



# FEED THE FUTURE

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



## MALI CEREAL VALUE CHAIN PROJECT

FY 18 QUARTERLY REPORT: OCTOBER – DECEMBER 2017



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# MALI CEREAL VALUE CHAIN PROJECT

FY18 – QUARTERLY REPORT (OCTOBER – DECEMBER 2017)

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COR USAID: AMADOU DIANE

CHIEF OF PARTY: RICHARD COOK

## **DISCLAIMER**

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## ACRONYM LIST

ADP	Atelier de découpage et de Perçage
AE2C	AE2C - Audit d'Expertise Comptable et Commercial
AMEP	Activity Monitoring and Evaluation Plan
APIFIMA	L'Association des professionnels en intermédiation financière du Mali/Professional Association of Financial Intermediation in Mali
APCAM	Malian Agriculture Chamber/Assemblée Permanente des Chambres d'Agriculture au Mali
AVRDC	World Vegetable Center
B2B	Business to Business
BMS	Banque Malienne de Solidarité/Malian Solidarity Bank
BNDA	Banque Nationale pour le Développement Agricole/ National Bank for Agricultural Development
BOA	Bank of Africa
CAT	Community Agri-business Team
CMDT	Compagne Malienne pour le Développement des Textiles/Malian State Parastatal for Textile Development
COREM	Convergence for Resilience in Mali),
CVC	Cereal Value Chain
DNA	National Directorate of Agriculture
DNGR	National Directorate of Rural Engineering
DRA	Regional Directorate of Agriculture
FFSWE	Food Security and Women Entrepreneurs
FOKAYES	Foire agricole de Kayes/Agricultural Fair of Kayes
FTFMS	Feed the Future Management System
FY	Fiscal Year
GAP	Good Agricultural Practices
GIS	Geographic Information System
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH
IER	Institute of Rural Economy
IFDC	International Fertilizer Development Center
IGA	Income-Generating Activities
IMAF-Mali	World Institute for Women's Empowerment Group in Mali
IPRO-IRRIGAR	(Projet) Irrigation de Proximité - Initiative pour le Renforcement de la Résilience par l'Irrigation et la Gestion Appropriée des Ressources
IR	Intermediate Result
MFI	Microfinance Institution
MSME	Micro, Small, and Medium Enterprises
OHADA	Organization for the Harmonization of Business Law in Africa
ORM	Operation Riz (Rice) Mopti
PASSIP	Projet d'Appui au sous-secteur de l'irrigation de proximité
PERSUAP	Pesticide Evaluation Report and Safe User Action Plan
PIRS	Fiches de Référence des Indicateurs
PNT	Phosphate Naturel de Tilemsi/ Natural Tilemsi Phosphate
PO	Producer Organization
S4C	Saving for Change
SMFM	Sell More For More
SRI	Système de Riziculture Intensive/Intensive System of Rice Production
STTA	Short-term Technical Assistance STTA
USAID	United States Agency for International Development

USG	United States Government
VIP	Village Irrigated Perimeter



## EXECUTIVE SUMMARY

During the first quarter of FY18, project efforts focused on consolidating, strengthening, and further integrating overall technical program and monitoring/evaluation management for the Feed the Future Mali Cereal Value Chain (CVC<sup>1</sup>) project. Specific activities included reinforcing external communications with USAID and project partners, strengthening CVC's technical program planning and budgeting process, and reinforcing and restructuring CVC's monitoring and evaluation system to enable continuous data collection and real-time assessment of results and indicator achievements. The project focused on these activities as they will contribute to the on-going sustainability of interventions and were also programed for this reporting period. A summary of major technical program efforts during the quarter is presented below and is further detailed in the following pages.

### IR1: Agricultural Productivity in Irrigated and Dryland Systems Increased

To improve production and productivity of millet, rice, and sorghum, the CVC project carried out the following activities during the first quarter of the FY18:

- Training of 785 women producers on new technologies and good production practices in lowland rice production systems in Sikasso;
- Providing technical and managerial assistance to 1,547 producers, including 493 women, through farmer-managed technology diffusion plots (farmers to farmer visits) in Sikasso, Mopti, and Alatona; a major outcome of farmers field visits included a strong demand for technologies demonstrated by Mopti producers (e.g., orders of 6.250 MT of agricultural lime from Stone Factory and 16 MT of the ECOFERT organic fertilizer from Mali Engrais, and 1.56 MT of seeds from Dunkafa Semence and Camara Semence), as well as equipment (seven leveling bar kits with SOCAFON);
- Training of 1,918 producers, including 1,054 women, on post-harvest operations including cleaning, packaging, and storage of millet, sorghum, and rice in Sikasso and Alatona;
- Participated, in partnership with IPRO-IRRIGAR (Irrigation de Proximite - Initiative pour le Renforcement de la Résilience par l'Irrigation et la Gestion Appropriée des Ressources), in the identification of four new sites (Becouna, Toro, Karangana, and Nounpenesso, of Yorosso and Karangana communes) for future dam and associated infrastructure development.
- During the 2018 off-season production of irrigated rice, the project met with seed technology suppliers, including Dunkafa Semence, for mobilizing quality seed for both diffusion and for promoting purchase agreements with cooperatives for the 2018 cropping season.

In collaboration with the regional office for Sanitation, Pollution Control, and Nuisances, the project trained 51 irrigated rice producers, including 28 women, from 18 producer organizations (POs). The training centered on addressing water pollution, the risks associated with the consumption of irrigation water, and good hygiene and sanitation practices related to water borne diseases. During this period, CVC Mopti trained 302 people, including 183 women, on organic fertilizers production.

### IR2: Markets and Trade Expanded

Regarding cereal market development, the project focused on consolidating trade links between POs and wholesalers through technical assistance for organizing business to business (B2B) meetings, supporting the creation of a national millet and sorghum trade association, and financial intermediation to facilitate micro, small and medium-sized enterprises (MSMEs) and wholesalers in obtaining loans (working capital and investment funds) from commercial banks and microfinance institutions (MFIs).

An rapid survey of 211 POs (159 in Mopti and 52 in Sikasso) in December 2017 concluded that 3,306 MT of cereals were available for market including 1,848 MT in Mopti and 1,458 MT in Sikasso. This quantity will increase as cooperatives continue harvest sorting, cleaning, and aggregating production.

The project identified and worked with 73 traders, including nine women, to establish an inclusive framework for creating a national trade association for millet and sorghum.

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<sup>1</sup> CVC includes ACIDI/VOCA, Nyèta Conseils, and G-FORCE and D INTL.

## FUNDRAISING FROM COMMERCIAL BANKS AND MICROFINANCE INSTITUTIONS (MFIs) FOR THE PRIVATE SECTOR

During this period, the project assisted 374 MSMEs, including 135 women-owned enterprises, in obtaining rural and agricultural loans (in cash and in kind) in Sikasso and Ségou regions. Seven MSMEs obtained an estimated \$1,560,145 in loans from commercial banks including, the National Bank for Agricultural Development (BNDA) and the Bank of Africa (BOA).

### IR3: Resilience of Vulnerable Communities and Households Increased

During the quarter, the CVC project strengthened the resilience of vulnerable households by mobilizing local savings through training and implementation of the Saving for Change (S4C) approach. In the Sikasso region, 239 members of nine S4C groups mobilized and shared \$13,579.50 (FCFA 7,740,320). This money was used for household needs and small commercial activities. The project also trained five new S4C groups in business management and women entrepreneurship. The adoption of S4C techniques is changing the dynamics between men and women within households, increasing opportunities and ability of women to contribute to decision making. A project assessment of vulnerable households in Sikasso showed that during the 2017–2018 cropping season, S4C women's groups invested around \$44,301.92 (25,252,100 FCFA) in agricultural inputs for crop production and other income diversification activities.

### IR4: Cereal value chain actors' capacity strengthening

During this quarter, training sessions focused on producers and, to a lesser extent, traders and processors. The project, its partners and CATs (Community Agri-business Teams), trained 11,237 people (2,086 in Sikasso, 469 in Alatona, 532 in Timbuktu, and 8,150 in Mopti). Of those trained, 5,521 were female (49.13 percent).

The project designed and edited training materials in poster format and developed six cartoons on the production techniques of millet, sorghum, low-land rice, village-irrigated perimeter (VIP) rice, and on pesticide management and the marketing of cereals. The posters and cartoons will be used by community agribusiness teams (CATs) for farmer training and cartoons will also be broadcast via mobile phone to a broad array of farmers and farmer groups in the project's zone of intervention.

