANCE's goal is to increase the competitiveness of the maize, rice and soya value chains in Ghana. This report presents the main activities and accomplishments of the project, implemented by ACDI/VOCA and its sub-awardees, Association of Church-Based Development Projects (ACDEP), PAB, and TechnoServe against its goal and indicators during the second quarter of FY2018 (FY18 Q2). It is organized along the project's intermediate results as follows:

- Increased agricultural productivity in targeted commodities
- Increased market access and trade of targeted commodities
- Strengthened capacity for advocacy and activity implementation

The report starts with USAID ADVANCE's collaboration with other organizations, projects, and the Ministry of Food and Agriculture (MoFA), followed by a summary of key results. It also covers the project's cross-cutting activities including gender; environment; grant; and monitoring, evaluation and learning activities.

B. COLLABORATION

1. Collaboration with the Ministry of Food and Agriculture

USAID ADVANCE continues to collaborate with the Ministry of Food and Agriculture (MoFA) and its Agricultural Extension Agents (AEAs) at national, regional and district levels. During this reporting quarter, the regional teams collaborated with MOFA's Women in Agriculture Development (WIAD) officers to train 5,223 (4,022 female) smallholder farmers on nutrition sensitive agriculture, which aims at increasing utilization of locally grown produce with potential to improve household nutrition, especially for women and children in farming communities. The trainings focused on the preparation of different dishes using locally grown soybeans and quality protein maize varieties.

2. Collaboration with Other Partners

Agriculture Technology Transfer (ATT)

USAID ADVANCE supported the ATT project in organizing the 8th Pre-Season planning and networking event, held on March 21st, 2018 in Tamale. The event under the theme, "Quality Seed- necessity for Food and Jobs" brought together various stakeholders in the maize, rice and soybean value chains, especially input and equipment dealers, to network for business opportunities.

Fall Armyworm Awareness Committee of the FAW National Task Force

USAID ADVANCE collaborated with Farm Radio International, and the fall armyworm (FAW) awareness committee as well as the FAW national task force of MoFA to raise awareness about the FAW outbreak across the 10 regions of the nation through radio campaigns (radio jingles & announcements), flyers and posters during the reporting period.

Ghana Agriculture Insurance Pool (GAIP)

USAID ADVANCE continued to provide technical and logistical support to facilitate linkages between GAIP and value chains actors to market crop insurance products. The project also worked closely with GAIP to identify and collate losses of some of USAID ADVANCE's OBs who insured their produce through the Agricare outgrower schemes.

April 2018

MTN

To promote digital financial services among soya, rice and maize value chain actors, the project collaborated with MTN to sensitize, train and set up input dealers, OBs and smallholders as mobile money merchants and subscribers. This collaboration has facilitated efficient payment transactions among actors such as OBs' payment for inputs to input dealers and for grains to smallholders.

Nestlé Ghana Limited

During the quarter, the project assisted three OBs who are part of the Nestle maize supply development program (Kharma Farms, Kukobila Nasia Farms and Gundaa Produce Company) to prepare and submit price quotes to Nestle for 2018 maize supply. Two of the OBs reached a deal with Nestle to supply 60 MT of maize contingent upon meeting the quality requirements. The project conducted a refresher training for Kharma Farms' smallholder farmers on mycotoxins control and management using Nestle's training materials. The project also organized a trade mission for Nestle to Sahel Grains in Techiman to conduct a facilities and warehouse audit to assess the latter's suitability as a supplier of maize.

Northern Sector Agriculture Investment Coordination Unit (NSAICU)

To improve farmers' access to inputs and increase their yields, the Government of Ghana introduced the Planting for Food and Jobs (PFJ) program in 2017. In April 2017, the PFJ, through private input companies², supplied farmers with seeds and fertilizers at 50% subsidized prices. Farmers were to pay 25% of the subsidized price when they purchase and pay the remaining after harvest. The Northern Sector Agriculture Investment Coordination Unit (NSAICU) has engaged the project to learn from the successes of our outgrower schemes and farmers' input credit repayment and adapt them in the coming season.

Radio Stations

The project continued to collaborate with 31 partner radio stations to broadcast information on harvest, post-harvest handling, marketing tips and anti-bushfire campaign. In furtherance of operational and financial sustainability of agricultural radio programming, the project held workshops for partner radio stations, stakeholders and members of some listeners groups in all four operational zones to discuss and develop strategies that will ensure that regular broadcast continue after project closure. Workshops' participants included stakeholders from MoFA, Department of Agriculture (DOA), Environmental Protection Agency (EPA), Ghana National Fire Services (GNFS), Forestry Commission, and some input dealers.

Sinapi Aba Trust

In collaboration with Sinapi Aba Savings and Loans, USAID ADVANCE made a rice documentary to showcase the technical approaches and methodologies in achieving agronomic benefits and enhancing productivity and profitability.

VOTO Mobile

During the quarter, VOTO Mobile completed a survey showing the influence of voice messages related to tractor maintenance on changing behaviors. The results showed positive behaviour change by OBs and operators regarding tractor maintenance and increased contact with AFGRI/JD to purchase parts and service machines.

² a. AMG limited b. Chemico Limited c. Afcott Ghana limited d. Yara Ghana Limited e. Omni Energy Ghana Limited f. Iddisal Company Limited g. Louis Dreyfus Commodities Limited h. ETC Ghana Limited i. Centroid Supplies & Logistics Limited j. RMG Ghana Limited k. Ganorma Agro –Chemicals Limited

April 2018

Yara Ghana Ltd.

USAID ADVANCE is collaborating with YARA to facilitate access to fertilizers for OBs who will support or independently establish demonstration plots for the 2018 season.

C. KEY RESULTS

3. Direct Beneficiaries

During FY18 Q2, **46,928** smallholder farmers, out of which **25,461 (54.26%)** were women, benefitted from USAID ADVANCE’s interventions. Two thousand nine hundred and forty-eight (2,948) smallholder farmers are new. This achievement brings the total LOP beneficiaries to 129,900, which is 14.96% more than LOP Target of 113,000 farmers. Also, 44,376 households benefitted from the project’s interventions during the reporting period, out of which 36,564 (82.24%) were vulnerable. Approximately 2,649 households started benefiting from the project, during that same period, out of which 2,202 are new vulnerable households.

In FY18 Q2, 32,030 individuals, including 17,020 (53.14%) women, were trained on good agronomic practices (GAPs), post-harvest handling (PHH), produce quality standards (PQS), farming as a business (FaaB), numeracy, nutrition *sensitive agriculture* (NSA), mycotoxins management and control. The project continued to build women’s capacity to improve their numeracy, entrepreneurship and leadership skills; their household nutrition; and their understanding of their rights.

Additionally, 28,053 medium, small and micro enterprises (MSMEs); 14,776 (52.67%) of which are women-owned or -led, received business development services during the quarter. These services included financial literacy trainings, business planning support, and facilitated access to loans, among others. In addition, 884 private enterprises and producer organizations received support from the project. Most of them (47.9%) are from the Northern region.

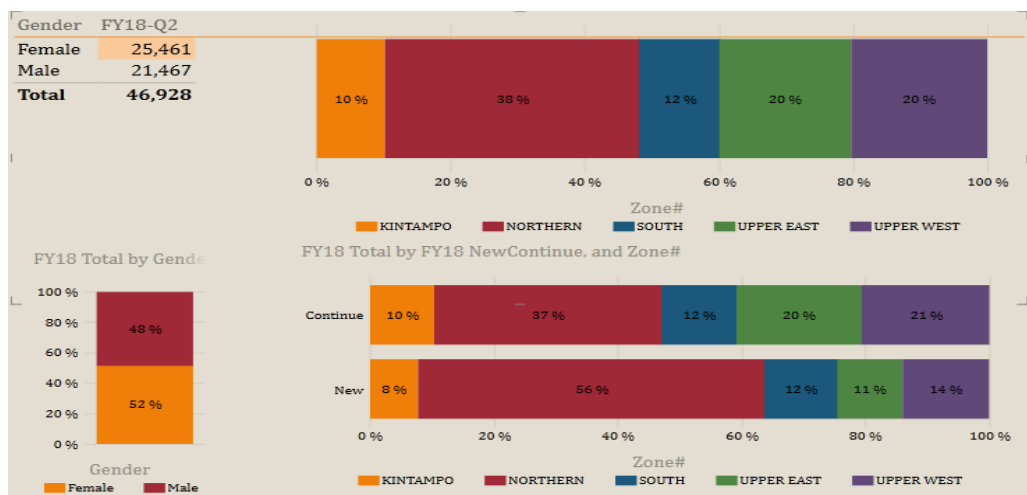


Figure 1 Smallholder beneficiaries by gender and duration

April 2018

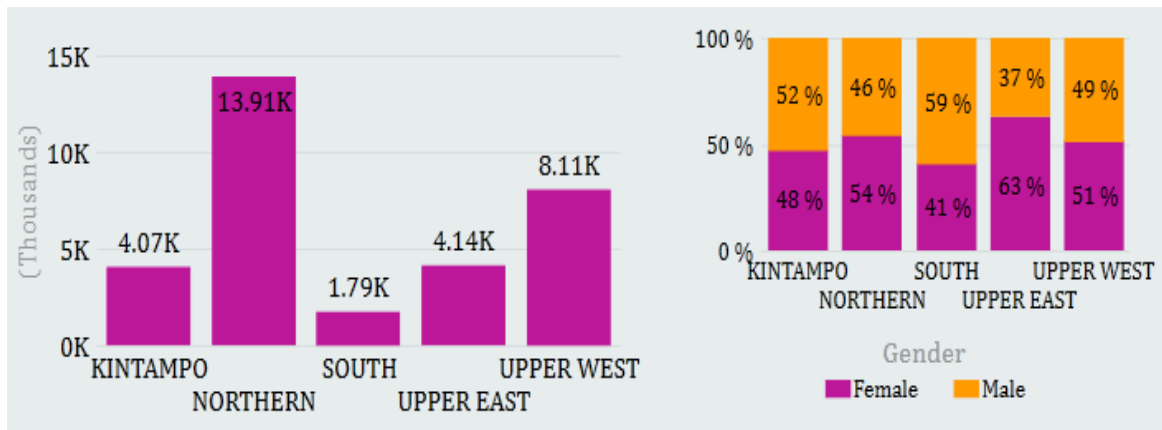


Figure 2 Training beneficiaries by region and sex

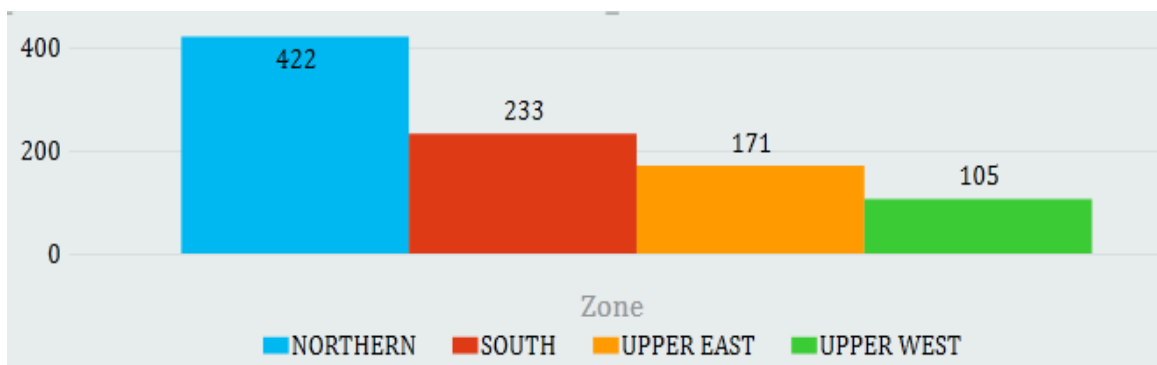


Figure 3: Producer organizations and private enterprises beneficiaries

The project beneficiaries made capital investments amounting to \$21,399.89 during the quarter. This achievement brings the total LOP capital investment made by project beneficiaries to \$3,534,508 which is 88.36% of the LOP target. Outgrower businesses (OBs) invested in tarpaulins for their Outgrowers to enable them to carry out effective post-harvest handling, which would lead to improved grain quality.

