



LIFFT-Cashew Project

August 2020 Report

SUBMITTED BY:
Shelter For Life International

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Acronyms

SFL	Shelter For Life International
USDA	United States Department of Agriculture
LIFT-Cashew	Linking Infrastructure, Finance, and Farms to Cashew Project
CEO	Chief Executive Officer
CFO	Chief Financial Officer
COP	Chief of Party
DCOP	Deputy Chief of Party
PR	Public Relations
M&E	Monitoring and Evaluation
RCN	Raw Cashew Nut
FCFA	West African CFA franc (local currency in Senegal & Guinea-Bissau)
USD	United States Dollar
SeGaBi	Abbreviation for Senegal, The Gambia, Guinea-Bissau sub-region
CMA	Cashew Marketing Associations
ACA	African Cashew Alliance
WCC	World Cashew Convention
FIs	Financial Institutions
PFIs	Partner Financial Institutions
NCBA-CLUSA	The National Cooperative Business Association Clusa International
CDSO	Crude Degummed Soybean Oil
MT	Metric Ton
CFW	Cash for Work
RN6	Route Nationale 6 (major road in the Casamance)
NRA	National Road Agency
TOR	Terms of Reference
MOU	Memorandum of Understanding
CVC	Cashew Value Chain
LBA	La Banque Agricole du Sénégal
GIEPA	The Gambia Investment and Export Promotion Agency
FUNDEI	Guinean Foundation for Enterprise and Industrial Development (Guinea-Bissau)
B2B	Business to Business meetings
CNFA	Cultivating New Frontiers in Agriculture (NGO)
FNDASP	National Fund for Agro-Sylvo Pastoral Development

CAG	Cashew Alliance of The Gambia
ANCA	Cashew Regulatory Agency of Guinea-Bissau
AoF Team	Access to Finance Team
GAP	Good Agricultural Practices
ISRA	Senegalese Agriculture Research Institute
NARI	National Agriculture Research Institute (The Gambia)
INEP	National Institute of Research and Studies (Guinea-Bissau)
LIFFT-Up	USDA-funded data platform built on Salesforce
ANAG	National Association of Guinea Bissau Producers
GAPLA	Guinea Bissau Ministry of Agriculture Planification Cabinet
GHE	Gambian Horticulture Enterprise
ROPPA	Regional organization of agriculture farmers & producers of West-Africa
WRS	Warehouse Receipts System

1. Summary of Activities by Project Component

1.1. Infrastructure Component

The purpose of the Infrastructure Component is to rehabilitate agricultural feeder roads, connector roads and storage facilities in Senegal, the Gambia and Guinea-Bissau, which will help to increase outturn quality of RCN, and upgrade the value chain linkages for RCN processing and collective sales within the SeGaBi region.

During the month of August 2020, the following activities were completed for this purpose:

Senegal:

- No progress this month because 100% of the roads have been built prior.

Guinea-Bissau:

- Road # 5: Construction of drainage structures
- Road #10: Topographical survey conducted
- Road #9B: Inspection of road
- Road #9A: Resume road work

The Gambia

- Authorization for the construction of two rural roads
- Visual inspection of road sections to be constructed in The Gambia

SeGaBi

- Setting up a process to rehabilitate warehouses

1.2. Access to Finance Component

The purpose of the Access to Finance Component is to encourage agricultural lending with financial institutions and establish investment mechanisms in cashew SME's through a Cashew Fund in order to enhance the ability of farmers and cooperatives to improve outturn quality of RCN, increase processing and promote collective sales.

During the month of August 2020, the following activities were completed for this purpose:

Senegal:

SFL's Access to Finance (AoF) Team's alternative finance contracting scheme has been accepted by Ecobank, and bank management agreed to participate in the financing of the cashew campaign. The team has prepared and submitted nine (9) loan applications to the bank. The loan applicants were reviewed and the bank's Credit Committee is due to meet in September. Based on the loan notifications we have, our partner financial institution La Banque Agricole (LBA) lent \$2.6 million USD to Cashew Value Chain (CVC) players (traders) for the current cashew season. The AoF Team also continued conducting training sessions on financial literacy for cooperatives in main hubs of cashew production around the country.

Guinea Bissau:

SFL continues to introduce the Warehouse Receipts System (WRS) as an alternative financing mechanism by holding meetings with Ministries of Trade, Agriculture and Economy as well as the National Cashew Agency of Guinea Bissau (ANCA), the major public agency involved in the development of the cashew value chain in the country.

The Gambia:

SFL continued usual visits to value chain players especially traders and producers discussing the upcoming cashew season; Meetings held with partner financial institutions (Access Bank Gambia Ltd & reliance financial services).

1.3. Market Access Component

The purpose of the Market Access Component is to facilitate buyer-seller relationships and build capacity of cashew marketing associations and trade associations to establish standards, quality control, bargaining power, and strengthen value chain linkages. By doing this, the quality of RCN will be improved, overall processing will increase, and collective sales of RCN will be promoted within the SeGaBi region.