## Gender Mainstreaming

The CVC project's gender strategy has a specific goal of 50 percent female participation in all activities. To achieve this target, activities this quarter focused on:

- (i) Developing women's entrepreneurial capacities, mainly, marketing and trade negotiation, by supporting women's economic activities and development of their commercialization skills through participation in agricultural fairs and trade shows such as FOKAYES (Kayes Fair) in Kayes;
- (ii) Developing women's leadership skills to increase their active participation in PO's decision-making bodies (female leadership) and in household management through (i) the training 54 PO leaders in Mopti, including six women; (ii) the sensitization of 10 mixed PO leaders in gender mainstreaming, and (iii) the coaching and mentoring of 25 women processors by CVC mentors; and
- (iii) Facilitating women's participation in the celebration of the UN holiday, Rural Women International Day, to increase the visibility of women's activities in cereal value chains in project intervention areas; during the celebration in Mopti, women exhibited their processed products, such as parboiled rice.

## Monitoring, Evaluation, and Learning

Monitoring and evaluation activities focused on: (i) strengthening data collection and data entry procedures for the FY18 annual plan with implementing partners, and (ii) re-configuring the CVC database and associated training of data entry operators to consolidate data entry for the FY17 annual report. As part of the FY17 annual report indicators review, the project benefited from the short-term assistance of ACDI/VOCA's regional technical advisor in monitoring and evaluation. In addition, other important activities included data entry into Feed the Future's Monitoring System and Micro Enterprise Results Reporting (MRR) system, and project database software audit and updating by the CVC Database Manager and the Regional Database Supervisor in Accra, Ghana.



# PROGRESS TO DATE

## IRI: Agricultural Productivity in Irrigated and Dryland Systems Increased

### SUB IR I.I: TECHNOLOGY DEVELOPMENT, DISSEMINATION, MANAGEMENT AND INNOVATION

#### *Technologies dissemination through farmers demonstration plots*

The project conducted the following activities this quarter: provision of technical assistance and monitoring of the 2017–2018 crop production season, producer training on new technologies and good rice production practices and management of post-harvest operations, facilitation of access to inputs for off-season rice production in 2018, organization of field days and review of diffusion plots, visits to the new sites for dam construction within the framework of collaboration with IPRO-IRRIGAR and establishing dam management committees.

#### 1. Technology diffusion and monitoring of 2017–2018 agricultural production campaign

The CVC project conducted several joint field monitoring trips with its partners, including Regional Directorate of Agriculture (DRA), Malian State Parastatal for Textile Development (CMDT), Operation Rice Mopti (ORM), and the Institute of Rural Economy (IER), in support of diffusion plot networks to promote the adoption of new technologies by farmers. In Sikasso, 61 rice diffusion plots were at the early bloom and early maturity stages. Rice varieties under cultivation included DAK27, Nerica L4, Showétasoké, and Malo Bleni.

In the Sikasso region, 247 technology diffusion plots were established, including 61 plots in lowland rice, 186 millet/sorghum, and millet/sorghum/cowpea intercropping. The monitoring and data analysis results are outlined in the table below.

**Table 1. Technology Diffusion Plots in the Sikasso Region**

Farming system	Technologies	Number of plots	Observations
Lowland rice	Improved seed varieties: DAK27, Nerica L4, Showétasoké, BW et Malo Bleni	22 plots of DAK27	The plots showed good early blooming and early maturity.
		28 plots of Nerica L4	
		6 plots of Showétasoké	
		4 plots of BW	
		1 plot of Malo Bleni	
Millet/sorghum	Improved sorghum seed varieties: Tiandougou, CSM 63-E, Grinkan, Sewa-hybride, Nieleni-hybride	2 plots of sorghum	The vegetative states of the plots were very satisfactory by type of technology.
		106 plots of millet	
	Improved millet seed varieties: Toroniou C1, synthétique, Indiana	8 plots of intercropping millet/cowpea	
		15 plots of intercropping sorghum/cowpea	
	Intercropping Millet/sorghum/cowpea technology	55 cowpea plots	

In Alatona, 50 irrigated rice technology diffusion plots were installed and monitored. The main technologies and good agricultural practices (GAPs) applied included improved seed varieties, Kogoni 91 and Gambiaka; mineral fertilizers, industrial organic fertilizers (ECOFERT and ORGAMIN), intensive system of rice production (SRI) practices, nursery and seedling techniques, application of agricultural lime, and use of the two-row seeder.

**Table 2. Technology Diffusion Plots in the Alatona Region**

Crop System	Technologies/Good Agricultural practices	Number of plots	Comments
Irrigated rice	Seed varieties: Kogoni mixed with industrial organic fertilizers (ECOFERT et ORGAMIN) and the agricultural lime	45 diffusion plots	GAPs used for the 50 plots are: SRI, and

Crop System	Technologies/Good Agricultural practices	Number of plots	Comments
	Gambiaka seeds mixed with industrial organic inputs (ECOFERT and ORGAMIN) and agricultural lime.	5 diffusion plots	seedling techniques two row seeder

In the millet production zone (Koro and Bankass), in the Mopti region, nine diffusion plots (including seven plots of millet and two plots of cowpea) demonstrated the positive impact of the use of natural Tilemsi phosphate (PNT) fertilization technology on plant development. In the rice zones of Djenné and Mopti, 16 diffusion plots applied SRI techniques, using improved seed varieties and nine plots using the leveling bar technology for better distribution of irrigation water.

**Table 3. Technology Diffusion Plots in Mopti**

Crops	Technologies and GAP	Number of plots	Comments
<i>Millet</i>	PNT technology	9 plots (7 plots of millet, 2 plots of cowpea)	Plots under NPT had a more advanced vegetative state than non-NPT plots. Of the 16 plots, the leveling bar was used in 9 plots.
<i>Irrigated rice in the VIP</i>	Organic fertilizer of ECOFERT	3 plots	Of the 16 plots, the leveling bar was used in 9 plots.  Mixed plots (PNT, ECOFERT, agricultural lime) were more satisfactory than the others.
	Agricultural lime	3 plots	
	PNT technology	8 plots	
	Mix (PNT, ECOFERT, agricultural lime)	2 plots	
	Leveling bar	9 plots	

## 2. Training on technologies and good lowland rice production practices in Sikasso region

In partnership with the DRA, CVC trained 785 producers, including 770 women, on good lowland rice production practices in Sikasso. In addition, environmental considerations in the use of authorized pesticides (per the Pesticide Evaluation Report and Safe User Action Plan (PERSUAP) guidance) were widely discussed.

## 3. Farmer field days, assessing diffusion plots plots

To increase technology diffusion and linking producers to input companies (SOPROSA, Dunkafa Semence, Camara Semence, Stone Factory, and Mali Engrais), CVC organized 143 field days in Sikasso, Mopti, Timbuktu, and Ségou (Alatona) regions and trained 1,547 people, including 493 women. During the events, producers shared their results and expressed their appreciation for the new technologies diffused (improved seed varieties of millet, sorghum, and rice, industrial organic fertilizers like Orgamin, and EcoFert, lime, and PNT).

In Sikasso, the project conducted 10 field days on millet, lowland rice, and sorghum plots and trained 390 people, including 205 women (53 percent). Details are in the following table.



*Guided tour in a rice field in Dissan (Bongouni).*

**Table 4. Field Visits in Sikasso**

Crops	Number of Visits	Participants		
		Men	Women	Total
Lowland Rice	3	65	98	163
Millet/Sorghum	7	120	107	227
<b>Total</b>	<b>10</b>	<b>185</b>	<b>205</b>	<b>390</b>

In Alatona, the project conducted two visits to irrigated rice diffusion plots with 60 participants, including 36 women (60 percent).

In Mopti, CVC conducted 131 field visits to millet, sorghum, and VIP rice diffusion plots with 1,097 participants, including 252 women (23 percent). Details are in the table below.

**Table 5. Field Days in Mopti**

Crops	Number of visit	Participants		
		Men	Women	Total
<b>VIP rice</b>	39	566	163	729
<b>Millet</b>	92	279	89	368
<b>Total</b>	<b>131</b>	<b>845</b>	<b>252</b>	<b>1097</b>

**Table 6. Field Days Organized by CVC During Q1 FY18**

Regions	Number of achieved visits	Participants		Total
		Men	Women	
Sikasso	10	185	205	390
Mopti	131	845	252	1,097
Alatona	2	24	36	60
<b>Total</b>	<b>143</b>	<b>1,054</b>	<b>493</b>	<b>1,547</b>
<b>Percentage</b>		<b>68%</b>	<b>32%</b>	<b>100%</b>

#### 4. Producer training on post-harvest operations of millet, sorghum, and rice in Sikasso and Alatona

In Sikasso (Bougouni, Kadiolo, Koutiala, Sikasso, Yanfolila, and Yorosso), the project carried out 51 capacity building sessions for the PO members (16 sessions for millet/sorghum and 35 sessions for rice). The main topics addressed were (i) improved threshing practices, (ii) improved cereal storage and conservation techniques, (iii) post-harvest pest management, and (iv) a simplified method for calculating the quantity of cereal needed for annual household consumption.