D. PROGRESS WITH TECHNICAL DELIVERY

4. Sub-Purpose I: Increased Agricultural Productivity in Targeted Commodities

To increase maize, rice and soybean productivity of its beneficiaries, USAID ADVANCE focused on:

- managing demonstration sites and conducting GAP and PHH trainings;
- promoting the use of ICT to disseminate GAPS and improve adoption of technologies;
- reinforcing input dealer business development;
- increasing access to input and equipment;
- strengthening the OBs and outgrower schemes;
- supporting business development services;

April 2018

- promoting nutrition-sensitive agriculture;
- supporting fall armyworm control; and
- supporting the organization of pre-season planning and networking forum.

Planning for Demonstration Sites and Conducting Gaps and PHH Trainings

Actor Supported Demonstration sites

Actor-led demonstration sites continued to be one of the main strategies used in training project beneficiaries during the cropping season. In FY18 Q2, USAID ADVANCE analysed and disseminated the demonstrations' data from the 2017 cropping season, which included 480 demonstration sites (373 maize demo sites, 36 rice demo sites and 71 soya demo sites). The demonstration sites were set up to present the effect and value of:

- new fertilizer formulations on hybrid and open pollinated maize,
- new phosphate fertilizers on soybean,
- transplanted rice as opposed to direct seeding,
- soil tillage using rippers, an
- inoculants in soybean production

Feedback indicated that the expected effect and value was positive. Farmers expressed encouraging views about the introduced technology. Overall, growing maize hybrids with 500Kg of Yara Actyva fertilizer applied per hectare gave an average yield of 5.01MT/ha. OPVs with 500Kg of Yara Actyva fertilizer applied per hectare gave an average of 4.46MT/ha and OPVs with 250Kg of Yara Actyva and Sulfan applied per hectare gave an average yield of 4.14MT/ha. In the rice demonstrations, nursing and transplanting rice resulted in a 0.5MT/ha more than when rice was direct seeded. Yara legume fertilizers applied to soybean fields gave a 0.4MT/ha increase in yield than when Chemico TSP was applied. Also, yields for maize in basins was 4.98MT/ha as compared to 2.45MT/ha for ploughed fields. Similar trend as maize was observed in soybean basins and ploughed demo plots as yield was 4.82MT/ha and 1.88MT/ha for basins and ploughed plots respectively. Lastly when compared with ploughed fields from side by side demonstrations ripping resulted in a 1.3MT/ha increase in yield than conventional ploughing.

GAP and PHH Trainings

During FY18 Q2, the project trained 1,100 smallholder farmers in Upper East Region, Kintampo North and South districts. The training in the Brong-Ahafo Region was done with the Department of Agriculture, University for Development Studies (UDS). The training's objectives were to prepare farmers for the new season, show them how to use and access improved seeds, how to select site, how to properly prepare land by applying row planting and managing pest and disease for maize and soya production.

Also, the project trained 1,804 SHFs, including 808 women, on PHH. The specific topics included:

- maturity indices,
- timely harvesting to avoid disease and pest infestations,
- over drying and molding control in harvested seeds,
- methods of harvesting, cleaning bagging, and storage, and

April 2018

- pestand disease management during storage

Smallholders were introduced to the use of Purdue improved crop storage (PICS) bags for storing maize. A PICS bag consists of two layers of polyethylene bags surrounded by a third layer of woven polyethylene, thereby creating a hermetically sealed environment in which harvested crops are stored. This oxygen-deprived environment proves fatal for pests and prevents them from causing harm to the stored grains. Maize can be safely stored in those bags without loss of quality for a longer period than other bags. Smallholder farmers were linked to Timothy Agro Chemicals for the purchase of the PICS bags.



Bukari Sanaa a SHF demonstrating the use of the PICS bags participants at Naaba Akuraa

ICT Outreach and Production Technology Dissemination

Radio Stations

During FY18 Q2, the project continued to collaborate with 31 partner radio stations to broadcast information on harvest, post-harvest handling, marketing tips and anti-bushfire campaign. Topics discussed included:

- harvesting techniques,
- use of tarpaulins,
- use of dryers,
- post-harvest handling skills,
- storage,
- anti-bush burning, and
- available market and price information

As part of efforts to strengthen working relations with partner radio stations and to monitor the broadcast of agricultural tips to beneficiary farmers, the ICT Outreach Specialist paid courtesy visits to four radio stations across the zone of influence.

The project held workshops for partner radio stations, stakeholders and members of some listenership groups in all four operational zones to discuss and develop strategies that will ensure that regular broadcast continues beyond the project. Stakeholders who participated in the meetings included representatives from MoFA, Department of Agriculture (DOA), Environmental Protection Agency (EPA), Ghana National Fire Services (GNFS), Forestry Commission, and some input dealers.

The training focused on developing radio programs for maximum impact and made reference to the seasonal crop resource persons who will contribute effectively on various topics to air throughout the farming season. Each session gave farmers the opportunity to interact and contribute to the topics. Furthermore, participants were divided into groups to develop and present on strategies to ensure sustainability of

“I was wondering why my organisation was invited to such a meeting, but I realized the need for a representative to be part as soon as the discussions begun” ~EPA rep Tamale.

“This has always been a good platform to network with stake holders. For instance, today is the first time I have seen an EPA representative in such a meeting, this will help me to have someone to turn to when the need arises to have a resource person on environmental issues.” ~Radio Agric Host, GBC Wa

“The Forestry Commission also finds issues on conserving the forest and vegetation in general a priority so I agree the need for us to be part of this discussion as we also engage in bushfire education.” ~Forestry Commission Regional Representative for Upper West region.

April 2018

the radio activities. Some stakeholders who participated in the meetings for the first time realized the role they would play as resource person and appreciated it.

Suggestions for increasing audience and making the broadcasts sustainable included:

- stations airing agricultural programs as their corporate social responsibility (CSR);
- turning listeners' groups into associations that may be able to contribute financially;
- seeking sponsorship for radio agricultural program from MPs/District Assembly/other organizations/inputs dealers;
- aligning programs with seasonal calendar to ensure synchronization with timing of field practices;
- promoting feedback from listeners through phone-in session;
- including drama in agricultural programs;
- ensuring broadcast times are suitable for all ages and gender;
- ensuring resource persons are always informed ahead of program to reduce absenteeism; and
- instituting awards for deserving agricultural program hosts by farmer groups.

Listeners' group members also presented their role as listeners including meeting at designated days and time for activities, actively participating in feedback through phone-ins and supporting radio stations financially for the agricultural programs and broadcast. In the south, participants were also trained on how to actively engage the listeners' clubs during their programs. USAID ADVANCE educated radio facilitators on the fall armyworm (FAW) and effective ways in which messages on the FAW can be handled during radio discussions to prevent public panic and negative reactions. *"It's been a very useful program. In fact, I knew little about the FAW as a radio presenter, but with this training I know exactly what to tell farmers when designing and airing my program. I will henceforth make the listeners' clubs a part of my future broadcast"* Nana Boakye of ASTA FM noted after the program.

Radio Listeners' clubs

During FY18 Q2, USAID ADVANCE sensitized members of 38 listener's groups in Upper East, Upper West and Brong Ahafo Regions on the importance of listening to agriculture radio broadcasts to help farmers learn about new agricultural practices. Additionally, a day's training was organized for 29 participants (23 males, 6 females) on how to sensitize listeners' group leaders on the same topic. The Northern Region Office organized sensitization workshop for 72 nucleus farmers (NFs) whose smallholder farmers (SHFs) had received portable radio sets for listening activities. Several farmers shared that, after being encouraged to listening to radio agriculture messages, they appreciated the importance to engage in a listening group to learn about good agriculture practices.

USAID ADVANCE sought feedback from 211 listenership groups with more than 6,100 members in Northern Region during this reporting period. Most listened topics by the farmers included row and timely planting, use of improve seeds, fertilizer application, post-harvest handling, fall armyworm control, and bush fire prevention.

"Seeing the importance of the Listeners Club the group has contributed and bought chairs for our evening meetings; other social groups also patronize our chairs during functions which we hire to generate income for the group."~Members from Baniatwe Listenership club

"Through the radio listenership activities, we were educated on radio about the need to use certified seeds and when to plant and apply fertilizer. Although these methods like planting in rows and burying the fertilizer are difficult to do, it increases yield. I didn't get the planting spacing right but my yield increase from 3 bags to 7 bags on an acre of land because I planted in rows and buried the fertilizer." ~Zunuo Lere Female SHF from Busie.

Input Dealer Business Development Program

To promote sales and revenue, USAID ADVANCE linked nine input dealers to 35 OBs (six female) and 31 village savings and loans associations (VSLAs) through community promotions and meetings. As a result, three

April 2018

input dealers who were monitored by the project sold inputs for about GHS 57,481.00 (\$12,795.7³) during input promotion activities and plan to participate in community input sales during the production season. In addition, 83 (all male) spraying service providers (SSPs) were trained on record keeping and financial management, and were given business tips (mounting sign post, forming spraying gangs etc.) during the SSP refresher training organized by the project.

Outgrower Business Management

Outgrower Business Management Training

The eight modules of the outgrower business management (OBM) are run during the cropping calendar of the production season. During this quarter, 182 OBs were trained, among which 72 (2 women) from ADVANCE South completed all the topics and 110 OBs (2 women) from the ADVANCE North completed three topics including a) Understanding value chain concepts, end market trends and how to operate and compete effectively, b) Business planning and financial management and c) Outgrower management.

“Keeping records of daily activities has limited my chances of impulse buying and unnecessary spending to increase investment in production activities, thanks to USAID/ADVANCE” ~Grace Owusu Manu, an OB in the Sene West District

OB Categorization – Benchmarking performance

During the reporting period, USAID ADVANCE assessed 220 OBs (five females) and rated them using the OB categorization tool. The categorization was based on the parameters below:

- End market linkage and development
- Service provision
- Records keeping system
- Accounting system
- Access to financial services
- Out grower management
- Asset acquisition, utilization and management
- Demonstration establishment and training for out growers.

Out of the 220 OBs, 103 had excellent performance, 34 (two females) high performance, 85 (one female) medium performance, and 88 (two females) low performance. The project assigned high performing OBs to serve as mentors to others to improve peer-to-peer learning. This shows a significant improvement in the number of OBs (from 61 to 103) that have progressed from medium to excellent status during the quarter.

Business Development Services

Farm Business Planning

When USAID ADVANCE starts working with a new OB, they usually think of themselves as only being a farmer, not businessman. The project teaches them how to conduct annual business planning. Two business plans were developed for Tuna Women and Marketing Association and Dori Farm Company Limited after conducting business diagnosis. The plan will serve as a guide to improve business operations and growth.

OBs are continuously encouraged to register and formalize their operations with the Registrar General’s Department to enable them to transact business with better established input suppliers and end markets. During the quarter, the project assisted four female OBs to formalize their businesses by registering them.

³ Average exchange rate for the quarter GHS 4.4922 to 1 US\$

April 2018

Financial Services

With financial institutions

During the quarter, a loan of GHS 20,000 (\$ 4,452.16) was approved and disbursed to Isaac Jawol Bisimbo, an OB based in Ugando in the Saboba District by Opportunity International Savings and Loans for aggregation of soybean for supply to end markets. It was to enable him to meet the requirement of a signed contract with Vestor Oil to deliver 136 MT of Soya beans bi-weekly. More loans will be facilitated for value chain actors as the cropping season picks up.

Also, three OBs and four groups who contracted a loan of GHS 186,633.90 (\$41,546) in 2017 from Opportunity International and Sinapi Aba Savings to purchase equipment and inputs, and aggregate crops repaid GHS 154,617.70 (\$34,419). It should be emphasized that 4 groups including Nipa Hia Mmoa, Peace and Love, Nyame Akwan and Kpanashei women repaid 100% of GHS 51,110 (\$11,377) loan they had taken. The loan made significant improvement in the groups' business operations. Kpanashe women group with 12 smallholders who received an aggregation credit of GHS11,000 (\$2,483.60) from Opportunity International repaid it all after 4 months. The group mobilized 96.2 MT of soybeans and maize during that period to sell in Tamale during market days. In the previous years, without financial support, only three women could aggregate a total of 19.5 MT of soybeans and maize.

To promote loan repayment and relationship development between OBs and Sinapi Aba Savings, USAID ADVANCE facilitated a meeting for them. Customers who had had good repayment records with the bank shared their experiences on measures adopted to ensure adherence to scheduled loan repayment. Alabani Ibrahim shared his experience with participants by saying *"I always deposit any small amount that I get from the bank anytime I have it. It accumulates and I do not have to worry to mobilize a huge sum of money to repay loans when the time is due. It takes a lot of pressure of me. This is the strategy the I have espoused and I encourage every one of you to do same"*.