During the month of August 2020, the following activities were completed for this purpose:

- LIFT-Cashew Project Grant Management Information Sessions
- Cooperatives development plan elaboration
- Training on Cooperative Management and Agricultural Entrepreneurship for cooperatives
- Activities to support the collection and sales of RCN in the field
- Meeting with two (2) partners processors and cooperatives: SODAM and CAJOU D'OR processors and the AJAC LUKEAL cooperative

- CASA GREEN Juice Processing unit visit in Djibonker
- Partnerships Development
- Contacts with potential buyers of cashew nuts from cooperatives

1.4. Agriculture Component

The purpose of the Agriculture Component is to build capacity of partner producer associations and groups to improve farm management and Good Agricultural Practices (GAP) in the SeGaBe region, through the use of demonstration plots, in-kind grants, cashew nurseries, and trainings. These activities will contribute to improving outturn quality of RCN and increase processing power of RCN.

For the month of August 2020, the following activities were completed for this purpose:

- Following and monitoring GAP application on farms
- Production estimation
- Quality Follow up
- Training on storage and quality management
- Organic production program
- Training farm management
- Collaboration with National research institute, and water and forest service
- Identification of cashew farmers, characterization of cashew plantations and determining surface for cashew farmland and strategy by using LIFFT-UP platform
- Monitoring Nurserymen and Training
- Training on quality improvement in Guinea-Bissau and The Gambia
- Team synergy work: mechanism for setting up a warehouse receipt system
- RCN collection monitoring

1.5. LIFFT-Up Component

The purpose of the LIFFT-Up Component is to utilize appropriate technologies and develop and manage a scalable database platform over the life of the project that stores and disseminates cashew production data and market information. This component bring players together over shared data on RCN outturn quality and promote collective sales.

During the month of August 2020, the following activities were undertaken for this purpose:

- Ongoing strategy and planning with SFL HQ to collect raw data, and to transfer raw data into cohesive reports on the platform that can be accessed by users from their dashboards
- Vetting and recruitment of Business Intelligence Manager to oversee the Platform
- Continued development of two LIFFT-Up website options that will be further refined and designed prior to official launch
- Inventory of computer equipment
- Cleaning of the computer park

- Remote help and assistance
- Project to migrate service providers from the Orange Fleet to the Free Operator
- Report of the log of purchases of RCN and verification of justifications
- Filling in the results of activities on the platform
- Implementation of the form and mapping of training data on the platform
- Creation of training report and budget tab

2. Component Achievements

2.1. Infrastructure Component

2.1.1. Activity 1 – Infrastructure: Feeder and Connector Roads

Senegal Progress

The goal has already been achieved before the end of the project life cycle, as 100% of the roads were built.

Guinea-Bissau Progress

Road # 5: Construction of drainage structures

In August, the construction works were concentrated around the drainage structures of road #5. In fact, five (5) rafts and half of a box culvert were completely built; their construction was started in July and the works stopped due to the rainy season. Three Cash for Work (CFW) laborer teams spread over various sites to work on these structures. The heavy rains were the main challenge encountered during these works.



Figure 1: Resuming construction of washes on road #5 (Guinea-Bissau)



Figure 2: Construction of the second part of box culvert on road #5 (Guinea-Bissau)

Road #10 Topographical survey

Road #10 is likely to be replaced by another, for technical and financial reasons. To do this, a topographic survey is carried out during this reporting period. The potential replacement road is located between the villages of Olossato and Bissora, extending the road #5 that SFL has built. The choice of this replacement obeys the selection criteria established by the Rural Road Network Assessment. Thus, the construction of road #10 on the new linear will be done within budget and over the same length of road. The total length surveyed is over 10km. SFL would choose 5.06 km from the surveyed linear to build road #10.

Inspection of Road #9B

The rainy season of this year 2020 is particularly intense, with a peak in intensity noted during August, the wettest month of the rainy season. The immediate effect of these rains was, in July, the cessation of work on section #9A (9.227 km long) and section # 9B (9.227 km long). In order to determine the condition of the road structures already built, the Field Engineer on the entire linear of this road #9 carries out an inspection. From this inspection, it appears that the road has not suffered any damage due to rain or any other cause. Only a few puddles of water are observed on the site of future drainage works (such as rafts and scuppers); which will be built at the end of the heavy machinery road works.



Figure 3: Road #9A

Resume road works on #9A

The work of section #9A was stopped throughout August 2020 due to heavy rains. The service provider, who carried out the work on the section, sent SFL a letter of commitment to finalize this roadwork, following an emergency meeting called by the infrastructure field engineer.

The Gambia Progress

Authorization for the construction of two rural roads

During this reporting period, SFL accelerated the process of obtaining permission to construct the 13.38 km of roads, in accordance with the Rural Road Network Assessment. At the end of August, SFL obtained from the Gambian Government through its Ministry of Transport Work and Infrastructure, a letter of approval for the construction of the two sections of rural roads.



Figure 4: Inspection of roads to be constructed in the Gambia

Visual inspection of road sections to be constructed in The Gambia

Following this approval, the process of recruiting a topographer was launched. It was agreed to carry out the topographic survey of the linear that was initially selected in the RRNA. However, a visual inspection of the current condition of these roads reveals many challenges. For example, peanut fields encroach on the road; some places on these roads are too narrow. In addition, rivers requiring large drainage works are present on several places across the roads.