The project trained a total of 1,918 producers (1,054 women or 55 percent) from 83 POs, including 43 millet/sorghum POs and 45 rice POs). The following table gives details of training on post-harvest best practices of millet/sorghum and rice in Sikasso and Alatona.



*Comparison between sorghum grain produced with CVC recommendations (left) vs traditional practices (right).*

**Table 7. Details of Training on Post-harvest of Millet/Sorghum and Rice in Sikasso and Alatona**

Regions	Number of POs	Participants		Total trained
		Men	Women	
Sikasso	43	559	999	1,558
Alatona	45	305	55	360
<b>Total</b>	<b>83</b>	<b>864</b>	<b>1,054</b>	<b>1,918</b>
%		<b>45%</b>	<b>55%</b>	<b>100%</b>

## SUB IR 1.2: ACCESS TO QUALITY INPUTS INCREASED

Building off its successful collaboration with private sector seed suppliers in the rainy season, CVC approached the seed company Dufaka Semence to determine their capacity and interest in providing inputs for diffusion plots, POs, and individual farmers for off-season cultivation in Alatona and Timbuktu. Dufaka Semence confirmed its interest and capacity to provide inputs; consequently, CVCs staff and coaches communicated the availability of inputs to POs and CATs, who are presently polling members to assess demand. POs will communicate with Dufaka Semence through their unions and CATs contacts to organize the purchase of inputs.

## SUB IR 1.3: ECONOMICALLY VIABLE IRRIGATION SYSTEMS EXPANDED

### *Researching new sites for creation of new dam sites and irrigation infrastructure management committees*

Under CVC and IPRO-IRRIGAR collaboration, the project researched **Becouna-Toro, Karangana**, in the communes of **Yorosso** and **Nounpenesso** in the communes of **Karangana** as possible sites for new dam construction. In addition, the project supported the establishment of seven dam management committees (note table N°8 below) composed of 68 members, including 20 women. The number of members per committee varied between eight and 11 individuals. The role of these committees is to ensure the mobilization of village contributions (\$1,364/per dam, or 750, 000 FCFA) for dam construction, the organization of local labor, the contribution of building materials (extraction of rubble and dumpsters for dam construction), and the management, operation, and maintenance of dams after completion.

**Table 8. New Dam management committees in the Framework of Collaboration CVC – IPRO IRRIGAR**

N°	Villages/Sites with Dam management committees	Commune	Dam management committee membership	
			Male	Female
1	Namposséla	Sincina	5	3
2	M'Pakasso	Zébala	7	3
3	Koumbri	Yognogo	5	3
4	Nizanso	Sorobasso	8	3
5	Kiko	Zangasso	6	3
6	Sinkolo	Sinkolo	8	3
7	Simona	Yorosso	9	2

## SUB IR.1.4 SOIL AND WATER MANAGEMENT TECHNIQUES IMPROVED

### *Hygiene and sanitation training related to irrigation water*

In collaboration with the local Sanitation, Pollution Control, and Nuisances Service, CVC trained 51 irrigated rice producers (28 women) from 18 POs in Diabaly, Alatona. The training focused on understanding the process of water pollution, the dangers associated with the consumption of irrigation water and good water hygiene and sanitation practices to fight water-borne diseases.

## IR2: Markets and Trade Expanded

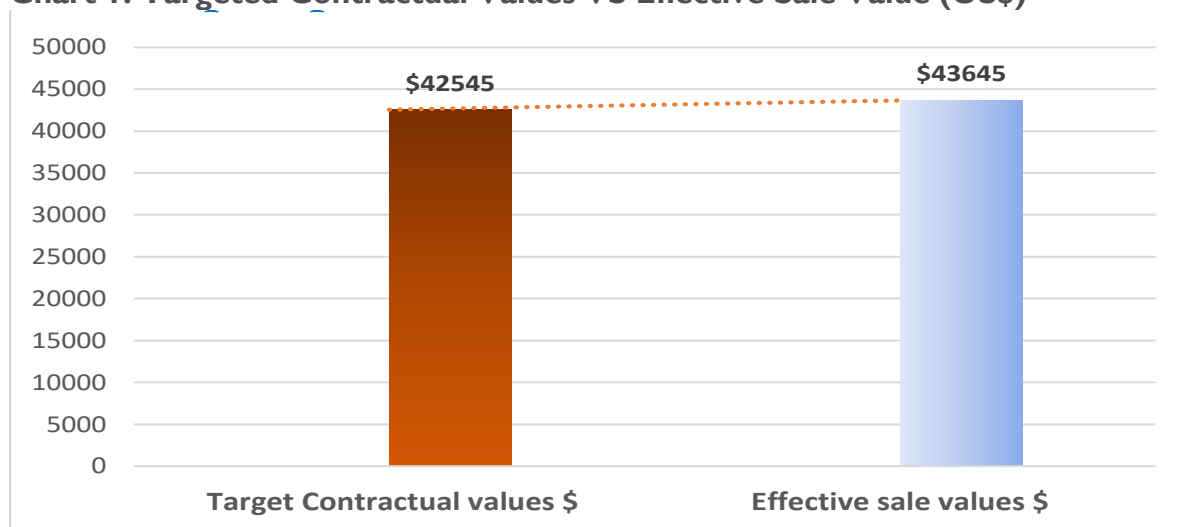
### SUB IR 2.1: MARKET DRIVEN, VALUE ADDED PRODUCTS INTRODUCED

In June 2017, the project supported a market prospecting trip to Conakry and Kankan, Guinea that resulted in seven new contracts for 55 MT of parboiled rice worth \$30,000 (\$546/MT). During execution of the commercial contracts, the Malian wholesalers were also able to renegotiate the sales price of parboiled rice from \$546/MT to \$567/MT because of its good quality. Total sales during the reporting period were 78 MT of parboiled rice, for a total value of \$43,727.

**Table 9. Parboiled Rice Exported to Guinea**

Destinations in Guinea	Volumes of sales (MT)	Values of sales – (US\$)	Average price (\$/MT)
Conakry	20	10,909	546
Kankan	58	32,818	566
<b>Total</b>	<b>78</b>	<b>43,727</b>	<b>561</b>

**Chart 1: Targeted Contractual Values VS Effective Sale Value (US\$)**



The Malian producers were able to improve the quality of their production because of the training provided by CVC for specific product specifications and quality standards demanded by the Guinea market.

During 2018, Malian wholesaler Mr. Modibo Koita, assisted by CVC, concluded a contract for the export of 200 MT of parboiled rice to Guinea. Mr. Koita is also in negotiation with the agricultural producers' cooperative of Kankan (CPA) in Guinea for the supply of an additional 2,000 MT of parboiled rice. The CPA is targeting the Guinea World Food Programme market for the potential purchase of 3,000 tons of parboiled rice.

Modi Koita is supplied by Benkadi, essentially a women's parboiled rice PO (106 women and two men) of Zangaradougou (Sikasso region), which is receiving CVC-sponsored training on ensuring and maintaining parboiled rice quality standards.

### SUB IR 2.2: SUSTAINABLE FARM TO MARKET LINKAGES AND ACCESS TO MARKETS STRENGTHENED

#### *Strengthening the marketing capacity of cereal processing units*

In collaboration with USAID's Finance for Food Security and Women Entrepreneurs (FFSWE) project, the CVC project organized a marketing training session for



PRODUCTION DU RIZ ETUVE DESTINE AUX MARCHES SOUS  
REGIONALES  
MARCHES DE CONAKRY ET KANKAN - REPUBLIQUE DE GUINEE  
**CAHIER DE CHARGES**



A l'intention des coopératives étuveuses et des commerçants de riz étuvé

Juillet 2017



processing units. The CVC project organized training for 13 women staff from cereal processing units supported by the FFSWE project. Training topics included developing a marketing strategy for processed products, improving the presentation of products in the marketplace, and collecting and disseminating information on cereal markets. The 13 beneficiaries were from Bamako (three), Sikasso (five), and Mopti (five).

*Market linkage: Support Business to Business (B2B) meetings between the POs and wholesalers*

During the quarter B2B meetings targeted 320 POs including 200 POs of the Mopti region and 120 POs of the Sikasso region, however, only 82 POs and 5 cereal wholesalers in Mopti participated, and the remaining B2B meetings are programmed for the second quarter.