Village Savings and Loans Association (VSLA)

Four organizations (SUNG Foundation, Access to Life, RAINS and SAVE Ghana) were engaged as consultants to set up 300 new VSLAs with about 7,500 farmers (4,500 women) and the training for the VSLAs are in progress. This will bring the total number of VSLAs to 1123 with 28,075 members (76% of them are women).

During the quarter, 668 VSLAs mobilized a total savings of GHS 1,257,671.70. (\$279,968). Over GHS 860,122.00(\$191,470) was disbursed as loans to 374 (253 women) farmers to fund off-farm activities such as aggregation, payment of school fees and hospital bills.

In addition, 38 VSLAs in Upper East Region, Kintampo and Sunyani area, shared out an amount of GHS 238,720 (\$53,141) to purchase input for maize and rice production. Farmers purchased inputs and equipment such as agrochemicals, seeds cutlasses, knapsacks sprayers and wellington boots worth GHS 57,481 (\$12,796) during community input promotions. Dealers such as B. Kaakyire, Ericmat and WaaF Agrochemical were involved in these community promotions.

"VSLA has entirely reduced financial burdens on ourselves and outgrowers, besides helping us finance our production the group members all agreed to help fund the admission cost of an outgrower's ward to the university of Ghana through a loan which without it the ward would have lost that opportunity of entering the university", stated OB Baffour Kusi from Kobedi in the Sunyani West district.

Digital Finance

To expand farmers' access to digital financial services, improve efficiency, and reduce the risk associated with transactions among value chain actors, USAID ADVANCE helped nine new OBs and 528 outgrowers (187 female) sign on to MTN Mobile Money platform. The project trained farmers in access to mobile money, cost effectiveness, security and bank integration. The OBs who were set up as merchants integrated mobile money

April 2018

payment into their business operations. The use of Mobile money is becoming one of the OBs' preferred options to pay for grains purchased from smallholders and inputs from smallholder input dealers in the communities. Value of transactions by fifteen (15) OBs (all male) reached more than GHS 279,129.50 (\$62,136) during the quarter.

Nutrition Sensitive Agriculture

During FY18 Q2, the project collaborated with MoFA's Women in Agriculture Development (WIAD) division to undertake nutrition education and soybean utilization training to help improve the nutritional status of smallholder farmers' households. A total of 5,223 smallholder farmers (4,022 women) benefited from these trainings in the 3 regions in the north and Kintampo. The farmers were taught how soybean could be processed into quality flour, and blended in various recipes. They were shown how to prepare several local dishes (Tubani, soy porridge, Tuozaafi, khebab, kose, soup, soy milk and Aprapransa) with soybeans.

The OBs and farmer based organisations (FBOs) provided soybean and maize grains, while beneficiaries (mostly women groups and SHFs) provided ingredients such as herrings, shea butter oil, dawadawa. VSLAs also got involved by using their social funds to purchase of ingredients for the training.

After the training, Meri Hudu from Zinindo in the Gushegu District of Northern Region, and other females like her started processing soybean kebabs as a business to raise additional income. She processes 15 kg of soybeans per week to prepare soy kebabs. She makes a net profit of GHS 20.00 (\$4.5) each week.



Gender specialist (Alhassan Abdul-Rashid) interacting with some of the women during a nutrition sensitive training session at Chapuri in the Upper West Region



Ayata Ajampan preparing soya milk during a Soya Utilization and Nutrition Sensitive Agriculture training at Kaljiisa in the Builsa North District of Upper East Region

Fall Army Worm Control

USAID ADVANCE continues to collaborate with stakeholders to design and implement control and mitigation measures against the fall armyworm invasion on farmlands. During this quarter, USAID ADVANCE undertook the following activities:

- a. Participated in the West Africa fall armyworm awareness generation workshop;
- b. Organized FAW awareness trainings for beneficiaries;
- c. Set up monitoring and warning systems; and
- d. Collaborated with the National FAW Task Force.

West Africa Fall Army Awareness Workshop

USAID ADVANCE participated in training-of-trainers (TOT) and awareness workshop on FAW pest management in Cotonou, Benin, from February 13 to 15. The workshop was organized by ECOWAS, USAID and International Maize and Wheat Improvement Center (CIMMYT), in partnership with national and international research and development partners, including FAO, and was attended by 95 participants (10

April 2018

women), including representatives from all 15 ECOWAS member state participated and a few participants from Eastern and Southern Africa. Results from USAID ADVANCE's work in mitigating the FAW outbreak in Ghana for the last two years were presented. The training helped build technical capacity in the West Africa region in integrated pest management (IPM)-based FAW management. Also, participants were advocated to promote the use bio-pesticides to control FAW infestation which is less toxic and more environmental friendly than other systemic pesticides.

Special training for OBs and OGs involved in outgrower schemes

The project trained 164 beneficiaries (18 women) involved in outgrower schemes and crop value chains on FAW management. The participants included Spray Service Providers (SSPs), OBs, OB field agents, input dealers, and media personnel. The training topics included:

- FAW biology,
- signs and symptoms for early detection,
- timing of control measures,
- how to apply control measures, and
- use of environment-friendly agrochemicals

During field visits, it became evident that participants had prior knowledge of the late symptoms of infestation but not the early latent ones. Participants were trained as trainers to reach out to more farmers in their communities. Also, USAID ADVANCE developed a FAW training manual for SHF's and a FAW protocol for agriculture professionals. The project also reviewed posters and leaflets used during 2017 with the view to improve and reprint for distribution in 2018.

Monitoring and Establishment of Early Warning Systems

Field monitoring operations, during the dry season, indicated low prevalence of FAW. Only a few farms were observed to be infested. In one of the farms (a 2 acre farm at Naaba Akura community near Kintampo in Brong-Ahafo region), maize intercropped with okra was at various stages of growth (V4, V8 and R3)⁴ was infested V4 and V8 stages. The farmers were advised to use less toxic pesticide such as "BT" and "NEEM EXTRACT" as a control measure.

USAID ADVANCE, in collaboration with CABI and MoFA, monitored and analyzed pheromone trap data across region. Average regional moth counts (pheromone trap data) were very low and no immediate action was required.

Collaboration with National Task Force

During FY18 Q2, USAID ADVANCE was invited to attend all four meetings organized by the National FAW Taskforce and was represented by the Senior Agricultural Specialist. The objective of the taskforce was to synergize FAW activities carried out by various stakeholders and mobilize resources for effective and efficient FAW management in Ghana. Currently USAID ADVANCE is leading several activities developed by the Task Force,



ADVANCE senior Agronomist APOs hot to set up FAW traps

⁴ V4 and V8 are vegetative stages of crop growth where the number of leaves on plant stalks are 4 and 8 respectively whilst R3 is reproductive stage of plants

April 2018

including training personnel, monitoring pheromone traps, and conducting radio awareness in Northern Ghana.

USAID ADVANCE is the lead organization tasked by the National FAW Task Force to backstop FAW management activities in the Northern Ghana. The project will continue to collaborate with the FAW National Taskforce to conduct evaluation of the effective communication on FAW awareness in northern Ghana. The task force will continue to work with regional and district MoFA directorates to manage FAW.

In the next quarter, 60 agricultural professionals, including project staff and 120 OBs, OBs agent, and lead farmers will be trained on FAW management by a FAW Expert. The training will focus on early detection and environmentally friendly control measures, including safe use of chemical pesticides and biopesticides. The project is also planning to distribute about 18,300 posters and 16,800 leaflets. The project will also commence the FAW awareness creation through radio jingles in 10 different languages. A Call Center is being set up in Tamale to help provide avenues for early reporting of pest incidence.

Supporting the Organization of Pre-Season Agribusiness Forum

As part of activities to promote business relationships between value chain actors, USAID ADVANCE partnered with USAID Agriculture Technology Transfer Project (ATT) to organise the 8th annual pre-season planning and networking event was organized in Tamale for more than 400 actors. For the first time the event's organisation was led by a local entity NASTAG. The event brought together various stakeholders in maize, rice and soya value chains, especially input and equipment dealers to network for business opportunities. Participants were mainly private input and equipment enterprises, OBs and SHFs from the three regions of the North, Ashanti, and Brong-Ahafo. It was under the theme, **“Quality Seed- necessity for Food and Jobs”**. The project funded the participation of 293 individuals (31 women), including 210 farmers (18 women).

5. Sub-Purpose 2: Increased Market Access and Trade of Targeted Commodities

During FY18 Q2, the project continued with the following strategies under sub-purpose 2:

- Developing market linkages between OBs and large buyers
- Developing key markets
- Reinforcing lead firms' competitiveness
- Supporting trade associations
- Strengthening community based marketing
- Providing market price information

Market Linkage Development

Activities centered on:

- expanding the size of market available to OBs
- promoting sustainable relationships among buyers and OBs,
- building the capacity to use market intelligence, and
- training in meeting market quality standards

New buyers identified

The project increased beneficiaries' access to markets and trade within the quarter. Five new buyers were identified with plans to purchase 17,000 MT of maize; 4,100 MT of soybean; and 2,000 MT of milled rice annually. To date, the project works with 154 buyers. The buyers' profiles and purchases are shown in Table

April 2018

1. They made an initial purchase of 160 MT of maize and soybean and 40 MT of rice worth GHS 445,698 (\$99,170). They purchased from three OBs in Northern Region and a rice mill (ANS MILL) based in Kumasi.

Table 1. Newly Identified Buyers and Potential Volume of Trade

Firm Name	Region	Firm Type	Purchase Requirement (Mt)		
			Maize	Soybean	Milled Rice
VADD Limited	Brong Ahafo	Processor - Soy Mill	-	100	-
Basic Trade	Northern	Aggregator	10,000	-	-
Global Ventures	Greater Accra	Food Processor	5,000	2,000	-
Kumasi Institute of Tropical Agriculture	Ashanti	Food Processor	2,000	2,000	-
Aduanepa Tombrown	Ashanti	Food Processor	-	-	2,000
Annual Purchase Requirement			17,000	4,100	2,000

Two-way trade missions

In collaboration with the USDA funded Ghana Poultry Project (GPP), 38 people, including feed millers and poultry farmers from Ashanti and Brong-Ahafo Regions visited Northern Region and had meetings with several OBs to explore new supply lines for maize. The visit has the potential to generate new businesses that will benefit OBs and smallholders in Northern Region. In addition, there were small missions where 8 OBs in Upper West Region to Kumasi visited Agricare Limited (3 OBs), Sahel Grains (3 OBs) Platinum Regal (1) and Fosuka Enterprise (1 OB). Finally, AGRISOLVE, a company based in Greater Accra, purchased 122 MT of maize and soybean from 2 OBs whilst on a trade mission visiting 4 OBs in Northern Region.

Table 2. Trade Missions Facilitated

Name of Buyer / Organization	Home Region of Buyer	No. of Participating OBs, FBOs or Seller	Regional Coverage of OBs	Commodity of Interest
Fosuka Enterprise	Ashanti	1	Upper West	Maize
Ghana Poultry Project	Ashanti	38	Northern	Maize
Platinum Regal	Ashanti	1	Upper West	Maize
Sahel Grains	Brong Ahafo	3	Upper West	Maize
Agricare Ltd	Ashanti	3	Upper West	Maize
Agrisolve Ltd	Greater Accra	4	Northern	Maize and Soy
Nestle CWA	Greater Accra	1	Brong Ahafo	Maize
Total		51		

Contract Facilitation

Contract facilitation is an important business support service for building OBs' capacity. Buyers are also more comfortable and confident about trade deals, when a reliable third party is involved and support OBs. USAID ADVANCE expects this third-party role to be played by trade associations and OB networks and support them.

April 2018

In FY18 Q2, the project facilitated 49 contracts for the purchase of 3,633 Mt of maize, paddy and soybean worth GHS 3,362,623 (\$748,547) between 31 OBs and 23 buyers. Table 3 shows the details of the new trade deals. In addition, five contracts covering purchases of 427.5 MT of maize, paddy and soybean, worth GHS 648,500 (\$144,361) were secured entirely by OBs without the project's facilitation.