2.1.2. Activity 2 – Infrastructure: Post-harvest Handling and Storage

SeGaBi Progress

Setting up a process to rehabilitate warehouses

As part of storage rehabilitation, SFL collaborated with the CMA department develop a strategy and process. Apart from the schedule that was established and which should be piloted by the CMA component, no other progress was done this month. The process is:

- The cooperative provides a one-page concept note including a simple request;

- A committee made up of Agriculture, CMA, Trade and Promotion, Access to Finance, Infrastructure and M&E will examine and see if this agrees with our indicators. If so, the cooperative must provide a grant request (detailed budget, reasoning, indicators, etc);
- After receiving the grant application, the committee will review and provide recommendations to management, headquarters and our donor;
- After approval, grants will be disbursed for equipment, storages, training, and tools for the cooperatives; and
- The committee will oversee the process for using grants. This is a simple description of the grant approach.

Access to Finance Component

2.1.3. Activity 3 – Financial Services: Facilitate Agricultural Lending

Financial Institutions Partnerships and Meetings in SeGaBi

FINANCIAL INSTITUTION				MOU		RECENT CONTACTS			
NAME	COUNTRY	CATEGORY			YES	IN PROCESS	YES	NO	DATE
		BANK	MFI	NBFI					
1. RELIANCE FS	The Gambia	x	x		x		x		August 3,12,21 & 28, 2020
2. ACCESS BANK	The Gambia	x			x		x		August 3,12, 21, & 28, 2020
3. LA BANQUE AGRICOLE	Senegal	x			x			x	
4. ECOBANK	Senegal	x			x		x		August 27, 2020
5. ORABANK	Guinea-Bissau	x			x		x	x	
6. MANA	Guinea-Bissau		x		x			x	

Table 1: Update on meetings with partner financial institutions

Senegal, the Gambia, and Guinea Bissau (SeGaBi)

Across all three countries, the Connexus Access to Finance team continues to develop a contracting scheme for the current cashew campaign, through the facilitation of access to credit for cashew actors, mainly processors and cooperatives, with our partner financial institutions. The team also worked on the presentation of the warehouse receipt system to officials of Guinea Bissau and the Gambia.

Senegal Progress

The Connexus team:

- Organized a training session on August 12th and 13th on Financial Literacy for the Cooperative of Coumbacara/Mampatim/Kolda/Bagadadji. During the first training there were 20 participants (15 male / 5 female); during the second training there were 15 participants (13 male / 2 female).

- Organized a training session on August 25th on Financial Literacy for the Cooperative of BALUH-NA Federation/Arrondissement Djirédji/Département Sédiou. During this training there were 15 participants (13 male / 2 female).



Figure 5: Training session on Financial Literacy with Cooperative of Coumbacara/Mampatim/Kolda/Bagadadj

The Gambia Progress

Cashew traders and farmers

On August 6th, 11th, 24th, and 26th, SFL continued usual visits to value chain players especially traders and producers discussing the upcoming cashew season and also notifying them about the warehouse receipt system that is been touted for introduction in The Gambia. SFL also discussed a proposed training targeting cooperatives for the month of September. SFL also spoke to various farmers' associations and the Federation of the Farmer Associations about the financial literacy training session targeting cooperatives.

Partner financial institution (Access Bank Gambia Ltd & reliance financial services)

On August 3rd, 12th, 21st, and 28th, SFL continued holding meetings and calls with Mrs. Ndey Amie Jallow the Head Commercial Banking Unit of Access Bank Gambia Ltd and Mr. Momodou Joof, Credit Risk Manager Reliance Financial Services about the way forward for the LIFT-Cashew project so they can always be updated about the project. SFL also visited Ecobank Gambia Ltd discussing about them joining the LIFT-Cashew project as a partner FI, as at the moment, we are yet to get an affirmative response from them.

Processors

On August 5th, 10th, 14th, and 25th, SFL continued conducting meetings and calls with Mr. Bubacarr Jawneh of The Premium Commodities Co Ltd, and Mr. Ceesay of GHE, the discussions were centered on their preparations for the next cashew season so that they can take full advantages of the availed opportunities especially the funds being availed to processors through the cashew fund team. On top of that, Mr. Jawneh is working on his financials and a business plan as SFL seeks to set up an equity company with them. Jawneh also worked a processing contract with a Sweden based client and is currently completing the client's request.

Other admin issues

On August 4th, 12th, and 27th, SFL continued calling and waiting for an appointment with the Ministry of Trade to discuss the Warehouse Receipt System. Securing the appointment has been difficult due to the escalation of the spread in COVID-19 virus. The Ministry's executive branch is affected with a number of ministers testing positive, therefore movements within the ministries are restricted.

Guinea-Bissau Progress

The Connexus Team:

- Upon ANCA's request, on the 4th of August, Connexus gave a large presentation about the Warehouse Receipt System and its working documents in the presence of Mr. Mustafa Seide Bani (Vice-president of ANCA), Adulai So (Director of ANCA's Promotion and Development Division), Mohamed Muctar Sadjo Balde (Head of the Compensations Division of ANCA), Mamadu Ndjamba Ndjaie (Head of Monitoring & Evaluation of ROPPA Organization), Jaime Boles Gomes (President of ANAG cooperatives confederation), and Camilo Co (processor ADECONUTS). Mr. Mustafa Seide Bani confirmed adhesion of ANCA to the mechanism presented and confirmed total assistance for LIFT-Cashew in introducing the Warehouse Receipt System in Guinea-Bissau.
- On the 5th of August, the working documents relating to the Warehouse Receipt System were transmitted to the Ministry of Agriculture and meetings were organized with the Planning Office of the Ministry of Agriculture, GAPLA.
- On 21st of August, Connexus held a training session in Bissau on "Financial Literacy" for members of cooperative Ndelugan.
- On the 31st of August, Connexus held a meeting and working session with Mr. Ednilson A. Gomes, Head of ANCA's Legal Department on the draft of the bill governing the Warehouse Receipt.