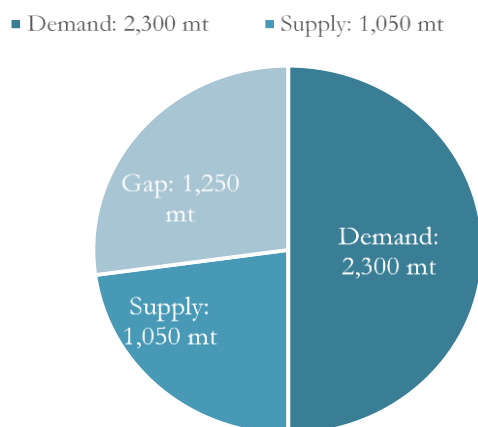
**Table 10. Supply and Demand**

Supply/Demand	Volume metric tons (MT)
Supply from 82 POs (demand met)	1,050
Demand from 5 traders	2,300
Gap (demand unmet)	- 1, 250

The contacts for commercial linkage and trade negotiations between cooperatives and wholesalers led to the signing of 82 contracts for the supply of 1,050 MT of cereals (46.7 percent of the demand from these traders). During the B2B meetings, more than 50 percent of the demand (1,250 MT) could not be met. Eight female POs provided a supply of 71.5 MT of millet or approximately 6.8 percent of the total supply.

In summary, PO initial sales are generally intended to reimburse credit received for the purchase of production inputs by POs for their members. The process used to aggregate these initial sales is to consolidate a volume of cereal corresponding to the value of each producer's reimbursable amount (often sold in bulk by the PO). Once sold, POs then proceed to launching sales of the remaining commercial quantities belonging to their members. This process extends the marketing period for producers, providing higher prices later in the commercial period and appears advantageous to wholesalers because it facilitates the organization of transport by sending trucks quickly and directly to remove large, known volumes of cereals, minimizing the mobilization of insufficient or excess transport that often result in high transport costs. Based on this process, a marketing plan and road map to execute the contracting process was developed by stakeholder groups.

**Chart 2. Cereal Demand vs Supply from B2B Meetings (Dec 2017)**



**Table 11. Activities and periods**

Activities	Periods
Restitution of the B2B meeting by POs	December 18–25, 2017
Millet collection	December 2017–January 2018
<b>Transaction</b>	April 1 – May 31, 2018

*Market strengthening: support the creation of the National Millet and Sorghum Trader Association.*

To strengthen the organizational and advocacy capacities of millet and sorghum wholesalers, CVC is supporting the creation of a millet and sorghum national wholesaler association. During this quarter, the project identified 74 active traders in the millet/sorghum sector, including eight men in the Ségou region, 25 men and one woman in the Mopti region, and 32 men and eight women in the Sikasso region. The project conducted a rapid survey to gauge the interest in the creation of millet/sorghum trade association in Mali, which was strongly supported. The project contacted the Malian Agriculture Chamber/Assemblée Permanente des Chambres d'Agriculture au Mali (APCAM) and the Chamber of Commerce and Industry to obtain their support for this activity. Five delegates were selected by each region to participate in the first general assembly of the association to be held late during the first quarter of 2018, that has been postponed to the second quarter of 2018.

**SUB IR 2.3: POST HARVEST HANDLING AND PROCESSING IMPROVED**

*Training of coaches and producers on post-harvest practices and maintenance of family cereals stores*

In the Mopti region, the project trained 12 coaches including two women on recommended post-harvest practices and maintenance of family cereals stores. The training focused on good practices for cereal harvesting, storage and preservation; techniques to reduce post-harvest losses in households; adapted cereals storage technologies for households; and good housekeeping practices. During the reporting period, coaches trained 2,600 producers (including 1,319 women). A total of 8,000 people will be trained by the end of the fiscal year.

*Establishment of cereals aggregation and stocks for commercialization*

During this quarter, the project conducted an inventory of marketable cereal stocks. The total recorded volume was 3,306 MT from 211 POs, consisting of:

- In Sikasso, 1,458 MT of millet, sorghum, and rice by 52 POs representing 1,164 producers, including 26 women.
- In Mopti, 1,848 MT of millet by 159 POs.



*Guided tour in a millet field, Fingola, Sanso, Bongouni*

The monitoring of aggregated cereal stocks will continue during the second quarter.

In support of commercialization, the project will continue to organize B2B meetings between POs and wholesalers during the following quarter.

**SUB IR 2.5: ACCESS TO DEMAND DRIVEN SUPPORT SERVICES STRENGTHENED**

*Expanding cereal commercialization, diversifying farm output market opportunities*

To increase cereal market expansion and market diversification to drive the need for increased credit and private investment value, CVC extended its marketing research efforts to the district of San. Through project subcontractor D INTL, a trained financial intermediary visited San, a major cereal transit hub in central Mali, from October 11–14th 2017, to explore market opportunities with two important cereal wholesalers that collectively represent approximately 75 percent of the BNDA total cereal funding portfolio for the entire region of San. These two traders already benefited from \$546,000 (FCFA 300 million) in

credit for the 2017 agricultural campaign. However, the financial intermediary in San is continuing to explore other credit worthy wholesalers, interested in outsourcing cereal supplies from CVC-supported POs, with the BNDA's customer service advisor.

*Identification of financing needs (inputs, marketing, equipment) of MSME partnerships with APIFIMA*

The project supported cereal stakeholders to mobilize funding for commercial activities through banks and MFIs, as well as income-generating activities through the S4C approach.

In Sikasso, 1,494 MSMEs (six wholesalers, six processors, and 1,482 producers, including 1,111 women) were supported in accessing finance. In Mopti, the project provided technical assistance to Moulaye Sounkoro Enterprise through the services of a financial intermediary to repay its overdue credit of last year and to submit a new loan application for \$454,545 in commercial credit. Table 10 and 11 below show the detail of loans requested and loans mobilized by value chain actors with the assistance of CVC.

**Table 12. Situation of the Formal Credit Request Submitted to the Commercial Banks for Cereal Marketing**

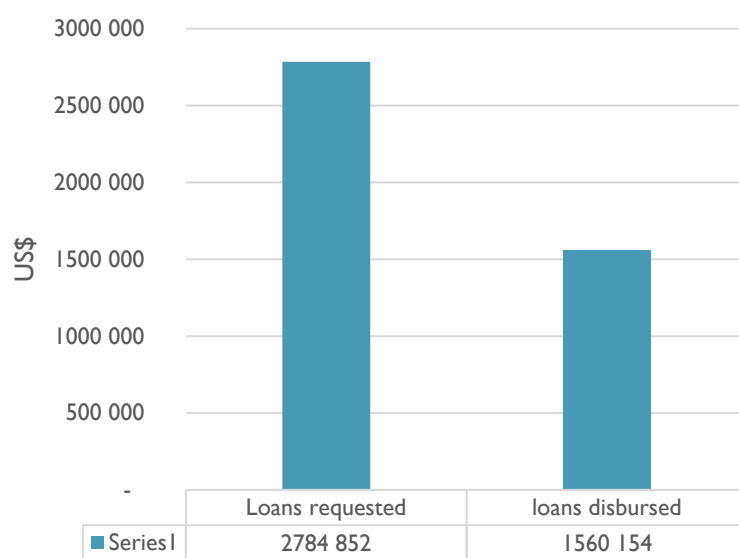
Loan applicant	Coordination CVC	the (\$)	Financial Institutions	Crops targeted
trader	Sikasso	\$4,350	BNDA	9 MT millet/sorghum
trader	Sikasso	\$10,048	BNDA	30 MT millet/sorghum
parboiler Zangaradougou (110 members including 10 women)	Sikasso	\$12,727	BNDA	52 MT of rice
Cooperative Mamissa (20 members including 4 women)	Sikasso	\$2,273	BNDA	5 MT millet/sorghum
Société SODF	Sikasso	\$1,272,727	BNDA	Millet sorghum
Société Konijigine	Sikasso	\$363,636	BNDA	Millet sorgho
Société SOCODI	Sikasso	\$136,364	Bank of africa	Millet and sorghum
Société Mamadou Thiero	Sikasso	\$510,000	BNDA	millet
Société Moulaye Sounkoro	Mopti	\$454,545	BNDA	sorghum
	Bamako	\$18,182	BNDA	Parboiled rice
<b>Total amount of loans</b>		<b>\$ 2,784,852</b>		

To date, a total of seven MSMEs out of 10 received loans for a value of \$ 1,560,154.