Table 3. Contracts Facilitated

Type of Contract ⁵	Number Contracts	of Contract (MT)	Volume	Contract (USD)	Value
Closed Contracts	6	286		56,914.21	
Closed Sale without Formal Contract	34	1,188		219,080.41	
Purchase and Supply Agreements	9	2,160		472,552.42	
Grand Total	49	3,634		748,547.04	

Collaboration with Nestle Ghana on Supply Chain Development and Food Safety Improvement

USAID ADVANCE assisted three OBs on the Nestle maize supply development program (Kharma Farms, Kukobila Nasia Farms and Gundaa Produce Company) in preparing and submitting price quotes in response to a request for price (RFP) by Nestle.

Two of the OBs reached a deal with Nestle to supply 60 MT of maize contingent upon meeting the quality requirements. One OB opted out of the transaction because of price. By this collaboration, the project is learning how supported smallholder farmers can meet the quality standards of high-end food processors.

Kharma Farms cleaned and sorted the maize consignment and Nestle took samples for testing with the results expected in April 2018. Kukobila Nasia Farms deferred the execution of the Nestle order because of quality issues.

A refresher training was conducted for smallholder farmers connected to Kharma Farms on mycotoxins control using new training posters provided by Nestle. Nestle expressed interest in sourcing milled rice from the North. Accordingly, a visit was arranged to a USAID ADVANCE supported rice miller, AMSIG Shekinah Agribusiness Centre in the Tolon district, to assess their suitability to become a Nestle supplier. The preliminary feedback is positive and the next steps are for the parties to discuss price and for Nestle to conduct a quality audit of the miller.

The project also organized a trade mission for Nestle to Sahel Grains in Techiman to conduct a facility and warehouse assessment for maize supply. The parties agreed on price. In the next quarter, Sahel Grains will prepare a consignment of maize for sample selection and testing by Nestle.

Training of farmers in produce quality requirements and standards

Based on the linkages between large buyers/processors and OBs, more farmers understand the need to acquire knowledge and skills to produce according to standards required by buyers. Two companies based in Northern Region (Kharma Farms and Kukobila Nasia Farms) who were awarded a 60 MT supply contract from Nestle Ghana Limited are being supported to meet the quality standards required by the contract.

The project trained 9,790 (5,100 females) farmers to meet market quality standards for maize, soybean and rice. The training was conducted using the Ghana national standards.

⁵ Closed contracts are definitive and binding agreements between buyers and farmers for the exchange of a specified quantity of produce at a specified price within a specified period.

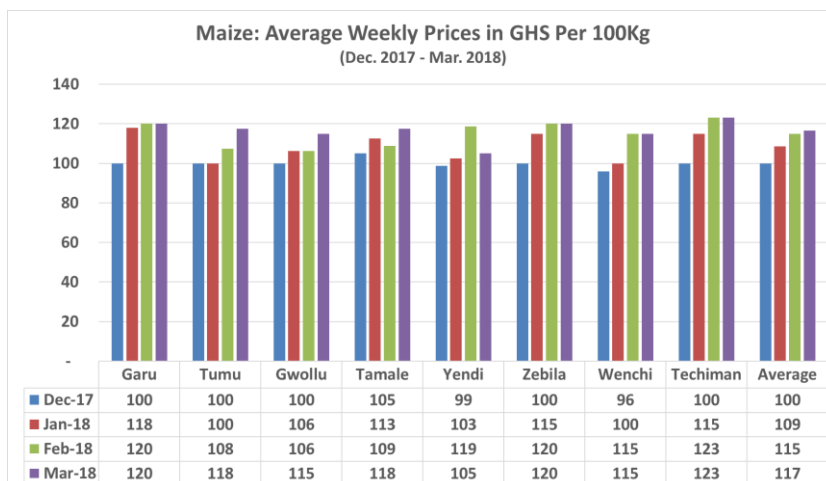
Purchase and supply agreements are non-binding contracts between buyers and farmers with key terms like quantities, price, and delivery period to be agreed between the parties at a later date

April 2018

Key Market Developments

Maize

Overall, maize prices monitored in 8 selected major markets showed an average increase of 17% between December 2017 and March 2018. In contrast, the price decreased by 9% for the same period last year. On average, prices at the end of March 2018 represent a 48% increase over that for March 2017.



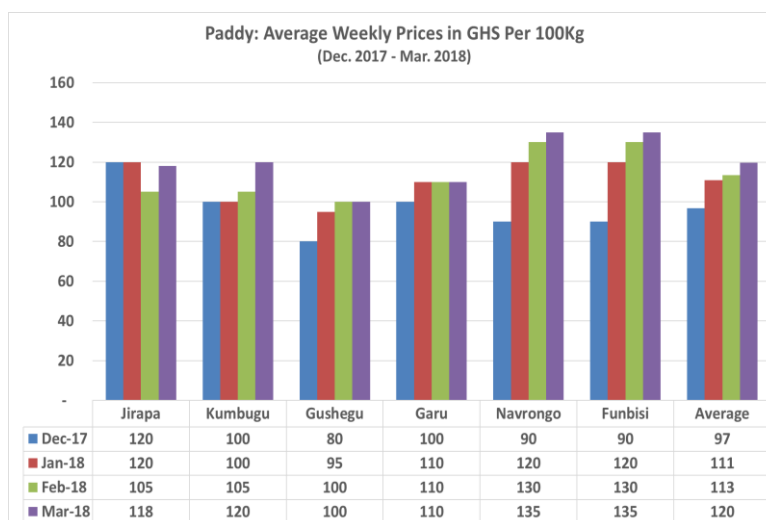
Source: ADVANCE market monitoring

Paddy

Paddy prices monitored in six key markets in the north showed an average increase of 24% between December 2017 and March 2018. On average, prices at the end of March 2018 in those markets represent a 49% increase over that for March 2017.

Supply for rice was high, especially in the irrigated areas of the Northern and Upper East Regions. However, demand outstripped supply primarily because of demand by AVNASH (a 500MT per day rice miller in Nyankpala) and Shinkafa Buni Rice Farmers Association⁶.

Aggregators who buy paddy for southern rice millers were also active in the market. In the Northern Region, aggregators from Togo and Nigeria bought paddy in the Bimbilla, Gushegu, Chereponi, Saboba and Yendi markets, which contributed to the increase in prices in those markets. Paddy prices in the Upper West Region⁷ were relatively stable because key buyers in the region, school feeding caterers, did not purchase as much.



Source: ADVANCE market monitoring

Soybeans

On average, the price of soybean in the six key markets the project monitored increased by 19% between December 2017 and March 2018. The average price at the end of March 2018 in those markets represents a 65% increase over that for March 2017. It appears that farmers dedicated more land to the cultivation of maize, and less for soybean, because of the availability of subsidized fertilizer under the Government’s Planting for Foods and Jobs program. The forecast of low soybean supply and anticipated future rise in price of the commodity resulted in some farmers and aggregators holding back stocks to speculate.

⁶ Shinkaafa Buni which was originally established as the farmer outgrower wing of AVNASH now operates independently. It aggregates and sells paddy to AVNASH and other rice millers as well.

⁷ The Upper West region is a marginal rice production area compared to the Northern and Upper East regions which have large irrigation areas

April 2018

On the demand side, processors increased their buying to store for future processing. In the Northern Region, cross border trade by aggregators from Burkina Faso, Togo and Nigeria in the Chereponi, Gushegu, Bimbila and Yendi markets significantly contributed to the price increase in those markets. In the Upper West region, aggregators from Leo in Burkina Faso purchased good volume of soybean from the Sissala districts.

Lead Firm Competitiveness

Support for Buyer Outgrower Development

The project facilitated and monitored farmers' input credit repayment for a total value of GHS6,765,958 (\$1,506,157) provided by 7 buyers to 103 OBs for the 2017 farming season. The status of recoveries of the various outgrower schemes at the end of March 2018 are presented in **Table 4**

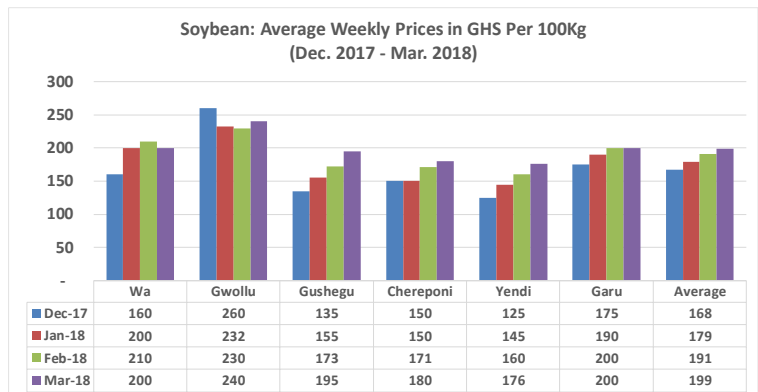
Table 4: Input Credit Recovery

Buyer	Crop Supported	Number of OBs Supported	Production Support (Ha)	Expected Recovery (Mt)	Actual Recovery (Mt)	% Recovery
Akate Farms	Seed, Fertilizer and Agro Chemicals	1	1,600	3,308	2,716	82%
Agricare Ltd	Seed and Fertilizer	91	2,442	4,677	3,879	83%
Sahel Grains	Ploughing Services	3	358	44	35	78%
Duna Farms	Ploughing Services and Fertilizer	1	34	19	19	100%
E-GABS GH	Ploughing Services	1	4	0.35	0.35	100%
Premium Foods	Seed and Fertilizer	5	112	126	100	79%
Royal Danemac	Seed and Fertilizer	1	40	15,080	10,400	69%
Total		103	4,590	23,255	17,148	74%

Except for Duna Farms and E-GABS GH that fully repaid, the OBs are still repaying.

BDS Support to buyers

Table 5 shows the business development services that USAID ADVANCE provided to buyers during FY18 Q2.



April 2018

Table 5: BDS to Market Lead Firms

Name of Firm	Location of Firm	Type of Technical Assistance	Status of Engagement
Agricare⁸ Ltd, Feed Processor	Ashanti	Negotiated supply of inputs on credit with Yara, Chemico and RMG, and crop insurance with GAIP to support the 2018 outgrower scheme	Ongoing
		Assisted in recruiting an Agronomist to manage farmer outgrower scheme	Complete
Cropcare⁹ Ltd, Kumasi, Aggregator	Ashanti	Facilitated outgrower scheme for maize and soybean in north Ghana beginning with the 2018 farming season	Ongoing
E-GABs GH Ltd, Afrisipakrom, Soybean processor	Brong Ahafo	Expanded outgrower scheme for soybean in north Ghana for the 2018 farming season Assisted the firm in applying for outgrower development grant support from the Ghana Poultry Project	Ongoing
Soybean Processors (Royal Danemac. Vester Oil, Inter-Grow, G. Bosomtwe, E-GABs)	Various	Market linkage for the supply of local soymeal to Agricare Ltd	Ongoing

Trade Association Support

USAID ADVANCE provided support to two trade associations during the quarter.

1. Ghana Rice Inter-Professional Body (GRIB)
2. Promotion of structured trader with Southern maize traders

Promotion of Structured Trade with Southern Maize Traders

The project continued its work on promoting structured grain trade with 11 maize traders' associations in nine maize markets in the Ashanti and Brong Ahafo Regions; i.e. Techiman, Badu, Wenchi, Ejura, Kintampo, Nkoranza, Atebubu, Awuah Odumase and Odumase No. 1.

The Southern Maize Traders Network (SMTN) formed in October 2017 held its first general meeting in Techiman with 25 association executives (3 females) from seven markets. The meeting formed three committees for the network—Financial, Disciplinary and Welfare. In addition, each member association will sponsor the network executives to embark on a sensitization visit on structured trade and markets.

USAID ADVANCE organized a visit to the Ejura market with 125 persons (38 females) participating including traders, farmer groups, traditional authorities and officials of the Municipal Assembly. The SMTN executives

⁸ There were Board and management changes at Agricare in January 2018. The new team is committed to the outgrower scheme but has been heavily dependent on ADVANCE for guidance.

⁹ Crop Care is led by the former Managing Director of Agricare who worked closely with ADVANCE on the development of Agricare's outgrower scheme

April 2018

used radio (Today's FM at Ejura) to educate the public on the need to adopt weights and measures, and grain standards. The network opened a bank account with an initial deposit of GHS 850 (\$189) from monthly dues paid by member associations of the network.

USAID ADVANCE visited the agricultural directorates of 7 metropolitan municipal and District Assemblies (MMDAs); i.e. Techiman South, Wenchi, Nkoranza, Kintampo, Tain, Atebubu, Ejura Sekyedumase) to introduce and elicit their participation and support in the structured trade initiative.