Figure 6: Meeting with ANCA officials, ROPPA and ANAG representatives



Figure 7: Coopérative Ndelugan training session

2.1.4. Activity 4 – Financial Services: Cashew Fund

Funds were made available to the processors at zero (0) percent interest as part of a “temporary Cashew Fund” to be returned to SFL in 1-2 months. Processors who received funds from the temporary cashew fund for the 2020 season began repaying as follows:

Processors	Countries	July 2020		August 24, 2020
		Loan disbursed (\$)	Loan disbursed (CFA)	Amount repaid (CFA)
SCPL	Senegal	60,000	35,010,000	17 500 000
SODAM	Senegal	60,000	35,010,000	35,010,000
Abu Suhaib	Senegal	60,000	35,010,000	26, 000,000
Kor et Freres	Senegal	60,000	35,010,000	13,170,000
TOTAL		240,000	140,040,000	91,680,000

Table 2: List of Processors who received funds from the temporary cashew fund for the 2020 season began repaying

We are at 65% recovery of the amounts lent to the processors in Senegal.

Guinea-Bissau Progress

At this stage, we have no information on the repayment status of the loan granted to Licaju. Licaju had requested an extension of the maturity date (i.e., instead of August 23, to one month later). The response has been an outright refusal, as the contract needs to be respected.

Processors	Countries	July 2020		August 24, 2020
		Loan disbursed (\$)	Loan disbursed (CFA)	Amount repaid (CFA)
Licaju	Guinea-Bissau	100,000	58,000,000	0

Table 3: List of Processors who received funds from the temporary cashew

Cashew Fund activities

Selection of candidates for Cashew Fund Coordinator and Cashew Fund Assistant

On the process of selecting candidates for the Cashew Fund Coordinator and Cashew Fund Assistant, two candidates will go one step further by having an interview with HQ for the Cashew Fund Coordinator position.

Temporary Funds for 2020 Cashew Season Manual

The First Draft of the Temporary Funds for 2020 Cashew Season Manual and its Appendices was provided to SFL on August 7, 2020 for review and validated by SFL/HQ. An updated version was sent on August 14, 2020 with attachments.

Meeting with legal advisory firm in Luxembourg

A teleconference meeting was held on August 11, 2020 with Walid Sharara, a Managing Associate from a Legal Advisory firm Ogier based in Luxembourg. Mr. Sharara gave an introduction about himself, his career, and areas of expertise in debt funds private equity funds and investment funds. Mr. Sharara also gave an overview of the services offered by Ogier. Ogier houses the funds in Luxembourg and enables sponsors to market their funds across all 27 countries in Europe, whether they are based in the UK, US or Africa.

Input in Access to Finance component scope of work form September 2020

Investors are very concerned about the team that will manage the money they entrust to the fund. SFL employees in SeGaBi do not have the depth of knowledge or operational experience (specialization in investments, risk management, portfolio management, fund raising, etc.) which is normally found at private investment funds.

Since SFL is an NGO without fund management experience, SFL's Cashew Fund Consultant advised on the scope of work envisaged from the end of September 2020 for Access to Finance. As part of that plan, SFL will have to recruit very experienced and high-level profiles in the field of investment banking and fund management for third parties or make a partnership with a structure already experienced in this field to set up the cashew fund.

Cashew Fund management by a subsidiary entity of SFL will require the recruiting of dedicated local staff for this entity, which must include an investment team such as:

- 1 Managing Director
- 1 Investment Manager
- 1 Investment Officer
- 3 Analysts
- 1 Risk Manager

As part of the teams that the fund's service providers must have, which may be based in the USA:

- Depositary
- Fund Administration
- Accounting / Financial Reporting
- Legal / Regulatory Reporting
- Auditors
- Domiciliation agent

Temporary Funds for 2020 Cashew Season

First Draft of the Temporary Funds for 2020 Cashew Season was provided by the Cashew Fund Consultant to SFL on August 23, 2020 for review and validated by SFL/HQ. An updated version was sent on August 24, 2020.

SFL project pipeline for temporary funds for 2020 Cashew season

During August, SFL began developing a list of processor project pipelines based on information gathered during the 2020 cashew season using a template shared with SFL Senegal field team.

Market Access Component

2.1.5. Activity 5 – Capacity Building: Cashew Marketing Associations

Senegal Progress

Within the framework of August activities, the CMA was keen to maintain the continuity of the activities initiated in July in terms of capacity building of the partner organizations of the LIFT-Cashew Project for their formalization and the framing of their development activities.

SFL accompanied cooperatives that had elaborated their Development Plans to prepare and implement their programmed activities. To this end, SFL trained the organizations for a better management of grant funds and grant application procedures.

The process has now been launched to allow the submission of grant applications which will be examined and validated during the month of September for the implementation of projects.