**Table 13. Loan Disbursements for the Purchase of Millet, Sorghum and Rice**

Stakeholders	Sikasso & Segou Results		Mopti and Timbuktu Results		Total Loans Disbursed
	Sikasso	Segou (Alatona)	Mopti	Timb.	
Producers	0	14,700			14,700
Wholesalers/processors	1,363,636	90,909	90,909	0	1,545,454
Male	1,352,045	105,489	90,909	0	1,548,443
Female	11,591	120			11,711
<b>Total</b>	<b>\$1,363,636</b>	<b>\$105,609</b>	<b>\$90,909</b>	<b>-</b>	<b>\$1,560,154</b>

**Chart 3. Loan Requested vs Loan Obtained**



#### *Mobilization of credit for agricultural inputs*

In Sikasso and Ségou (Alatona), the project facilitated the mobilization of \$342,621 in credit for the purchase of agricultural inputs by producers. BNDA granted credit to 832 producers, including 33 women, from a total of 35 POs.

**Table 14. Loan Disbursements for Agricultural Inputs Purchase**

Region	Total amount of loans	Value of credit to women	Number of POs	Number of producers
Sikasso	\$62,327	\$31,356	10 POs	297
Ségou (Alatona)	\$280,294	\$10,945	25 POs	535
<b>Total</b>	<b>\$342,621</b>	<b>\$42,301</b>	<b>35 POs</b>	<b>832</b>

## **IR3: Resilience of Vulnerable Communities and Households Increased**

### **SUPPORT IN MOBILIZATION OF LOCAL SAVINGS THROUGH THE SAVINGS FOR CHANGE (S4C) APPROACH**

In Sikasso, 46 S4C groups (1,111 women) were involved in income diversification activities using the S4C approach. During the quarter, a total of 239 members of nine S4C groups mobilized and shared \$13,579.50 (FCFA 7,740,320) or approximately \$58 per woman. Money received from S4C groups was used for household needs and small commercial activities.

### **TRAINING OF THE S4C GROUPS IN THE SIKASSO REGION**

To support and strengthen their resilience through income generating activities (IGA), the project trained five new S4C groups (141 women) from Loloni and Zegoua in Sikasso region in very basic management concepts. The training focused on women's entrepreneurship—managing income-generating activities for a profit—and included the following topics: making a profit by setting a competitive price, reducing production costs, and good inventory management.

### **EVALUATION OF S4C IMPACTS IN THE 2017-2018 CROP YEAR**

CVC assessed the impact of S4C among vulnerable households in Sikasso during the 2017–2018 cropping season. This evaluation showed that overall women from S4C groups invested an estimated \$23,205 in production activities for the 2017–2018 campaign.

Investments included:

- Paying for plowing of 128.81 hectares of land at \$10,126 (FCFA 5,569,600) by 393 women
- Purchase of 1,041 boxes of pesticide at \$8,753 (FCFA 4,814,190) by 493 women
- Purchase of 9.8 MT of mineral fertilizers at \$4,326 (FCFA 2,379,500) by 170 women

The project also noted several social impacts of S4C activities, including: (i) facilitating access to seeds and inputs that led to increased production and increased household food availability, (ii) strengthening the capacity of groups to generate and manage

resources, and (iii) improving self-confidence and women involvement in the decision-making process in their households and in their community. Overall, according to women beneficiaries, S4C adoption is contributing to the emergence of a changing dynamic between men and women within the households, highlighted by women having more decision-making power regarding the use of household income.

## HOUSEHOLD CAPACITY STRENGTHENING IN ORGANIC FERTILIZERS PRODUCTION

During this period, CVC Mopti trained 302 people, including 183 women, in organic fertilizer production. The training focused on the characteristics of a manure pit, the benefits of organic fertilizer in millet production, techniques for producing organic fertilizer, and routine monitoring and maintenance of organic fertilizer pits. The training was organized in six villages (three villages each in Koro and Bankass). At each site, participants filled a pit dug in advance by the PO.

## PRODUCER TRAINING ON THE MANAGEMENT OF FOODSTUFF (RICE AND MILLET) IN HOUSEHOLDS

In Koro, Bankass, and Mopti districts, the project organized training for 90 CAT members, including 36 women, on post-harvest practices, maintenance of family storage and management of cereal stocks to strengthen household food security. CAT members then trained 4,356 producers, including 2,365 women. The training focused on provision and management of cereal stocks for commercialization after setting aside stocks for household consumption and monitoring and managing cereal stocks, marketing, and the use of generated revenue to strengthen household food security.

## PROMOTION OF HOUSEHOLD NUTRITION STATUS

In the districts of Bougouni, Kadiolo, Koutiala, Sikasso, Yanfolila, and Yorosso, the project collected data from a sample of 397 people, including 50 women, in 73 millet and sorghum POs on household consumption of nutritionally dense crops. The analysis revealed that 318.64 hectares of land had been planted in both pure stands of cowpea and in intercropping with millet and sorghum. Total production was estimated at 2,052.16 MT of cowpea grain (2016-2017 cropping season), of which 41.36 MT was consumed in households. On average, households consumed about 2 percent of their cowpea production while the remaining production was sold. This level of consumption will provide a baseline for CVC to assess changes in household consumption (added as a nutritional indicator in 2017) as a result of project efforts to promote improved household nutrition during the 2017–2018 cropping season.

## WORKSHOP ON RESILIENCE PROGRAMS AND THE PROMOTION OF COLLABORATION BETWEEN USAID/MALI PARTNERS

The CVC project participated in a USAID-sponsored workshop in Bamako from September 19-20, 2017, that aimed to present the implementation status of recommendations from a previous workshop held from September 19-21, 2016, and to share successes, constraints, and opportunities to strengthen collaboration.

The major points discussed in the workshop included:

- Emphasize the importance of baseline studies
- Increase the visibility of USAID's Country Development Cooperation Strategy project contributions
- Utilize GIS as an intervention and targeting tool to better identify opportunities for collaboration and coordination of partner projects through interactive web mapping
- Ensure the government of Mali remains at the center of Convergence for Resilience in Mali (COREM), which aims to improve and facilitate coordination among partners in the resilience sector

The key recommendations were:

- Strengthen coordination between USAID projects at the operational level, including linking with COREM
- Establish a framework for consultation among partners to improve communication
- Facilitate the establishment of community-based mechanisms for conflict management to promote peace
- Promote employment for youth and women
- Consider schools as a gateway for today's children to be effective participants of tomorrow's transformational change
- Restore the presence of the government of Mali for both security and provision of public services



## APPROPRIATE FOOD STORAGE FACILITIES AVAILABLE

- During the quarter, CVC assessed producer storage capacity in the region of Sikasso (districts of Bougouni, Kadiolo, Koutiala, Sikasso, Yanfolila. and Yorosso). This assessment showed an increased cereal storage capacity of 15,060 m3, including 3,249 m3 of refurbished storage facilities in Alatona during the last three months.
- According to the data, 308 POs, including 58 women POs, assisted by the project invested in the construction and renovation of 1,860 storage facilities, including both commercial and family grain stores.

## IR4. Local Capacities and Systems Strengthened

### SUB IR 4.1: LOCAL ORGANIZATIONS HAVE DEVELOPED THE CAPACITY TO RECEIVE USAID FUNDS

#### *Results of external audit of accounts for 2016 of G Force and Nyèta Conseils*

During the quarter, the audit firm Audit d'Expertise Comptable et Commercial (AE2C) released their finalized project account audit reports that were validated by Nyèta Conseil and by Gforce. Results showed a significant improvement in the administrative and financial management of the two partner organizations, compared to the 2015 audit findings. The external audit of 2016 identified six points of deficiency with Gforce and five points of deficiency with Nyèta Conseils. The shortcomings revealed were related to issues related to management of human resources and cash.

Following exchanges and working sessions between the CVC Bamako team and partner field offices, each of the partners produced and validated a monitoring plan for the implementation of the 2016 audit recommendations. This plan also includes recommendations from the July/August 2017 monitoring trip of Mr. Abou Wele, a financial consultant, that addressed the shortcomings of partner accounting software and capacity building needs of accountants and administrators. It is expected that all recommendations will be implemented before an audit of the 2017 accounts, planned to begin in March 2018.

#### *Support from CVC Bamako and ACDI/VOCA to NGOs GForce and Nyèta Conseils*

During the quarter, monthly coaching and information sharing provided by the Bamako-based operations team and ACDI/VOCA headquarters team helped Gforce and Nyèta Conseils to provide more timely funding requests for planned quarterly activities. This support has enabled them to strengthen their compliance with the procedures and financial management practices required by the U.S. government, to improve their capacity to manage their administrative systems, and hopefully their ability to access funds from the U.S. government and other donors in the future.