A stakeholders' meeting was organized by the Nkoranza municipal agricultural office in collaboration with USAID ADVANCE to strengthen the participation of the Nkoranza Traders Association in structured trade activities. 30 people (one woman) participated in the meeting including farmers, members of the traders' associations, officials of the Municipal Assembly and the Chairman of the Southern Maize Traders Network.

North Ghana Processing Upgrade

USAID ADVANCE assessed mills' utilization of and provided technical support to 2 MSMEs in the Northern Region, Nyebu Bi Yoona Processing Centre (Nyebu) and AMSIG Shekinah Agribusiness Centre (AMSIG SAC), who were granted rice mills in the previous quarter.

Nyebu actively used the mill and provided toll milling services. USAID ADVANCE linked AMSIG SAC to Nestle to supply milled rice. The project assisted Savanna Food Empire, a soybean processor based in Wa, to secure 30MT of soybean from the Northern Region for processing.

Market Price Information

During the quarter, 13,465 people (7,250 women) received market price information on maize, rice and soybean in the project's main markets on a weekly basis. This information helps FBOs and smallholder farmers price their produce competitively.

“Having realized the significance of *structured trade* and the potential role it could play in promoting maize trade and revenue generation (from sales levies) within the municipality they will work together to ensure effective implementation and full participation of the traders. We commend USAID-ADVANCE for its immense effort in promoting *structured trade* in the municipality”

~ Alfred Lumor, Nkoranza
Municipal Planning Officer

6. Sub-Purpose 3: Strengthened Capacity for Advocacy and Activity Implementation

Under sub-purpose three, the project focused on:

- I. Developing advocacy groups;
- II. Building capacity for program implementation; and
- III. Supporting FBOs to establish relationship with other actors

Development of Advocacy Groups

Progress on advocacy actions towards gazetting and enforcing bye-laws for sustainable management of CREMAs

All four communities designated by the Wild Life Division of the Forestry Commission as Community Resource Management Areas (CREMAs) made progress in their efforts to influence their respective District Assemblies to enact and gazette bye-laws that will help reduce the incidence of wild fires (bush fires) and other misuse of agriculture resources. In addition to the bye-laws, communities developed memorandums of understanding (MOUs) with associations in the communities and their traditional chiefs, aimed at enforcing the bye-laws. USAID ADVANCE developed video documentaries on advocacy in support of environmental

April 2018

sustainability. The documentaries were discussed in a stakeholders' forum and then shown in Kunlog, Builsa Yenning, Chakali and Mamprugu Moagduri communities. The level of progress among the communities include:

- Allocation of offices to the CREMAs in Builsa South and Mamprugu Moagduri by their respective District Assemblies.
- Positive review of the draft bye-laws by the Justice and Security Committee and other stakeholders (Kunlog and Chakali Sumaalu CREMAs), pending review by the Executive Committee and subsequently by General Assembly.
- Drafting of MOU to support bye-law implementation (Moagduri Wuntamluri Kouwomsaasi (MWK) CREMA Associations)

Improving accountability and responsiveness of agricultural extension agents.

The project started activities through which farmers can improve the responsiveness and accountability of agricultural extension agents (AEAs) of MOFA. The activities were carried out by the local NGO URBANET, with USAID ADVANCE grant. The activities included:

- Participatory development of a community scorecard (CSC) methodology to assess extension services provided farmers by AEAs
- Sensitization of District Assemblies on the CSC, which includes assessment of resources provided to AEAs
- Sensitization of farmers on the CSC
- Training of AEAs and Lead farmers on use of the tool
- Deployment of the tool in the communities

During the quarter, 20 farmers from 20 communities in Mion, Yendi, Gushegu and Chereponi were trained as trainers on the CSC methodology.

Smallholders farmers discuss access to government subsidized fertilizer

Smallholder farmers expressed interest in the Government's Planting for Food and Jobs program, which seeks to provide access to subsidized fertilizer. The implementation of the program generated discussions among stakeholders, as the government seeks to gradually cover more farmers. To offer a formal platform for stakeholders to make input into the implementation of the program, CDA-Ghana, through USAID ADVANCE grant, organized a district-level stakeholders meeting. Two workshops were held in Lambussie and Sissala West Districts in the Upper West region, attended by 115 people representing various stakeholder groups to discuss this topic. Participants collectively identified challenges bedeviling the implementation of the program and determined mitigation measures which will help address the low access of subsidized government fertilizers to farmers in the districts.

Outgrower Business Network advocate for bigger role in Government Subsidy program

USAID ADVANCE supported two OB networks in the Upper West Region to develop a concept paper for participation in the government's PFJ program. This support came after a training and sensitization session in which participants were trained to identify existing policy and administrative directives that can enhance their business operations. The concept paper advocates for OBs to be used as channels to distribute subsidized inputs, since they already have trust relations with most smallholder farmers in the communities. The paper is under review for submission to the respective District Assemblies' administrations.

New OB networks to enhance advocacy

During the quarter, the project made progress in the developing 3 new OB networks, one in the Upper East Region and two in the Upper West Region. It held meetings in Bawku and Wa to discuss modalities and constraints to developing the network. The leaders will mobilize their members and meet again a later.

April 2018

Smallholder Capacity Building

Feedback from beneficiaries indicate that the numeracy and FaaB trainings are improving the capacity of the beneficiaries to interact and conduct business. Ayisha Mahama had this to say “the Numeracy classes have afforded me the knowledge to appreciate and understand Ghanaian currency. Now I can give change without cheating myself any time the need arises”

Numeracy Training

The project has so far trained 6,537 (53%) of the targeted number of beneficiaries (Table 6) out of which 51% are females.

Table 6. Numeracy Training Beneficiaries Across Regions

REGION	Trainers	Targeted SHFs	Females	Males	Total
Northern	14	4,000	1,432	1,722	3,154
KN & KS	4	900	220	374	594
Upper East	8	2,750	87	86	173
Upper West	7	2,750	1,132	792	1,924
ADVANCE South	5	1,000	200	177	377
Total	38	11,400	3071	3,151	6,222

FaaB Training

The project trained 8,145 farmers (50% women) on Farming as a Business (FaaB). For this quarter, the FaaB training included a module on fall armyworm, use of improved varieties, and expected yields.

Mentorship Program for FBOs

During FY18 Q2, 42 FBO leaders (27 male, 15 female) participated in the FBO to FBO experience sharing and mentoring activity. The FBOs shared experiences on records keeping, collective input purchases, collective sales, FBO income generation activities, assets acquisition, etc. The mentee-FBOs were quite impressed with the performance of their mentor-FBOs and learned a lot.

Mentoring and coaching are strategies that the project adopts to transform and sustain FBOs as they initiate transition activities to become FBEs. Ten 10 interns were hired to work with selected FBOs and FBEs and mentor, coach and train them in FBE activities. They will start working with them, in next quarter. They will help design organizational development plans and identify ways of making the groups sustainable. In addition, they will organize exchange visits among FBEs and FBOs.

More FBOs qualify to FBE

After the FY18 Q2 assessments, 50 FBOs qualified as model FBEs. Majority of the FBOs are at mid-transition level with scores ranging from 31% to 69% score. The scores by region are indicated in the table below.

Table 7. Benchmark Assessment of FBOs for Transition to FBEs

Region	Formative Stage	Early Transition	Mid-Transition	Model FBE	Total /Region
Upper East	0	0	15	10	25
Northern	0	2	22	20	44
Kintampo	0	0	29	5	34
Upper West	0	0	14	11	25

April 2018

Region	Formative Stage	Early Transition	Mid-Transition	Model FBE	Total /Region
ADVANCE South	0	6	10	4	20
TOTAL	0	8	90	50	148

The four assessments conducted show that FBO operations improved. The average scores by region and quarter are shown below.

Table 8. Average Regional Quarterly Assessment Scores in Percent

Region	Q 3 June 2017	Q4 September 2017	Q1 December 2017	Q2 March 2018
Upper East	60.3	64.5	66.8	65.8
Northern	52.0	58.8	63.1	68.6
Upper West	49.8	58.5	66.2	67.1
Kintampo	31.0	38.0	46.1	58.0
ADVANCE South	40.2	36.7	56.1	60.4

E. PROGRAM SUPPORT

7. Gender Program

In addition to activities conducted by women on VSLAs, access to information, nutrition promotion and trainings mentioned in section D.1, during FY18 Q2, the project continued to mainstream and integrate gender in all its activities with key focus on:

- Building women's business, leadership, and entrepreneurship skills
- Increasing women's access to farmland
- Supporting participation in international women's day celebration
- Increasing women's access to financial services and improved technologies

Building Women's Business, Leadership and Entrepreneurship Skills

During this quarter, the project undertook training on gender, leadership and entrepreneurship for 548 executives (408 females) of VSLAs and FBOs. The main objective was to build these leaders' capacity in both leading outgrower business and managing their farm businesses as an enterprise. Employing basic participatory adult training approach, the following topics were discussed;

- Gender sensitization,
- Gender and Leadership
- Self-awareness, acts of leadership, Communication, Public Speaking, Conflict Management, Planning, Time Management, and Participatory Decision Making and entrepreneurship.

This leadership training skills had direct impact on gender empowerment outcomes as women use the acquired skills to take decision on which crops to cultivate to make additional income, which agro-inputs they should buy for farming, how to use proceeds from selling of their produce and whether to engage in VSLA schemes. After the trainings, participants came out with ideas that could help strengthen and sustain the groups, such as reducing production costs by supporting each other with labor activities, discussing with OBs on the groups' support needs, deciding on the groups' training needs, keeping proper records, undertaking crop budget, and purchasing inputs collectively, among others.

April 2018



Gender, Leadership and Entrepreneurship training at Mo Nkwanta in the Kintampo South



Peter Duut demonstrating types of leaders during a leadership training in Denugu in the Garu Tempane district

Access to Land for Women

Traditional leaders in 16 communities in three districts (Mion, West Mamprusi, Sawla/Tuna/Kalba and West Gonja) provided 611.2 hectares of fertile land to women groups for agricultural production. This is a result of an advocacy campaign funded by USAID ADVANCE and undertaken by the groups and the Coalition for the Development of Western Corridor of Northern Region (NORTHCODE) to convince traditional leaders and land owners in northern Ghana to allocate acres of land to women. NORTHCODE provided the platform for the women to articulate their needs to the leaders. This initiative led to memorandums of understanding to demarcate the areas in each community as “land banks” to enable the 1012 women to cultivate maize and soybean for a period of 10 years

International Women’s Day Celebration

On March 8 in Tamale in the Northern Region, USAID ADVANCE joined thousands around the world to celebrate women on the International Women’s Day (IWD). Under the theme, “Press for progress for women’s participation in agribusiness”, the event recognized and appreciated achievements made by female smallholder farmers and outgrower business (OB) owners supported by the project in the maize, rice and soya value chains. In attendance were the USAID ADVANCE Deputy Chief of Party, Christel Tshikudi and USAID Agriculture Specialist Grace Sebugah, who delivered speeches on behalf of the project and USAID, respectively. Over 70 women farmers including OBs, lead farmers and leaders of farmer based organizations were present.



A female OB sharing the impact of USAID ADVANCE on her farming business during the International Women’s Day celebration

The event featured knowledge sharing, and networking involving key women agribusiness entrepreneurs who shared the impact of the project’s interventions. This empowerment platform enabled many women to advocate for leadership positions in USAID ADVANCE OB model. In addition,

April 2018

Linked Women's Group to ICT Firms for Dissemination of Nutrition Messages on Soy, Rice and Maize Formulations

To ensure women access to information, the project sensitized stallholder farmers on the use of phones and collaborated with Esoko and Viamo (Voto Mobile) and community radio stations. Through phones sales promotion, 58 female beneficiaries in Northern Region purchased phones to receive GAP, market and nutrition messages. 18,165 messages on soybean nutrition were disseminated to 2,366 women in February and March. The messages aimed at sensitizing female beneficiaries on the nutritional benefits of soybean.