Cooperatives development plan elaboration

During August, SFL followed up with organizations (cooperatives) to elaborate and expand on their development plans, which will be further validated by their members in November and December 2020. During validation, members will be sensitized to cooperative management in order to prepare members and mobilize their shares for the organization of consistent general assemblies, which are forecasted to occur at the end of the rainy season (November to December).

LIFT-Cashew Project Grant Management Information Sessions

During the month of August, trainings in Cooperative Management in the regions of Kolda and Fatick were completed. This training allowed cooperatives to understand the process of applying for grant funds and the rules of its management.

SFL has determined to fund projects that follow the top three priorities below:

- Rehabilitation of Storage Warehouses
- Training in Good Agricultural Practices
- Administrative and financial capacity building for the governing bodies



Figure 8: Training of the Federation of cashew nut planters and producers in Subsidy Management

The first round of applications mainly requested subsidies surrounding store construction, store refurbishment and training.



Figure 9: Family photo after the Constitutive General Assembly of the Cooperative of United Cashew Producers of Mandina

The Gambia Progress

The month of August witnessed a significant drop in RCN collective sales activities. There was no reported marketing of RCN during the period by cooperatives members; the season has virtually ended. The contract between the project and the interim coach to scout for buyers/exporters to facilitate collective sales of cooperatives members on the North Bank Region expired at the end of August. Due to price margins between what buyers offer and farmers' expectations, marketing of RCN were not possible. The interim Coach reported a preference to keep their produce and target processors who usually offer more at the time.

Training on Cooperative Management and Agricultural Entrepreneurship

To support the formalization of Cooperatives and boost their entrepreneurial culture, SFL has planned training sessions for three associations and cooperatives in The Gambia to be trained in Cooperative Management and Agricultural Entrepreneurship. These trainings were designed to build capacity and accompany management

staff of the associations and cooperatives in their initiatives to officially register their organizations, manage the development of the cashew value chain efficiently and enhance entrepreneurial commitment. The first of these trainings sessions will commence on the first week of September and subsequently followed by the remaining two.

Guinea-Bissau Progress

The month of August is marked the arrival of a mission of the CMA officer to Guinea-Bissau, to support the CMA in its training and sensitization activities for the Cooperatives. This mission made it possible to review CMA's work strategy and the training of Cooperatives in Grant Management, Cooperative Management and



Figure 11: verification of collateral stock quality



Figure 12: Training on Grant Management in Guinea Bissau at the SFL Office with Coop NDELUGAN

Agricultural Entrepreneurship. This was a great opportunity to harmonize the interventions of different project components. The CMA officer met with the Ministry of Agriculture, responsible for the development of cooperatives to study the modalities of collaboration for a better management of cooperatives at the level of Guinea-Bissau. In this context, a partnership agreement is being drafted with the support of the SFL Government Liaison Officer.

2.1.6. Activity 6 – Market Access: Facilitate Buyer-Seller Relationships

Senegal Progress

Activities to support the collection and sales of RCN in the field

SFL conducted an operation for securing the collateral stock at the thiamine storage in Nioro. We verified stocks and storing conditions to improve quality.

SFL also supported KOR et Freres about RCN collection and organized training for KOR et Freres staff about almond processing techniques. During this training session, 17 women and 3 men have taken part of this training. We expect to organize others training session in the future.



Figure 10: Training on processor techniques

During the Nioro mission, there was a meeting with the FPPA President (Fédération des producteurs et planteurs d'anacarde - Federation of cashew nut producers and growers). We exchanged with the president of the FPPA on the collection strategies put in place by the coach, the shortcomings noted, the difficulties encountered and how to improve the collaboration between the FPPA and its collaborators.



Figure 11: Visit of Mr Ndour Processor unit

SFL visited Mr. Amadou Ndour DIOUF's cashew processing; there was a working session with Mr. DIOUF followed by a visit to his farm in Néma Manding. SFL planned a visit with him to the processing companies located in Ziguinchor. However, during the second mission only one activity was planned: to recover the totality of the 0% interest rate loan that SFL had granted to the company KOR ET FRERES before the due date. To this end, SFL began the collection process and put part of it into SFL's account. Upon realizing that KOR ET FRERES could not repay the loan on time, SFL contacted customers to sell the stock and get them to repa. To date, KOR ET FRERES still owes SFL the sum of 21,840,000 francs out of the 35,010,000 francs CFA borrowed.

Meeting with two (2) partners processors and cooperatives

From August 13th to 14th, SFL visited two partners at the SODAM and CAJOU D'OR processors and the AJAC LUKAAL cooperative. During these two days, SFL also met with Connexus, and ended with a debrief of the working tour with the partners. The next step envisaged with the partners after the visit is to further expand the business plans.

In addition to the working tour, SFL also organized a conference call with Mr. NGOM, a potential investor, as a logical continuation of the two-day visit previously organized in Ziguinchor. SFL discussed the following points with Mr. NGOM:

- Location of the new processing plant
- Business plan
- Technology to be used
- National and international cashew market

CASA GREEN Juice Processing unit visit in Djibonker

On August 24th, SFL visited the cashew juice processing unit located in Djibonker district of Niassya, Enampor commune. Indeed, the promoter of the company CASA GREEN, Abel SAGNA, received information on the Project. Mr. SAGNA invited SFL to visit his factory which is in the installation phase. At the end of the visit, given the potential and size of the planned facilities, SFL discussed his business plans for expansion.