### SUB IR 4.2: CAPACITY OF PRODUCER GROUPS AND WATER USER ASSOCIATIONS HAS IMPROVED

The period from October to December 2017 is typically a time when producers are focused on the harvesting and post-harvest management of cereals. As a result, training during the quarter was organized to focus on farm activities being undertaken during the period and the availability of producers. The number of actors benefitting from project training was below that anticipated for the quarter, and the project has revised training plans to reach many more actors in the second quarter.

#### *Preparation and capitalization of training tools and materials (training guides and posters)*

CVC developed five training and capacity building products for value chain actors in order to produce a comprehensive training guide, methodology, and content focused on technologies and improved techniques of millet, sorghum, and rice production, pesticide management, and marketing in the framework of the CVC project.

Field training	Number of training materials being developed <sup>2</sup>
<b>Production</b>	<b>3</b>
• Millet production techniques	
• Sorghum production techniques	
• Lowland rice production techniques (lowland and VIP)	
<b>Pest management (PERSUAP)</b>	<b>1</b>
• Improved pest management techniques	
<b>Commercialization</b>	<b>1</b>
• Marketing techniques of cereals	

<sup>2</sup> Training materials and tools will have been developed and will be used as inputs to the training guide.

The project will compile the various tools and factsheets into one training handbook and will print and distribute copies to POs, CATs, and other value chain actors during the next quarter.

#### *Development of cartoons in micro-video format for farmer training in cereal production, processing, and marketing techniques*

During the quarter, the project developed six cartoons on production techniques for millet, sorghum, lowland rice, VIP rice, pesticide management, and the marketing of cereals. The cartoons will be used by CVC coaches and CATs to train large array of producer groups. To promote wide-scale adoption, the information in the cartoons will be broadcast to target audiences (producer and producer groups) via smartphones and monitored through follow-up surveys by CATs.

#### *PO training on cooperative organization and marketing of cereals through the SMFM approach*

During this quarter, CVC Mopti strengthened the capacity of 60 leaders, including 29 women (48 percent), from 30 partner POs on Modules One and Two of ACDI/VOCA's signature tool, "Sell More for More (SMFM)", dealing with cooperative organization and cereal marketing. The goal is to improve POs' performance and make them better able to provide services to their members.

#### *Organization of training sessions and awareness heightening of PO leaders to comply with OHADA law on cooperative societies*

In its fifth year, the project planned to assist 300 producer organizations (150 POs in the Mopti region and 150 POs in the Sikasso region) to comply with the Uniform Act of the Organization for the Harmonization of Business Law in Africa (OHADA). During the first quarter, CVC Mopti trained 100 PO leaders, including 31 women, on the OHADA act. Following this, two POs were officially registered under OHADA during the quarter. As a result of CVC training and coaching sessions and collaboration with social development services, to date 250 cooperatives have successfully complied with the Uniform Act of OHADA.

	Mopti	Tombouctou	Sikasso	Alatona	Total
Number POs aligned with OHADA	160	12	73	5	250

In conclusion, during this quarter, training sessions were primarily focused on producers and, to a lesser extent, traders and processors. The project team, partners and CATs trained 9,322 people, including 2,417 people in the Sikasso region, and 6,905 people in Mopti. Female beneficiaries accounted for 4,458 (47.82 percent) of those trained.

**Table 15. Beneficiaries Trained in Q1 for FY18**

Value chain actors	Sikasso			Mopti			Total		
	Beneficiaries			Beneficiaries			Beneficiaries		
	Male	Female	Total	Male	Female	Total	Male	Female	Total
Cereal grain producers	1,010	1,407	2,417	3,850	3,045	6,895	4,860	4,452	9,312
Cereal traders	0	0	0	4	1	5	4	1	5
Processors	0	0	0	0	5	5	0	5	5
<b>Total</b>	<b>1,010</b>	<b>1,407</b>	<b>2,417</b>	<b>3,854</b>	<b>3,051</b>	<b>6,905</b>	<b>4,864</b>	<b>4,458</b>	<b>9,322</b>

## CROSS-CUTTING COMPONENTS

### Gender Mainstreaming

Activities in this first quarter focused primarily on; (i) supporting the development of women's entrepreneurship to promote their empowerment in the cereal value chains and (ii) improving participation of women in all project activities through a mentoring process designed to increase the visibility of the positive role women play in the home, in business and in the community.

## DEVELOPMENT OF ENTREPRENEURIAL CAPACITIES AMONG WOMEN INVOLVED IN CEREAL VALUE CHAINS

At this level, project activities included support for increasing the visibility of women's economic activities and development of their commercialization skills. The project supported the participation of women entrepreneurs in agricultural fairs and trade shows, such as the FOKAYES organized by AgriProFocus in partnership with the Regional Council of Kayes.

CVC Sikasso assisted six women PO members and processors by supporting their participation in agricultural and trade fairs and contact with new potential project/private sector partners. The results obtained included: (i) the sale of \$1,024.50 (FCFA 561,950 FCFA) of cereal-based products; (ii) processing units had the opportunity to collaborate with the Inter-Church Organization for Development Cooperation project which provides value chain financing; (iii) participation in a workshop for the supply of rice parboiling processing equipment (ADP – Atelier de découpage et de Perçage), and (iv) processing units had the opportunity to meet and discuss needs with the plastic package production company FLEXARE, sponsored through the irrigation project of Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ) “*Projet d’Apui au sous secteur de l’irrigation de proximité* (PASSIP) for the supply of packaging and sales opportunities.

In addition, the CVC’s participation in the FOKAYES (Kayes Agricultural Fair) enhanced its visibility. During the fair, CVC Mopti’s gender specialist presented CVC’s gender-focused business development approach in Mopti at a thematic conference that involved about 100 people composed of students, seed suppliers, technical services, projects and programs, promoters of processing units.

As part of the mentoring process initiated by the CVC project, and to promote partnerships between CVC and other institutions, the World Institute for Women’s Empowerment Group in Mali (IMAF-Mali) invited the CVC project-based gender and vulnerable group director to make a presentation of CVC gender-mainstreaming approach at the women's awareness day event, Gender and Value Chains. A total of 56 female project beneficiaries from Bamako, Ségou, Sikasso, and Mopti participated in the event. IMAF-Mali aims to promote gender equality and empower women through coaching for development of their skills as female entrepreneurs.

In Sévaré (Mopti), the project organized capacity building training for 54 PO leaders, including six women, on women's leadership, gender integration in POs and in household management. During the training, exchanges focused on leadership and characteristics of a leader, how to become and remain a leader of a PO, leadership and gender within a PO, the strengths and barriers of gender-related leadership, and constraints related to the integration of women in POs and their involvement in household management. At the end of the workshop, participants identified constraints for women in POs and proposed solutions for their integration.

**Table 16. Conclusions from Women’s Leadership Workshop, Mopti**

Constraints	Proposed solutions
Meetings held at inappropriate times for women	Holding meetings at appropriate times
Absence of women in decision-making bodies	Sensitize men on advantages of women’s participation in POs and decision-making bodies
The low level of education and literacy of women	Educate women about their roles and responsibilities in development Improve access to women’s literacy training
Women’s limited access to land, especially in rice zone	Promote specific strategies for women's membership (example: facilitate the payment of membership fees)
Women’s lack of agricultural equipment	Facilitate women’s access to agricultural equipment
Women’s difficulty accessing credit	Facilitate women’s access to agricultural loans
Cultural backgrounds	Develop discussions between women through mentoring

## CVC PARTICIPATION IN THE CELEBRATION OF INTERNATIONAL RURAL WOMEN’S DAY

In addition to its market-oriented approach, CVC places a particular importance on gender equality, striving to include more women in all project activities through the targeting of an equitable number of men and women in production training and business development activities but also in assisting in the development of women agribusiness managers. In this context, the project supported women beneficiaries in the celebration of International Rural Women’s Day in Bamako, Sikasso, and Mopti.

The theme of the day was “strengthening women’s economic empowerment through the introduction of new production techniques and technologies.” For the CVC project, the chosen theme was “mentoring for the promotion of women's entrepreneurship: deconstructing the myth!” In addition, in the Sikasso region, three women's organizations received equipment from the Ministry of Family, Women and Children for transport and agricultural products processing. Regarding local leadership efforts, the chairperson of the Professional Association of Rural Women was rewarded with a medal of agricultural merit by the President of the Republic of Mali. This medal helped to increase women’s visibility in agricultural production and product development in the Sikasso region and surely served as a source of inspiration for rural women.

During the ceremony, Finkolo Ganadougou women presented their locally processed products, such as parboiled rice, potato leaves, and shea butter. These products represent sources of income and food diversification for women in their quest for economic empowerment and improved household nutrition.