8. Environment Support

USAID ADVANCE conducted environmental and social safeguarding due diligence activity, which aimed at ensuring general compliance with Title 22 of the Code of Federal Regulation, part 216 and the relevant environmental regulations of Ghana. In FY18 Q2, activities specifically covered:

1. Improving agrochemical management by project actors
2. Preventing and managing bushfire

Improving Agrochemical Management among Project Actors

The project continued to support selected youth and other males to understand and optimize the business model of providing safe and environmental friendly services with regard to field application of pesticides. In FY18 Q2, 24 more males were trained to become safe spray service providers (SSPs). This brings the total of SSPs trained by the project to 725. The trainees learned about the effects of pesticides on health, hazard levels of pesticides and integrated pesticide management, equipment protection, safe transportation and application of pesticides, fall armyworm management, first aid, used pesticide containers disposal using the drum incinerator, and practical exercises on knapsack calibration and effective spraying. During the training, experienced SSPs shared ideas and lessons with the newly selected SSPs.

"I always used empty my pesticide container and turned it into a drinking cup of water, oblivious of dangers involved. In addition, I also used the container to put boiled water with ammonia and salt to wash cooking utensils. USAID ADVANCE training has really opened my eyes to the wrong things I was doing that put my family's health at risk. Now, neither I nor any of my family member will ever use these empty containers for drinking or for any domestic purpose again". ~ Kwaku Nhyankumago, a newly trained SSP from Cheranda in the Brong Ahafo Region.

"Prior to my training as an SSP, I was not working, but today, through my spray services, I can afford cashew seedlings to start my 3.5 acres cashew plantation".~ Kyere Hinneh, Nsuatre, Brong Ahafo Region:

Disposal of empty chemical containers

One of the training topics was particularly important. The steel drum incinerator provides complete combustion and ensures a more environmentally friendly way of disposing of chemical containers. The trainees saw that the incinerator produced very little smoke in the combustion process with minimal ash and residues.

April 2018



Steel drum incinerator demonstration for SSPs

Wildfire/Bushfire Prevention and Management

Field data shows that most areas in the project's ZOI experienced fewer bushfires during the dry season from December 2017 to January 2018 than a year ago. The data also show that the total area exposed to bushfires during the current year was smaller than the previous year.

As part of consolidating the gains of the anti-bushfire campaigns, 5 anti-bushfire volunteer squads were formed and equipped in FY18 Q2, in Upper East (Jimbaale and Naadema), Upper West (Jeffisi and Duccie), and Kintampo (Dawadawa), bringing the total to 9. The project trained and equipped two groups to serve as spray service providers (SSPs) and generate income.

Groups had physical warmup, and learned about causes and consequences of bush-burning, laws on anti-bushfires, defensive bushfire fighting, fire environment, rules and roles of anti-bushfire volunteers' squad, use of fire triangle and first aid. The figure below shows the locations with the anti-bushfire volunteers squads trained in this quarter.

Trainees received equipment: fire beaters, overall clothes, protective boots, hoes, machetes, rakes and gloves.



Equipped anti-bushfire squad members fighting fire

9. Grants Program

During this reporting period, USAID ADVANCE provided grants to procure 498 production and post-harvest handling equipment valued at \$208,519.53 for beneficiaries. The equipment included tarpaulins, reapers, weighing scales, moisture meters, rippers, manual planters, bullock ploughs, dibblers, harrows and planters.

April 2018

The equipment will help farmers adopt modern farming technologies which shall result in increased crop yields, improved household incomes and reduced poverty among small holder farmers.

USAID grants' team conducted several grantees' monitoring visits and gathered the following testimonies:

- Issahaku Mohammed, OB in Bincharatanga in the Northern Region, testified that the tractor, sheller, ripper and tarpaulins he received enabled him to increase the number of outgrowers that he supports from 40 in 2012 to 600 in 2017. He also said that he was able to increase the services he renders to his OGs with the sheller and increase his income significantly.
- Enock Akisiba, OB in Chuchuliga in the Upper East Region who also received an equipment grant (sheller), attests that most of his OGs now enjoy timely land preparation and are able to plant in rows. During harvesting, he supports them with the shelling services to reduce post-harvest losses and increase the quality of their produce which attracts industrial buyers and good income for their households. This grant support has indirectly enable them to send their children to better schools.
- Mary Azongo, OB in the Brong Ahafo Region, is a grant beneficiary and narrates how a grain dryer has facilitated the drying of produce and prevented the growth of aflatoxins in her grains. She also helped her OGs in drying their produce at a fee, which generated additional income for her.

Local Partnership Grants (LPG)

A total amount of \$50,189.83 was disbursed to 4 local organizations, Youth Harvest Foundation, Community Development Alliance, URBANET, and SUNG Foundation, to work on policy and advocacy issues related to the safe disposal of agrochemical containers, strengthen transparency and accountability mechanisms in the government of Ghana's fertilizer subsidy program, and ensure sustainable support systems for Agricultural Extension Agents (AEAs) to deliver effective and efficient extension services to farmers.

SUNG Foundation must train and equip 315 VSLA groups across selected districts and communities of the Northern Region. The foundation will also train 50 agents to monitor activities of VSLA groups. A final grant of about USD30,000 was disbursed to the Ghana Agricultural Insurance Pool (GAIP) to carry out marketing strategies to increase the uptake of agricultural insurance among farmers.

10. Monitoring, Evaluation and Learning

Monitoring and Evaluation

During the reporting period, USAID ADVANCE continued to collect data on activities such as profiling, GAP and PHH trainings; and update its database and data collection forms. The M&E review meeting was held in February to update the team on new developments in M&E, data verification at regional level and project wide.

Data Quality Assessment and Data Verification

USAID ADVANCE performed monthly data verification exercises to authenticate the data submitted by the technical team during the period. Challenges were highlighted and discussed with all staff involved in the data collection, analysis and filing. Also, the team conducted an internal data quality assessment on the M&E systems and procedures implemented at the regional offices. Findings were shared with the staff and action plans put in place to further strengthen the system.

M&E Quarterly Review Meeting and Capacity Building

USAID ADVANCE M&E staff met in Accra to review progress with achievements of the project's indicators, data collection, data processing, data analysis and data reporting processes. During the three-day workshop, project achievement and shortfalls till date were reviewed and specific training was provided to help the team better collect and analyze data.

April 2018

Learning Activities and Knowledge Forum

Learning studies

the Department for Research, Innovation and Consultancy (DRIC) from the University of Cape Coast presented preliminary results of 6 learning studies for FY18. The learning studies included:

- OBs' ability to engage buyers
- Asset utilization and maintenance by grant recipients
- Economic impact of OBs' field agents
- Effect of numeracy and FaaB on yield and income
- Which is more profitable: ripping or ploughing?
- Why training is high for women yet application is low?

The project technical team and some stakeholders reviewed the reports and made recommendations for improving and finalising the reports. The final report will be shared in regional knowledge fora scheduled for the next quarter.

Gross Margins

The project conducted the cleaning of the 2017 season's gross margin and technology application data. Data analysis is ongoing alongside sales data collection for the 2017 production season. Results will be available in the next reporting quarter.

Geographic Information System (GIS) and Mapping

The ability of GIS to analyze and visualize agricultural environment and progress has proven to be very beneficial to those involved in the farming industry. From mobile GIS in the field to the analysis of geographic production data, information gathered from GIS is playing an increasing role in helping farmers increase production, reduce costs, and manage their land more efficiently. While it is impossible to control natural occurrences in farming, they can be better understood and managed with GIS applications such as crop yield estimates, and erosion identification and remediation.

Reliable crop information is vital to the functioning of grain markets. It is used to inform decisions on planting, marketing, and policy. Applying GIS to the process of preparing crop estimates has improved accuracy while lowering costs.

During this reporting period, the GIS specialist produced the following maps:

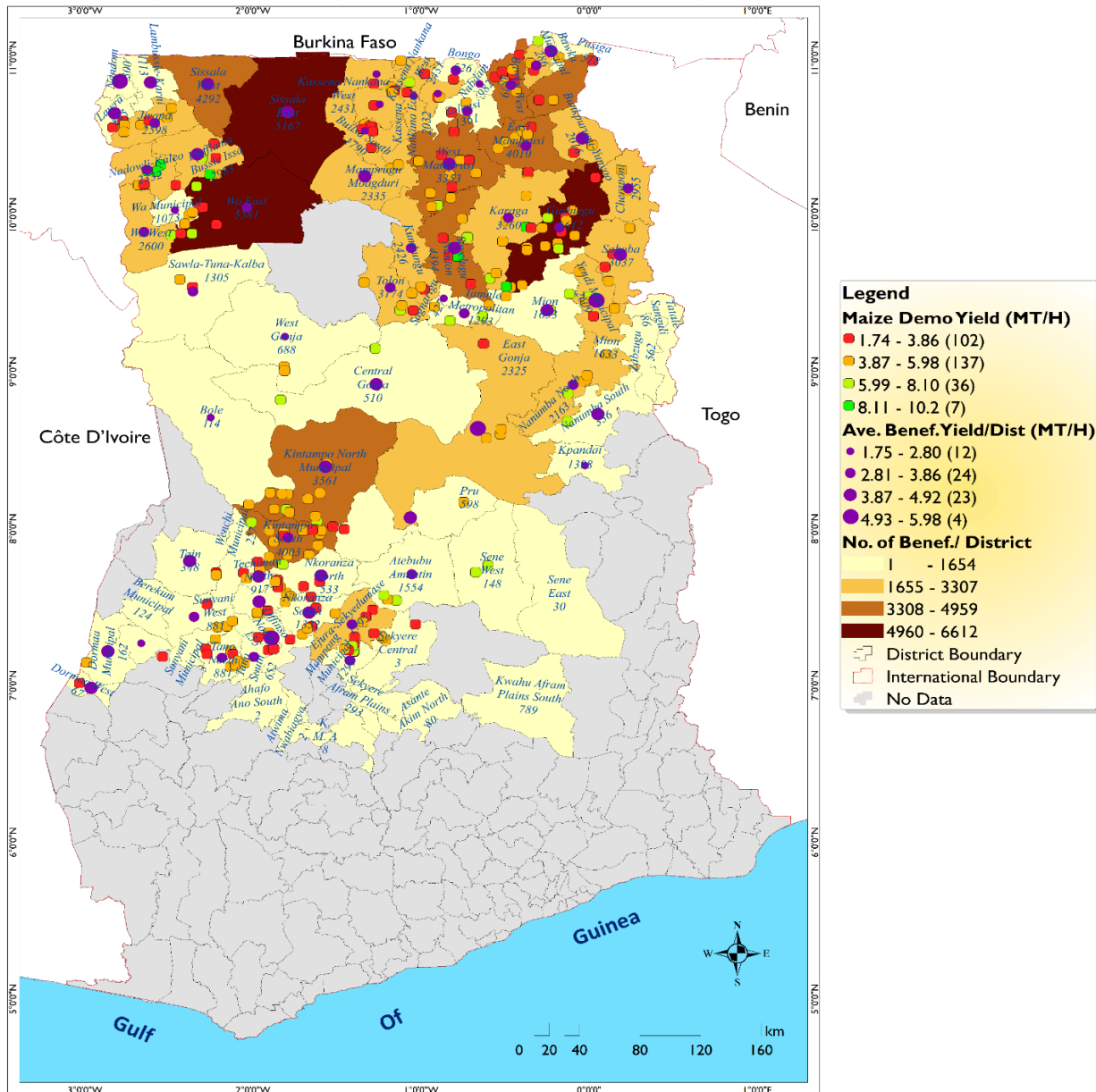
1. Rainfall effect on fall armyworm prevalence
2. Yield comparison obtained at demo sites for all three commodities (maize, rice and soya)
3. Anti-Bushfire squad map
4. Gross margins farm location map
5. A VSLA map for Upper West
6. A Global Food Security (GFS) district map
7. Land area maps for women
8. Bushfire maps for certain periods and fire change detection maps for the same periods

Some maps produced are as shown below:

April 2018



2017 - Maize yields obtained by beneficiaries and at Demo sites per district



USAID, ACIDI/VOCA, Ghana Statistical Services, CERGIS, ADVANCE
 Date: February, 2018

Map showing area covered by bushfires for the period Dec. 2016 – Jan., 2017

The demo-beneficiary yield map shows a display of demo locations and the yield range for such demos overlying the beneficiary by district. The beneficiary yield was extracted from the gross margins data which was averaged over districts and represented as a range of points.

Public Relations and Communications

The Public Relations & Communications (PR&C) continues to highlight the project’s activities, progress impact and successes to beneficiaries and stakeholders; and ensure USAID ADVANCE’s visibility.