Figure 12: Casa GREEN juice processing visit

Monitoring of RCN collection

The monitoring of RCN collection activities in the field by the coaches allowed cooperatives to collect 74.2 tons during the month of August. This figure represents the total of all the harvest collected and sold to the processors or buyers. The below processors delivered these amounts of RCN:

- KOR ET FRERES: 11.2 tons
- SCPL: 63 tons

The total volume of RCN collection is around 3,502,642 kg reported. To be confirmed by evidence.

Sales in April-August 2020		Cashew quantity (tons)								Accumulated	
		Processors				Buyers					
#	Cooperatives	Processor	Qty tons	Price (XOF)	Value (XOF)	Exporter	Qty tons	Price (XOF)	Value (XOF)	Qty tons	Value (XOF)
1	AJAC LUKAAL	SCPL	204	400,000	81,600,000					204	81,600,000
		Agrobati Séne	617.18	418,000	257,886,000					617.18	257,886,000
2	FADECBA	Agrobati Séne	121.17	400 ,000	49,109,050					121.17	49,109,050
3	UDECOAG	SCPL	18.18	425 ,000	7,725,650					18.18	7,725,650
		Agrobati Séne	190.20	400	77,666,075					190.20	77,666,075
4	FPPA	Dabakh Entreprise	263	542	142,546,000					263	142,546,000
		FRGFTA	4.01	545	2,187,630					4.01	2,187,630
		Kor et frères	283.64	510	149,424,820					283.64	149,424,820
5	CPA Coumbacara	Ousmane Diao	221.76	400	88,704,800					221.76	88,704,800
6	Balunah	Bayana	856.32	400	361,161,800					856.32	361,161,800
		SCPL	52.68	410	22,568,450					52.68	22,568,450
7	FAMVI	Bayana	607.50	425	311,600,000					607.50	311,600,000
		SCPL	63	400	25,200,000					63	25,200,000
	TOTAL:		3,502,64		1,577,380,275					3,502,64	1,577,380,275
	In USD (556.082)				2,836,596.53						2,836,596.53

Table 4: Commercialization of cashew nut

Partnership Development

During the month of August, SFL worked on developing its partnerships with cooperative AJAC LUKAAL and the company SEPT (Société, d'Exploitation, des Produits du Terroir) of Sokone. SFL is in negotiations to work with these entities in RCN collection and other related activities. SFL will closely follow the development of the relationship and lead the two to formalize their partnership.

Guinea-Bissau Progress

During the month of August, there have been no major updates on Trade promotion activities because COVID-19 has negatively affected the cashew nut market overall, along the chain of producing countries, processors, and major consumer markets of cashew nuts (i.e. India, Vietnam, Europe, and the US). The slowdown in the

consumption of cashew nuts in the above-mentioned countries had major repercussions to the cashew economy. The value chain in Guinea-Bissau could not escape the contagious effects of future markets and it affected future contracts between exporting operators, commercial banks, final buyers, producers, cooperatives, intermediaries and processors; especially with regard to credit difficulties and restrictions.

Activities to support the collection and sales of RCN in the field

During the month of August, according to the Ministry of Commerce and Industry, 90,000 tons of cashew nuts were stocked and 63,000 tons were exported, and approximately 25,000 tons of RCN were kept by farmers in the field. Many nuts should be stocked in warehouses. Also, more than 10 exporting companies that had financial contracts with banks and financing were reportedly having problems with shipments because final buyers suspended purchases and shipments to the countries of India and Vietnam. The market is semi-paralyzed, with sales and purchases are not taking place on scale in the cashew stock exchange.

The monitoring of RCN collection activities in the field by the coaches allowed cooperatives to collect 6,450 tons of RCN with evidence (contracts and bills). This is an improvement from the previous month where 3,108 tons didn't have contracts so they were replaced with sales collections from different cooperatives.

Sales from May-August 2020		Cashew quantity (tons)								Accumulated	
		Processors				Buyers					
#	Cooperatives	Process or	Qty Tons	Price ¹ (XOF)	Value (XOF)	Exporter	Qty Tons	Price (XOF)	Value (XOF)	Qty Tons	Value (XOF)
1	CONGAI	ARREY	731	375,000	274,125,000	Gomes e Gomes	3,296.606	375,000	1,236,227,250	4 027.61	1,510,352,250
2	OPRO	ARREY	76	375,000	28,500,000	IAIA Sadjo	220.195	375,000	82,573,125	763.25	286,218,000
3						Mamadu D. Danso	467.053	375,000	175,144,875		
4	Buwondena	ARREY	164	375,000	61,350,000					163.60	61,350,000
5	Lampada de Campo	ARREY	9.2	375,000	3,442,500					9.18	3,442,500
6	Balanta Cunda	ARREY	76	375,000	28,452,000					75.87	28,452,000
9	TOTAL:		1,055.65		395,869,500		5,505.43		2,064,536,625	6,561.08	2,460,406,125
10	In USD (556.082)				711,890.51				3,712,647.82		4,424,538.33

Table 5: State of sales through cooperatives

Members of partner cooperatives sold 1,055.65 tons of RCN to the processor Arrey at the end of August. Meanwhile, sales by cooperative member farmers to LiCaju and exporters represent 3,296,606 tons. Processor Arrey purchased 1,055.65 tons of RCN from partner cooperatives. It is important to highlight that the remaining

¹ Sales price

nuts that Arrey bought for processing was carried out with the farmers' members, members of the cooperatives, including those that have georeferenced properties, such as organic RCN producers.