In Mopti, CVC assisted six female processors, and 10 millet producers from Bankass and Koro to display and present their cereal and tuber-based processed products. The CVC project also performed a 15-minute sketch covering the integration of women in decision-making bodies, production management, as well as the technical and economic advantages of millet and cowpea intercropping and improved production techniques and technologies (audio-visual materials are available). During the day, ORM donated basic agricultural equipment to representatives of 80 women groups. These activities provide a snapshot of CVC's progress towards creating an environment where female entrepreneurs can succeed.

## COACHING MISSION TO MIXED AND FEMALE CEREAL PROCESSORS IN MOPTI

Thirty-five PO leaders, including those from 10 mixed (male/female) POs and 25 women cereal processors benefited from training and coaching on women’s leadership and participation in the business decision-making processes. The meeting and discussions were focused on the role of women and men in the development and functioning of their respective cooperatives. Some specific points discussed were:

- Participation of women in the General Assembly and the Management Board of POs
- Women’s access to resources (training, loans, inputs, equipment, and land)

In addition to the above meeting, a second meeting with PO leaders and processing unit managers were organized by CVC-elected mentors. This event, which involved eleven processors, aimed to strengthen the capacity of rural women entrepreneurs to respond to market opportunities, invest and develop their processing businesses into commercial, market-driven enterprises, and to develop women entrepreneurial leadership. During the meeting, women mentioned the constraints they frequently encounter, such as limited access to a suitable infrastructure for processing and to appropriate equipment, limited access to credit and resources for the certification of their products by the Food Technology Laboratory, IER, and Sotouba.

In conclusion, despite the improvement noted above, the project continues to face many challenges in achieving a target of 50 percent female active participation in cereals value chain activities. The project will continue to support the mentoring process through establishment of a women’s network at community, local, and national levels to boost change and promote gender equity in all links of value chain. The following table shows the gender and youth participation rates in the project activities during the quarter.

**Table 17. Gender Achievement (Q1, FY18)**

	Sikasso	Alatona	Mopti	Timbuktu
<b>% Women participation</b>	<b>64%</b>	<b>25%</b>	<b>48%</b>	<b>20%</b>
<b>% Youth participation</b>	<b>4%</b>	<b>0.21%</b>	<b>12.82%</b>	<b>0%</b>
Age (10 to 29)	4%	0.21%	12,82%	0%
Age (30 to more)	96%	100%	87%	0%

## Monitoring and Evaluation

During the quarter, the project conducted the following activities to support, strengthen, and improve the efficiency of CVC’s monitoring and evaluation system.

## SHARING OF CVC'S FY18 ANNUAL PLAN WITH IMPLEMENTING PARTNERS

CVC Sikasso and Mopti shared the annual FY18 work plan with implementing partners in both regions. The sessions focused on the presentation of the work plan, discussions and exchanges concerning the timing of data collection, and the formulation of recommendations. The main recommendation was the need to organize regular implementing partner meetings to monitor the implementation of the FY18 annual work plan and ensure efficient and timely data collection and transmission.

## DATA ENTRY OPERATION IN THE SHAREPOINT DATABASE

The period was marked by intensive activities of data collection on nutrition, storage capacity, technologies, credit, and bulk sales in Sikasso and Mopti. A strong data entry team was mobilized consisting of the monitoring and evaluation team, specialists, trainees, and external agents in CVC Sikasso, Mopti, and Bamako offices. Moreover, during the development of the 2017 annual report, the CVC monitoring and evaluation teams updated the database and produced modified result tables for the project indicators. The project presented provisional results to USAID on September 25th, 2017 at an exchange workshop for the draft annual FY17 report. Comments made by USAID were documented by the project teams and used to revise the report plan that was made available to the technical teams and served as the basis for developing the FY17 annual report.

## SUPPORT FROM ACDI/VOCA BASED A MONITORING AND EVALUATION REGIONAL ADVISOR

As part of the short-term technical assistance (STTA) to the CVC project, ACDI/VOCA's regional technical advisor travelled to Bamako from Dakar, Senegal from October 22-27, 2017, to provide support to the monitoring and evaluation project team for validation of the FY17 annual report.

The specific activities carried out during this trip were:

- Technical support provided for the validation of the key project results for FY17 and variance analysis (annual report Annex A);
- Assistance in revision of the Activity Monitoring and Evaluation Plan (AMEP)/Performance Indicator Reference Sheets (PIRS) before submission of the final version to USAID;
- Support for the calculation of gross margins by crops and segregated by gender to inform Feed the Future's Monitoring System;
- Address USAID's Resources, Plans, and Policies intelligence support to inform Feed the Future's Monitoring System (FTFMS); and
- Guide the monitoring and evaluation team for updating the SharePoint database

This regional technical adviser's STTA in Bamako helped to strengthen capacity of the monitoring and evaluation project team.

## DATA ENTRY IN FTFMS

During the reporting period, the monitoring and evaluation team worked on data entry into the FTFMS. Previously, the project captured data into Microsoft Excel format (PPR) and submitted the file to USAID/Mali.

## INFORMATION FROM THE MICROENTERPRISE RESULTS REPORTING (MRR) QUESTIONNAIRE

As part of the report on USAID's project assistance to microenterprises, CVC completed the online questionnaire entitled "Microenterprise Results Reporting (MRR)." Relevant CVC support data for FY17 were provided in the questionnaire and submitted to the USAID-MRR team.

## IT MANAGER AND DATABASE MONITORING AND EVALUATION MISSION IN GHANA

The CVC-based information technology and database manager completed a mission to Accra, Ghana to update, audit, revise, and model the CVC ACDI/VOCA SharePoint database. Through working sessions with the ACDI/VOCA's director of systems and technologies, this mission enhanced capabilities of the new SharePoint database manager, enabling CVC the opportunity to reconfigure its database and adapt it to the field needs of the project.

## MONITORING AND EVALUATION WORKSHOP ON "UNDER-PERFORMING" INDICATORS

The CVC project organized a monitoring and evaluation workshop for all project technical and senior management staff in Bamako, Mopti, and Sikasso. The workshop provided an opportunity to exchange understanding/comprehension of project



indicators, especially those under-performing, and develop a common strategy and operational plan to address the performance gaps.

Recommendations for correcting shortcomings in achieving project objectives from last year are summarized as follows:

- To ensure an increase in the number of beneficiaries, it is necessary to focus on training themes that are easily understood by participants;
- In addition to wholesalers, also capture new jobs created at the PO level;
- As regards investments, expand efforts to capture data all levels of value chains including producer organizations, traders, transporters, and processors;
- Increase efforts to capture gender information, not only in training but in all productive/economic activities of the project; and
- Identify more diverse activities to increase the number of people assisted in the diversification of economic activities.

## MONITORING AND EVALUATION MISSION TO SIKASSO AND MOPTI

As part of monitoring and evaluation of activities, a CVC Bamako team carried out a mission to Sikasso and Mopti to share data collection plans with local staff as well as with technical service partners and review the work plan for gender and resilience activities. This team consisted of the director of competitiveness, training and capacity building director, the director of gender and vulnerable groups, the monitoring and evaluation manager, and the information technology and database manager.

The mission had working sessions with the CVC coordination in Sikasso and in Mopti and with the technical services in both regions (the CMDT and DRA Sikasso, the CMDT in Koutiala, the DRA and ORM in Mopti). The following results were obtained:

- The operational plan for data collection of overdue indicators was shared with all coaches and the coordination staff in Sikasso and Mopti.
- Through exchanges and communications, all project staff were involved in the process to inform under-performing indicators and understand their roles and responsibilities in data collection and transmission.
- Changes in collection tools relative to age groups were shared and officers committed to collect data in accordance with this new requirement.
- Changes in the collection sheets were shared and validated with participants.
- The mission confirmed that data on yield-squares is being collected and technical services are committed to providing results by the end of December 2017. (Likely to be completed the end of January, 2018)
- The work plan and annual budget of gender and resilience was revised to harmonize content and ensure understanding by gender teams at the regional level. A screening of activities will be done by the gender teams to evaluate activity contribution towards achieving annual targets.

Following this mission, the monitoring and evaluation team conducted a review and validation session of the collection tools that were amended following the monitoring and evaluation workshop on under-performing indicators. The meeting enabled participants to revise and validate all data collection sheets, specifically targeting information capture for under-performing indicators. The SharePoint database will be set up to capture new information on participation in training for non-members of CVC partner organizations.

## Communication

### WEEKLY UPDATE

During the October to December quarter, the communications manager wrote and shared 15 weekly updates. These weekly reports are produced to inform USAID and project partners about the evolution of project activities. The weekly update summarizes the activities of the regional offices as well as the Bamako team.