April 2018

Bi-weekly Bullets

During the quarter, the project submitted five bi-weekly updates to USAID. The bullets outlined project's achievements and successes such as the project's efforts to preserve natural environment through CREMA, how female OBs leveraged project interventions to improve their livelihood, and how women trained in soybean nutrition started income generating ventures while improving household nutrition.

Quarterly Newsletter

The January-March 2018 edition of the USAID ADVANCE's newsletter was published and distributed to over 1,000 stakeholders including partners, clients and actors involved in the project, in both electronic and printed formats.

Events

US Congress Staff Delegation Visit

The project hosted US Congress staff delegation and its organizer, the Center for Strategic & International Studies (CSIS), through a visit to Zinindo in the Northern Region on February 21, where they observed the impact of USAID ADVANCE interventions on beneficiaries. The visit involved discussions with over 200 smallholder farmers and 5 OBs, and a meeting with private sector leaders within the maize, rice and soy bean value chains in the Northern Region of Ghana. USAID ADVANCE Chief of Party explained the project's OB model before nucleus and smallholder farmers narrated how the project interventions such as provision of good agronomic practices (GAPs) trainings, soybean utilization trainings, digital financing and market linkages have improved their productivity and livelihood. The delegation revealed that the visit offered them an opportunity to better understand how Feed the Future program is impacting lives in Ghana.



A female beneficiary sharing the impact of the project's interventions with the delegation.

Pre-Season Planning and Networking Forum

USAID ADVANCE collaborated with the USAID Agriculture Technology Transfer (ATT) project to fund and organize the eighth annual pre-season and networking event in Tamale on March 21. Under the theme, "Quality Seed, Necessity for Food and Jobs", the event was attended by about 800 stakeholders. However, the lead event organizer was the National Seed Trade Association of Ghana (NASTAG).

April 2018

USAID ADVANCE sponsored 293 VC actors. The event featured speeches from the Deputy Minister for Food and Agriculture, USAID Agriculture Team Lead, Dr Sagre Bambangi and Chiefs of Party for the USAID ATT and ADVANCE projects. USAID ADVANCE Chief of Party, Dr. Emmanuel Dormon encouraged participants to use the opportunities provided by the forum to dialogue with sector stakeholders on new agriculture innovations and technologies. OBs purchased agriculture input such as oil and filters, irrigation equipment, hose and pipes and motor bikes among others from equipment dealers like John Deere and Motor King



USAID ADVANCE Chief of Party addressing participants at the Pre-Season event

Links to online publications of CREMA stakeholders' fora are below:

<http://www.ghananewsagency.org/social/nomadic-herdsmen-pose-threat-to-crema-implementation-129571>

<http://www.ghananewsagency.org/print/129710>

<https://www.modernghana.com/news/839904/fulani-herdsmen-threaten-implementation-of-crema.html>

<http://tarkwa360.com/nrp-could-be-secured-through-crema-implementation-study/>

<https://theworldnews.net/gh-news/fulani-herdsmen-threaten-implementation-of-crema>

<http://www.globoble.com/news/fulani-herdsmen-threaten-implementation-of-crema#.WqL4eXzLfIU>

<https://theworldnews.net/gh-news/fulani-herdsmen-threaten-implementation-of-crema>

<https://en.afropages.fr/148-aan/modern-ghana/315763-fulani-herdsmen-threaten-implementation-of-crema>

<http://ghana.shafaqna.com/EN/GH/362782>

Videos

Gender Mainstreaming

The project produced a 5-minute video documentary on how the impact of its gender mainstreaming activities has created equitable and sustainable opportunities for women along the rice, maize and soy value chains. It illustrates how the project has implemented activities to increase gender equity through training, women's support to access market opportunities and use quality protein maize and soybeans to prepare various meals to improve household nutrition. Link to the video is below:

https://drive.google.com/open?id=1JsZQp21CPWNkqZdnTGO6piph0BQJn_Sb

International Women's Day

A draft video on the International women's Day celebration is also ready for review and finalization.

April 2018

ANNEX I: INDICATOR TABLE

Indicator Source	Indicator Type	Indicator/Disaggregation	FY18 Target	FY18 Q2 Actuals	% FY18 Achievement	Comments
CI	OPI	Number of direct project beneficiaries	75,000	46,928	78.88%	The progress made so far shows that the target for the year will be achieved.
		Male	41,250	21,467		
		Female	33,750	25,461		
FTF	OP2	Number of private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance	450	884	209.56%	The overachievement is due to more producer organizations benefitting from grain quality standards trainings during the period.
FTF	OP3	Number of individuals who have received USG supported short-term agricultural sector productivity or food security trainings	75,000	32,030	59.86%	More individuals will be trained, as the production season starts.
		Male	41,250	15,010		
		Female	33,750	17,020		
FTF	OP4	Value of agricultural and rural loans	\$800,000	\$4496.68	6.97%	VC actors will apply for loans, which will be disbursed, when the production season starts.
		Male				
		Female				
FTF	OP5	Value of new private sector investment in agricultural sector or value chain (USD)	\$800,000	\$21,399.89	14.09%	More investment will occur, as the production season starts.
FTF	OP6	Number of MSME including farmers receiving USG assistance to access loans	37,500	1	0%	More OGs will receive credit from their OBs in the form of inputs and land preparation services, as the production season starts.
FTF	OCI	Gross margins per hectare for selected crops US Dollar under marketing arrangements fostered by the activity (USD/ha)				Data will be reported in Q4.
		Maize	\$800	N/A		
		Male	\$790	N/A		

April 2018

Indicator Source	Indicator Type	Indicator/Disaggregation	FY18 Target	FY18 Q2 Actuals	% FY18 Achievement	Comments
		Female	\$840			
		Rice	\$1,350	N/A		
		Male	\$1,400	N/A		
		Female	\$1,250			
		Soy	\$650	N/A		
		Male	\$700	N/A		
		Female	\$600	N/A		
FTF	OC2	Number of hectares under improved technologies or management practices as a result of USG assistance	72,000	N/A		Data will be reported in Q4.
FTF	OC3	Number of farmers and others who have applied new technologies or management practices as a result of USG assistance	72,000	N/A		Data will be reported in Q4
		Male	38,610	N/A		
		Female	31,590	N/A		
FTF	OC4	Number of private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance	338	N/A		Data will be reported in Q4.
FTF	OC5	Value of incremental sales (collected at farm-level) attributed to FTF implementation	\$16,940,000	N/A		Data will be reported in Q4.
		Maize	\$14,570,000	N/A		
		Rice	\$1,780,000	N/A		
		Soy	\$590,000	N/A		

April 2018

Indicator Source	Indicator Type	Indicator/Disaggregation	FY18 Target	FY18 Q2 Actuals	% FY18 Achievement	Comments
FTF	OC6	Number of firms (excluding farms) or Civil Society Organizations (CSOs) engaged in agricultural and food security-related manufacturing and services now operating more profitably (at or above cost) because of USG assistance	75	N/A		Survey will take place in Q4 and data will be reported afterwards.
CI	OC8	Number of organizations/enterprises identified as high potential for future awards	7	-		The project will report on this indicator in the next quarter.
CI	OP8	Number of organizations/enterprises receiving capacity building support against key milestones	50	-		The project will report on this indicator in the next quarter.
F	OP9	Number of awards made directly to local organizations by USAID	5	-		The project will report on this indicator in the next quarter.
FTF	OPI0	Number of Households benefiting directly from USG Assistance		44,376		
FTF	OPI3	Number of members of producer organizations and community based organizations receiving USG assistance	6,750	9,833	157.24%	The overachievement is due to more FBO members receiving trainings on weather alerts, PHH and AG-tips from Farmerline and VOTO Mobile.
FTF	OPI4	Number of MSMEs including farmers, receiving Business Development Services (BDS) as result of USG assistance	30,000	28,053	121.21%	More individuals will receive BDS, as the production season starts.
CI	OC9	Value chain actors accessing finance	225	1	0.88%	More actors will access financing from FIs, as the production season starts.

April 2018

ANNEX 2. SUCCESS STORIES

SUSTAINING IMPROVED AGRICULTURE SERVICES THROUGH ICT

An Outgrower Business' Initiative Gives Signs of Sustainability of Technology Adoption for Improved Outgrower Management Services



Teddy Addah observing a synchronized data on his laptop

The use of technology and digital equipment for business activities, including agriculture production, is on the upsurge. However, technology adoption for information management is a challenge for many farmers in northern Ghana. Teddy Addah, outgrower business (OB) and owner of Kolada Farms and Trading Company Ltd, in Navrongo in the Upper East Region with over 90 outgrowers sought to overcome this challenge. Among other things, he wanted to intensify extension delivery services such as distribution of inputs and delivering of good agronomic practices for his outgrowers who were spread across communities in the Kassena Nankana West District and Kassena Nankana Municipality.

Being aware of his intent, the project facilitated a business linkage between Teddy and Farmerline, an ICT-based company, during the 2017 USAID ADVANCE pre-harvest event. In December 2017, Teddy signed up on Farmerline's Mergdata, an application which enables bulk voice and SMS messaging, mobile surveys and data collection to improve operations. It also improves real-time information access, dissemination, data collection and analytics for these businesses.

Through this technology, Teddy by himself captures and manages the profiles and accounts of his field staff and production records of his outgrowers. The application has a functionality to map exact farm locations. After using it for five months, Teddy successfully profiled and took GPS coordinates of his farmers to precisely determine where they live. Once his field staff collects the data, they automatically synchronize it on Teddy's laptop. The application has relieved Teddy of the long and tiring manual data collection and increased his efficiency in information dissemination, data management, and monitoring of his field staff work. *"The Mergedata has improved my filing system; data collected on the field automatically synchronizes with my laptop in the office. I monitor the work of my field staff remotely. I have spent only GHC450 (\$100) on data capturing and analysis on my farmers but would have previously spent over GHC2,000 (\$444) for same activity."* Teddy shares.

The project is particularly excited that Teddy confidently adopted this technology, which shows a sign of sustainability by the OB's commitment to invest in it beyond project's support. *"I am very certain to continue this activity even when USAID ADVANCE exits. I thank them so much for linking me to Farmerline and providing me with all the trainings. But again I say that, I can, and will continue with the application with or without the project"*, Teddy added. He will begin to send bulk texts messages to his farmers using the same application. USAID ADVANCE will support him in developing and localizing the content for his farmers.

USAID ADVANCE has reached over 54,140 beneficiaries with ICT services including radio broadcast and agricultural tips, weather and market price information through Voice Messaging (VM) and Short Messaging Service (SMS), and will continue to facilitate the training of OBs and field agents on various technological tools for improved outgrower management services.

April 2018

QUALITY GRAIN STANDARDS, A TOOL FOR PROFITABILITY

Adoption of Quality Grain Standards by Smallholders Increases an OB's Profit Margin

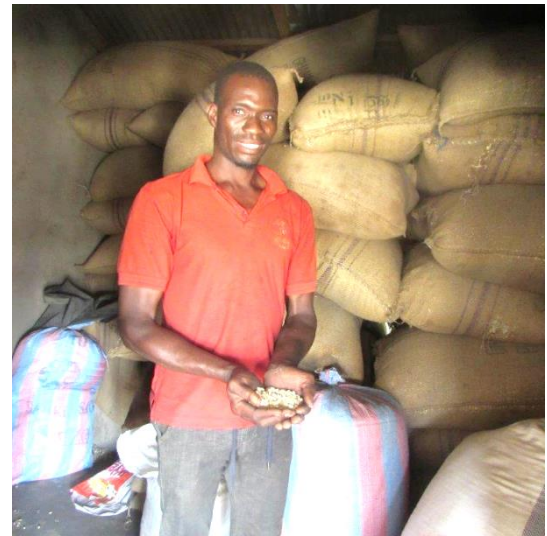
Mahama Tia, an outgrower business (OB) owner in the Northern Region, joined USAID ADVANCE in 2014 and supports 339 outgrowers, including 133 women. In 2015, the project linked him to Premium Foods Limited, a food processing company based in the Ashanti Region of Ghana, with whom he signed an outgrower contract to purchase 300 bags of fertilizer and 0.9 MT of improved maize seed at GHC 34,500.00 (\$7,701) on credit that he will repay after harvesting. He fully repaid his debt by supplying 64.30 MT of maize (valued at GHC 64,728.00 or \$13,741.15 including repayment for the inputs and extra sales) sourced from his smallholder farmers to the company. Based on this success, Mahama signed, in 2016, another contract with Agricare, a processor in Kumasi.