For the three buyers, Iaia Sadjo who bought from the Cooperative OPRO a volume of 220.195 tons. Mamadu D. Dianso also bought a volume of 467,053 tons from the OPRO cooperative. Gomes & Gomes/LICAJU bought a volume of 1,521,577 tons of cashew nuts.

For the cumulated operations of marketing of the nuts carried out are 6,561.08 tons which correspond to 4,424,538.33 US dollars.

The COAJOQ and KAFO cooperatives prefer not to work with SFL in this area of RCN collection as they are not sharing their marketing data nor disclosing their purchase/sale contracts.

Contacts with potential buyers of cashew nuts from cooperatives

The buyers that were previously contacted had difficulties honoring their commitments during the month of August due to the lack of confidence in final buyers and in pre-financing all the operations of purchase of the cashew nuts in the field. Due to the closing of the borders, buyers are unable to come in to Guinea-Bissau and do not want to take any risks in money transfers to their representatives. On the other hand, given a lot of intermediation in the process, where each one intends to earn their percentage, the prices offered to the cooperatives were not attractive, the cooperatives want at least XOF 375.00 / kg, reference price with the product, announced by the Government of Guinea-Bissau.

Due to the pandemic, the cooperatives were practically depending on a buyer, processor Arrey, who managed to pay better prices to the cooperatives. Right now, Arrey has a lot of cashew nuts in stock and will no longer buy large quantities. Many nuts are found in the small warehouses of the members of the cooperatives, in different areas, without even minimum conditions of post-harvest conservation after harvest. The cooperatives based in the sectors of São Domingos and Ingoré / Bigene, are now selling part of their cashews, near the border with Senegal, due to the lack of buyers at the domestic level. Some domestic buyers with cashew nuts in warehouses also do not have export contracts to India and Vietnam.

2.1.7. Activity 7 – Capacity Building: Trade Associations

During the month of August 2020, the Government Liaison Officer held several meetings with Guinea-Bissau Ministries, mainly Agriculture, Trade and Industry, Economy, Planning and Regional Integration, as well as ANCA-GB. With the Ministry of Agriculture, the Government Liaison Officer addressed the challenges the sector faces during the Pandemic COVID-19 as well as general issues of the sector. The Officer also addressed the urgent need to involve the Ministry of Agriculture in the elaboration of a Regional Framework that will be submitted to the Government for approval. SFL also informed the Secretary General of Agriculture, Mr. Cassamá, that we will request the appointment of a focal point in the Ministry as well as a proposal of an MOU to be signed between two entities



Figure 13: Meeting with the Ministry of the Agriculture in Bissau

It was with great honor and pleasure, that the Permanent Secretary of the Ministry welcomed SFL's initiative and even requested to be strengthened in the future. In our meeting with the Minister of Trade and Industry, Mr. Artur Sanhá and the Permanent Secretary, Mr. Aureliano Gomes, SFL was informed about the status quo of the Agriculture sector in Guinea-Bissau and the need to be more effective in our interventions. The main concern of the Minister is that there needs to be more efficient allocation of funds and covering more remote areas in order to reduce poverty. He also requested a technical meeting with SFL in order to be acquainted more deeply about the Project's components and interventions in Guinea-Bissau, especially in the remote areas.



Figure 14: Meeting with the Ministry of Trade and Industry

SFL attended another meeting in the Ministry of Economy, Planning and Regional Integration. Mr. Issa Jandi, General Director of Planning was not available, but we were received by his Service Director, Mrs. Raina Moura. In our conversation with Mrs. Moura, we were informed of the creation of a Steering Committee in Guinea-Bissau, for the LIFT-Cashew Project 2017-2023.

According to Mrs. Moura, SFL should appoint a representative for this committee with a staff member from Guinea-Bissau. Mrs. Moura also recommended that when the project started, the Ministry had information of a certain budget but this information was never updated. They would like to be informed about how much is being invested in the country so far. Unfortunately, for Mrs. Moura, since the project started there was a lot of changes in terms of staff at SFL. She highly recommended to avoid this turnover of staff in order to keep track of information and progress registered in the country and better visibility and image.

SLF held a meeting with ANCA-GB and was received by Mr. Caustar Dafá, the President, where we informed him our relationship with the institution and communication with the legal adviser, Mr. Ednilson Gomes. SFL also discussed the draft of MOU and suggested changes related to unions. According to Mr. Dafá it was not recommended to involve unions because they are too politicized. Instead, it should be cooperatives more connected with the sector and better able to defend and protect producer interests. Mr. Dafá also received the Warehouse Receipt System information letter from Connexus Corporation that was confirmed by us as partnering with SFL.



Figure 15: Government Liaison officer with the ANCA team after the meeting

PR & Communications

From August 30th to September 3rd, SFL's Chief of Party (COP), Mr. Laurent Gomis, carried out a mission to Guinea-Bissau to connect with national authorities, namely the Ministry of Commerce and Industry, General Direction for Planning and Regional Integration, and the Ministry of Agriculture. During the different meetings, the Regional PR / Communication Officer recorded photos and took note of the main issues. At the end of the visit, the COP was interviewed by one of the country's most reknown radio stations, "Rádio Sol Mansi". This turned into a opportunity, and the PR & and Communication Officer spoke about the Project's objectives and results. The interview ran during the 8pm news that same day, as well as the following day during the 8am news.