### FINALIZATION OF THE CVC PROJECT DOCUMENTARY

The communication team, in close collaboration with the recruited service provider, finalized a 13-minute documentary on the CVC project. The documentary included interviews of staff from the seed company Camara Semences and the president of APIFIMA. Pre-editing, formatting, and transcription were completed. The documentary will be screened in front of the entire project staff and USAID/AEG to collect opinions and comments.

## FINALIZATION OF THE PRODUCTION OF 6 CARTOONS ON GOOD AGRICULTURAL PRACTICES

The communication team, in close collaboration with a recruited service provider, finalized the six cartoons on good agricultural practices. The six episodes produced are in French and the translation of these cartoons into national languages will follow. A screening session will be scheduled to gather opinions and comments from CVC specialists and USAID/AEG.

## MISSION TO IDENTIFY AND WRITE SUCCESS STORIES

To identify success stories for the January quarterly report, the communication team conducted a field trip to Mopti and Sikasso from November 27 to December 3, 2017. The team conducted interviews of beneficiaries in the field; four success stories have been identified and developed, and photo shoots were completed.

## Project Management

### RECRUITMENT OF INTERNS TO SUPPORT THE CVC PROJECT

The Feed the Future Mali Project CVC is engaged in capacity building, including the training of young professionals for future employment. In order to meet evolving specific and strategic short-term needs of the program, five local interns were recruited to support the following project components: capacity building, gender, information technology, finance, marketing, and agronomy. The interns will specifically address programmatic management needs related to monitoring and evaluation, development of trade links, communications, and gender, among others, and will pro-actively contribute to the achievement of project objectives.

### PROTOCOL BETWEEN USAID PROJECTS AND FEED THE FUTURE “PROJET D’IRRIGATION DE PROXIMITE (PIP)

On December 14, 2017, the meeting on the Feed the Future PIP project was held in Sikasso. It involved 21 participants representing USAID, IPRO-IRRIGAR, CVC, the World Vegetable Center (AVRDC), International Fertilizer Development Center (IFDC), GIZ, and the National Directorate of Rural Engineering (DNGR). The CVC Bamako-based chief of party and deputy chief of party participated in the meeting. The objective was to develop a new protocol of collaboration between IPRO-IRRIGAR, CVC, AVRDC and IFDC for the implementation of the Feed the Future PIP project in Koutiala and Yorosso districts.

The meeting enabled the teams to share the progress achieved to date and discuss opportunities for collaboration to achieve project objectives among implementing partners in the future. A discussion of program indicators and which indicators could be included in each project program related to implementation of the Feed the Future PIP program were discussed, and an outline and common approach for elaborating a draft protocol of collaboration between IPRO – IRRIGAR, CVC, AVRDC, and IFDC was presented and agreed to. In addition, it was agreed to hold periodic meetings to better evaluate and coordinate activities. These meetings will be formalized in the final protocol agreement.

### BI-WEEKLY STAFF MEETING

Bi-weekly meetings were held between the USAID team and CVC Bamako management. These meetings brought together the COR (Contracting Officer Representative), and other AEG team members to strengthen coordination and communication for the achievement of project objectives. CVC has found these meetings very helpful in building effective communications between The Mission and the project.

### STEERING COMMITTEE

From October to December 2017, the project held three steering committee meetings in Bamako bringing together the chief of party, deputy chief of party, the team leaders of Nyèta Conseils and Gforce for discussions and decision-making regarding strategic issues of project operations. Meetings during the quarter enabled the review of the budget with USAID, contracts of Nyèta councils and Gforce, follow-up of recommendations of the audit 2016, the organization of the audit 2017, management issues related to technical program implementation, CVC engagements for the Feed the Future PIP project, organizing a workshop on under-performing indicators, engagement of an external consultant for the 2018 annual survey, and close monitoring of technical service partners.

# APPENDICES

## Appendix N°1: Coordination of Sikasso: Financial Situation Details of Sikasso S4C Groups (End of December 2017)

Region	Commune	Number of groups	Number of women members	Total saving Value (FCFA)	Current loans Value disbursed to member (FCFA)	Number of credits	Balance (Saving – loans) (FCFA)	Total funds (Loan+ (FCFA)
Sikasso	Nièna	13	365	15 148 250	13 759 000	324	3 117 975	16 876 975
	Finkolo Ganadougou	18	362	6 278 250	7 346 100	349	994 200	8 340 300
Kadiolo	Loulouni	3	75	1 953 500	1 796 000	45	21 100	1 817 100
	Zégoua	12	309	5 532 850	2 351 000	70	27 100	2 378 100
<b>Total</b>		<b>46</b>	<b>1 111</b>	<b>28 912 850</b>	<b>25 252 100</b>	<b>788</b>	<b>4 160 375</b>	<b>29 412 475</b>
				<b>\$50,724.29</b>	<b>\$44,311.92</b>		<b>\$7,298.90</b>	<b>\$51,600.83</b>

## Appendix N°2: Fund Sharing Details of Sikasso S4C Groups (end of December 2017)

N°	Name of S4C	Name of PO	Village	Commune	Members	Savings (FCFA)	Interest (FCFA)	Total Fund (FCFA)	Received amount per member (FCFA)
1	Benkadi	Association Benkadi	Dialakorosso	Zégoua	24	249 600	174 150	423 750	17 600
2	Sinignisigue	Association Benkadi	Dialakorosso	Zégoua	23	299 000	201 500	500 500	21 700
3	Kotognokontala	Benkadi	Korédougou1	Zégoua	30	780 000	514 950	1 294 950	43 100
4	Benkadi	Benkadi	Korédougou1	Zégoua	25	325 000	239 950	564 950	22 600
5	Sabougnouma	Benkadi-Sabougnouma	Perasso	Loulouni	30	780 000	421 075	1 201 075	40 000
6	Nongonton	Benkadi	Kapaga	Zégoua	27	351 000	236 445	587 445	21 750
7	Bekelema 1	Jeka-baara	Fanidiama	Zégoua	25	650 000	349 475	999 475	40 000
8	Bekelema2	Jeka-baara	Fanidiama	Zégoua	25	650 000	342 000	992 000	39 990
9	Nafaton	Jekoma	Nassoulou	Zégoua	30	780 000	385 175	1 176 175	39 100
<b>Total:</b>					<b>239</b>	<b>4 864 600</b>	<b>2 864 720</b>	<b>7 740 320</b>	
						<b>\$8,534.38</b>	<b>\$5,025.82</b>	<b>\$13,579.50</b>	
						<b>Average:\$55.71 (31 760FCFA)</b>			

## SIKASSO MSMES ASSISTED

EG.3.2-3: Number of MSMEs, including farmers, receiving agricultural-related credit as a result of CVC assistance	Sikasso			TOTAL	Segou (Alatona)			
	Producers	Traders	Processors		Producers	Traders	Processors	TOTAL
	1 243	4	6	1 253	239	2	0	241
Micro	1 243	2	6	1 251	239	0	0	239
Small	0	2		2		2	0	2
Medium		0	0		0	0	0	
Male	18	4	0	22	218	2	0	220
Female	1 225	0	6	1 231	21	0	0	21
<b>TOTAL:</b>	<b>1 243</b>	<b>4</b>	<b>6</b>	<b>1 253</b>	<b>239</b>	<b>2</b>	<b>-</b>	<b>241</b>

## SIKASSO TRAINING IN Q1 FY2017

Target	Types of Participants	Sikasso			Segou (Alatona)		
		Men	Women	Total	Men	Women	Total
Producers	CATs	115	69	184	79	5	84
	Producers	622	1 280	1 902	270	115	385
	<b>Total</b>	<b>737</b>	<b>1 349</b>	<b>2 086</b>	<b>349</b>	<b>120</b>	<b>469</b>
Government members	<b>Government officials</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Private sector	Traders	0	0	0	0	0	0
	processors	0	0	0	0	0	0
	Members Employed	0	0	0	0	0	0
	Financial Services	0	0	0	0	0	0
	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Civil society	Civil society	0	0	0	0	0	0
<b>TOTAL GENERAL:</b>		<b>737</b>	<b>1 349</b>	<b>2 086</b>	<b>349</b>	<b>120</b>	<b>469</b>

## CEREAL STOCKS AGGREGATED FOR BULK SALES, SIKASSO REGION

Locality	Commodity	Quantity (MT)	Number of Producers	Men	Women	Number of PO
Alatona	Rice	1,440	1,116	1,090	26	43
Koutiala/Yorosso	Millet	8.3	23	23	0	05
Koutiala/Yorosso	Sorghum	9.5	25	25	0	04
<b>Total</b>		<b>1,457.8</b>	<b>1,164</b>	<b>1,138</b>	<b>26</b>	<b>52</b>

*\*Koutiala/Yorosso cooperatives for millet and sorghum are the same, a total of 4*



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