Mahama, however, faced a challenge in delivering quality grains because the practice of cleaning maize (which involves winnowing, weighing, bagging, sewing and packing) after shelling was new to the smallholder farmers who benefited from the OB's services. Because of poor quality, he spent GHS 3,200 (\$714) to hire labor for more than 30 days to clean 64.30 MT of the maize consignment to Premium Foods. The extra cost of production drained his profit and delayed supply to the company.

USAID ADVANCE worked with Ghana Grains Council and Ghana Standards Authority to develop grain quality standards on maize, rice and soya, and trained 60 staff from the Department of Agriculture and lead farmers who work with OBs on meeting those standards and handling post-harvest. Mahama leveraged the opportunity to train two of his lead farmers who in turn trained over 300 of his smallholder farmers from the latter part of 2016 through 2017.

As a result of the post-harvest and quality standard trainings, the smallholder farmers better appreciated the need to clean their maize after shelling and adopted the practice. *"In late 2017 and early 2018, the farmers themselves packaged their maize produce into Agricare's and Premium Foods' 50Kg bags after cleaning, which saved me the cost of transporting the maize to my place for cleaning and re-bagging"*, Mahama shares. Within the same period, Mahama supplied more than 482.5 MT of maize to Premium Foods Limited and Agricare which were cleaned by his smallholder farmers. This resulted in savings of more than GHS 24,075 (US\$ 5,374) which would have hitherto been spent on cleaning. An elated Mahama Tia remarked *"I noticed a massive improvement in the quality of maize I now aggregate from my outgrowers after the training. My outgrowers now clean their maize after threshing before bagging for me which was not done in the past sourced and supplied 113mt of maize from my farmers to Premium Foods and Agricare in 2017 alone without spending a cedi on cleaning. The food processors were very satisfied with the quality and requested me to bring more in 2018."*

Beyond increasing his profits by meeting quality grain standards and selling to the food processors, Mahama is now considered a leading figure in quality standards by Agricare who relies on him occasionally to inspect the supplies' quality of other OBs with whom Agricare has similar contracts. Mahama's adopted quality standard practice has promoted good relationship with his buyers, increased his profitability and improved access to markets.



Mahama Tia showing samples of quality maize grains

April 2018

HOW VSLAs ARE CONTRIBUTING TO REDUCTION IN RURAL-URBAN MIGRATION

An Ex-“Kayayei” Shares How She Stopped Head Porting Business and Relocated Permanently to Her Hometown Because of VSLA

In Ghana, it is quite common for women in rural areas, especially in the north, to migrate to cities in the south to engage in head porting¹⁰ (popularly called “Kayayei” in the local parlance) to enable them to raise money to cater for their families.

Latifa Hamidu, a 39-year-old enterprising woman who lives in Boamasa, a farming community in the West Mamprusi District of the Northern Region, farms to generate income. Prior to fully engaging in farming, Latifa was forced by circumstances to engage in the head porting business in Accra in the Greater Accra Region from 2014-2016. *“It was not a pleasant experience being a “Kayayei” at all. While it served as income generating venture for patrons, it exposed “Kayayeis” to a number of social vices such as sexual harassment and theft”*, Latifa narrated. She made an average of GH¢12.00 (USD 2.8) as income in a day when the market demand is high. On a typical bad day however, she made no money at all.



Latifa Hamidu displaying a VSLA box during a group meeting

In early 2017, Latifa returned home to visit her family and met an old female friend who introduced her to USAID ADVANCE’s Village Savings and Loans Associations (VSLA)¹¹, after hearing how Latifa suffered in the south. Latifa’s contributions ranged from GH¢12.00 (USD 2.8) to GH¢40 (USD 9) per week. After the share-out, she used some of her money to purchase 100 kilograms of fertilizer to farm maize on a 1.2 acres family land. After adopting good agronomic practices promoted by USAID ADVANCE, Latifa harvested 2.5 MT/Ha. She sold 0.5 MT and realized GHS 500 (USD 111), which she invested in small trading to generate additional income.

Latifa attributes her “new” life to the impact of USAID ADVANCE’s VSLA. She shares: *“USAID ADVANCE’s VSLA saved me from Kayayei. I can vow that I will never go back to ‘Kayayei’ because I have a ‘saviour’, VSLA. VSLA challenges me (and other women) to contribute towards the purchase of agriculture inputs. Through that, I am into farming, with other income generating sources. What even gives me joy and happiness is that, there is now increased unity among we the women in the community as we meet weekly to save and discuss issues confronting women, our children and the community at large.”*

She now stays in the community to take care of her children instead of travelling to the south to embark on Kayayei. *“My children are fed well and are now concentrating on their education”*, she added. She hopes to become a VSLA ambassador to encourage all head porters who migrated to the south to return to their hometowns and make a more dignified living.

¹⁰ Head porting is a menial business where operatives make a living by carrying loads on their head, for example, in market areas and lorry stations for distances for which payment is determined by the owner of the goods

¹¹ With a culture of savings, Village Savings and Loans Association (VSLA) members save amounts of money periodically to purchase input for agriculture production and be economically empowered.

April 2018

USAID ADVANCE has set up 826 VSLA groups with a total savings of \$656,730 as of December 2017, which has contributed to improving agriculture productivity and enhancing livelihood.

BREAKING TRADITIONAL BARRIERS FOR WOMEN TO ACCESS PRODUCTIVE LAND

USAID ADVANCE Has Contributed to the Allocation of 5,000 Acres of Agriculture Land to Over 3,000 Women



Some of the women representatives endorsing their portions of the MoUs at the signing ceremony at Walewale in the Northern Region.

Securing access to land, agricultural inputs and extension services is a prerequisite for promoting gender equity among farmers. However, women's access to such services in the three northern regions of Ghana is hampered by patriarchal practices and norms that deny women's property rights.

Since 2014, USAID ADVANCE has adopted three strategies to improve women's access to farm land: 1) Use of existing outgrower business (OB) network in communities to help influence traditional custodians to avail land to female farmers. OBs take on the initiative of raising awareness on the economic opportunities of women farmers to produce and achieve high yields. 2) Collaboration with other Feed the Future projects such as Ghana Commercial

Agricultural Project (GCAP) that award grants to OBs for land development. Through USAID ADVANCE's collaboration with GCAP, over 40% of such land development grants were awarded to women producers. 3) Work with advocacy groups such as the Coalition for the Development of Western Corridor of Northern Region (NORTHCODE) to convince traditional leaders and land owners in northern Ghana to allocate acres of land to women.

USAID ADVANCE organized community sensitization and lobbied with men-landlords, chiefs, and husbands in other districts in the three northern regions between March and May 2016. As a result, a number of OBs also successfully negotiated with traditional authorities and husbands of female outgrowers to release lands to women. Nicholas Lambini, an OB in Chereponi District in the Northern Region, negotiated with traditional authorities to secure 500 acres of fertile land for 500 women to cultivate during the 2017 production season by demonstrating how investment in women yield greater returns. Opportunity International, through an outgrower scheme with OB Yakubu Hussein in the Gushegu District in the Northern Region, helped 23 women smallholder farmers to acquire one acre of land each to cultivate soybean. Abdul Rahaman Mohammed, an OB in Kongo in the Garu-Tempene District in the Upper East Region, convinced local chiefs and opinion leaders to release land for 100 women to cultivate rice for the 2015 cropping season. Through the same type of project's intervention, Amidu Kala, an OB in Fatchu in the Upper West Region, released five acres of farm lands to five women; and Margaret Tablah, a woman farmer at Bussie in the Upper West Region, was granted 10 acres of her deceased husband's land by his family.

The Chief of Bussie in the Daffiama-Bussie-Issa District in the Upper West Region pledged: "We are ready to hand over some of our fertile lands to our women, and support them with inputs to farm. I now appreciate that if women have access to fertile lands for production, there will be a sustainable food supply and the nutritional benefits of our foods in our homes will be enhanced to reduce malnutrition among our children".

USAID ADVANCE in June 2017 awarded a grant of GHC126,800 (\$28,304) and technical support to the Coalition for the Development of Western Corridor of Northern Region (NORTHCODE), a local NGO

April 2018

that operates in the Northern Region of Ghana, to advocate and influence traditional leaders and land owners in 16 communities in the Mion, West Gonja, West Mamprusi and Sawla/Tuna/Kalba Districts to allocate lands to women to farm rice, maize and soybeans. NORTHCODE carried out a research on the issue of women's limited access to and ownership of farm land in the four districts. The research showed that women lack access to fertile land closer to homestead, and are rather given land that is far away; which affects their productivity. These research findings were shared during a regional stakeholders' advocacy workshop in August 2017 in Tamale (Northern Region) where some stakeholders pledged their support to address the issues.

Between October and November 2017, NORTHCODE in collaboration with the Departments of Food and Agriculture in the four districts, successfully facilitated the signing of memorandums of understanding (MoUs) between the women beneficiaries and the traditional leaders of the 16 communities, who agreed and set aside parcels of land banks (parcels of land for future sale or development, including farming) for cultivation in the next farming season by the beneficiary women. It is expected that success of this initiative will further give tenure rights of 1,600 acres of farm lands to 1,000 women over a 10-year freehold lease period starting from 2018 farming season until 2028.

Adopting all these strategies have led to over 3,000 women accessing about 5,000 acres of lands across the three northern regions that they would not have accessed otherwise. USAID ADVANCE will strengthen its advocacy interventions for more land to be released to women.

April 2018

ADOPTING IMPROVED AGRICULTURAL PRACTICES ENHANCES LIVELIHOOD

A Family Sends Its Children to University Because of the Adoption of Improved Production Technologies



Joyous Ceasar Akinkang on his newly procured home-used John Deere tractor

Ceasar Akinkang is the owner of Adanseba Farms, which operates in three communities (Naadema, Baasa and Bachiesa) in the Builsa South District of the Upper East Region. He is an outgrower business owner who supports 185 smallholder farmers and provides various services to them, including land preparation and input support. Before becoming USAID ADVANCE's beneficiary, Ceasar cultivated small acreages of land barely using any improved technologies, which resulted in low yields. In 2014, he cultivated 4 hectares of maize and 1.6 hectares of rice and produced 4.5 metric tons (MT) and 3.1 mt respectively.

USAID ADVANCE trained 116,694 individuals on good agronomic practices (GAPs), post-harvest handling (PHH), produce quality standards, farming as a business (FaaB), Outgrower Business Management (OBM), among other modules, by December 2017. Ceasar joined USAID ADVANCE in 2015 and has since received various trainings including good agronomic practices and OB management services. With the knowledge acquired on the use of certified seeds and recommended fertilizer application, he saw improvement in his rice production from 4.5mt on 1.6 hectares (2.8mt/ha) in 2014 to 40mt on 8.4 hectares (4.8mt/ha) in 2016. In 2017, he expanded his farm to 20 hectares and increased production to 138mt (6.9mt/ha) by using improved technologies. He sold 30mt of rice to AVNASH (foodstuffs producer mainly in the rice lines of businesses), 42mt to Shinkafa Buni Rice Farmers Association, and 8.4mt to parboilers, all valued at GHC 94,620 (\$21,121). He also ploughed a total of 239 hectares for his 185 outgrowers and provided seeds and fertilizer to 49 of them.

With revenue from the season's activities, Ceasar purchased a secondhand John Deere tractor with a trailer for GHC 25,000 (\$5,580), a secondhand plough for GHC 3,500 (\$781), and a rotovator for GHS 4,000 (\$893). Ceasar recounts how joining USAID ADVANCE has improved his production and enabled his siblings to graduate from university. *"Because of USAID ADVANCE, I had high yields, made a lot of money, and spent over GHC19,400 (\$4,330) from my own coffers to take care of two younger siblings in the College of Education in Bimbilla in the Northern Region with one of them currently pursuing a Bachelor's Degree at the University for Developmental Studies in Tamale. I am also comfortably taking care of my two children in primary and junior high school levels. Since 2016, I have paid their school fees in advance before school resumes. I have also set up a shop for my wife from which she makes additional income to support the family. I credit USAID ADVANCE for these positive developments in my life"*.

In 2018, Caesar will continue to support his outgrowers by preparing their land and providing seeds and fertilizer. He also anticipates securing the services of a trained field agent to assist him in monitoring his fields and training farmers. The project will set up a four-hectare maize model farm for him and support him to cultivate additional eight hectares of maize and 40 hectares of rice.

www.feedthefuture.gov