Figure 16: SFL COP greeting the Ministry of Trade and Industry of Guinea-Bissau



Figure 17: COP giving an interview to "Rádio Sol Mansi"

Media Relations and Partnership

The MoU with the national network of community radios of Guinea-Bissau was finalized in August, missing only its signature in September for its formalization. Meanwhile, both in Senegal and The Gambia, a media database was started to be developed to present the project and establish new partnerships.

Online presence

In August, in addition to presence on Facebook, the project extended its presence on [Twitter](#) and [LinkedIn](#). The project now has an active presence in 3 social media, as defined in the annual work plan. As of August 31, the Facebook page registered 273 likes (62% male, 38% female), 277 followers (62% male, 38% female), mostly aged between 25 and 44. From 5 to 31 August, 19 publications were made on the page, with an average of 3.8 publications per week. In the period covered by this report, the communications department continued the collaboration with the Web Developer, providing advice and content (images and text) for the construction of the project website.

Visibility and branding

Following the brand audit checklist in the three countries, new designs have been developed for the project building identification sign as well as roll-ups. For the time being, production is only done at the Bissau office level, but will be extended to other offices next month.



PROJETO LIFT-CASHEW

Projeto sub-regional de valorização da cadeia de valor do caju
no Senegal, Gâmbia e Guiné-Bissau



Figure 18: New building identification sign design for Guinea-Bissau office



Figure 19: New LIFT-Cashew roll-up design in Portuguese

The process to hire a photographer to document project activities and success stories in Senegal and Guinea-Bissau was cancelled after discussions with the COP. It was suggested to plan this activity for the next cashew season, and having one photographer for each country instead.

Agriculture Component

2.1.8. Activity 8 – Agricultural Development: Demonstration Plots & Nurseries

Key Achievements and Results

Following and monitoring of GAP application

Monitoring the application of Good Agricultural Practices is the only way to take corrective measures in the field at the level of the cooperatives to achieve the project's objective of improving the quality of production. In Senegal and the Gambia, as the collection has been completed, the tours are focused more on monitoring the production of the nursery growers and the various trainings organized at the level of the cooperatives, but also a comparison of the results with those of other actors such as the processors and the Warehouse Receipt System (WRS).



Figure 20: meeting with CONGAI in Guinea-Bissau

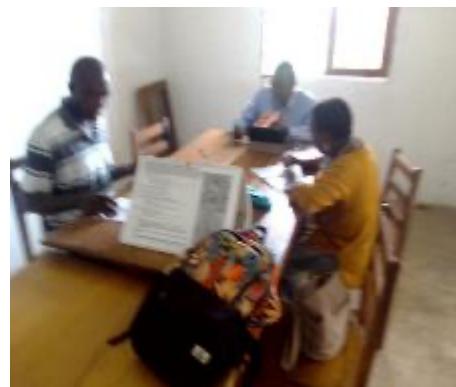


Figure 21: Meeting with OPRO in Guinea-Bissau

Production estimation

During this 2020 campaign in the SeGaBi region, there has been a huge drop in cashew nut production. Considering our observations, and the cumulative experience of technicians, this decrease is estimated at 30% overall. These results will be confirmed at the end of the collections. The causes of this drop-in production are mainly due to:

- Existence of hot and dry winds during the months of March and April, which led to the drying and loss of flowers, resulting in a drop-in production potential;
- Rainfall during the past wintering did not meet the cashew tree's water requirements, which did not prevent the cashew tree from expressing its full potential;
- Non-application of good water conservation practices at the end of wintering; and

- Non-application of good agricultural practices in general.

Quality follow-up

In order to determine the quality of RCN in the different countries, SFL took samples at the level of the cooperatives, before marketing. The samples are collected at the level of the zones of intervention of the cooperatives in a homogeneous batch of the production of each zone. For the first sample, 10 kg are taken from the lot, and of that, 1 kg is taken for the quality analysis. This is done to determine the number of nuts per kg, and the outturn. The different samples in Senegal, Guinea-Bissau and The Gambia have given the following results, which show an improvement in quality in Senegal and The Gambia. The quality remains good, especially in the Fatick zone for Senegal and in the Kombo zone for Gambia, and in Oio and Cacheu for Guinea-Bissau. This success reconfirms why we continue to raise awareness about quality in production and conservation, especially during the raining season period.

Country	Region	Weight of sample (g)	Nut Count	Weight of amande	Out -turn	% of lost
Senegal	Fatick	1000	164	297	52,32	2
Senegal	Kolda	1000	227	279	49,26	1
Senegal	Sédhiou	1000	182	283	49,93	2,7
Senegal	Ziguinchor	1000	202	290	51,13	1
Senegal	Country Average	1000	194	287	50,66	1,7
Gambia	Kombo	1000	168	298	52	
Gambia	Jokadu	1000	174	295	52	
Gambia	Country Average	1000	171	296	52	
Guinea Bissau	Cacheu	1000	159	307	54	
Guinea Bissau	Opro	1000	219	302	53,5	
Guinea Bissau	Country Average	1000	189	304	53,75	

Table 6: Cooperatives Sample specifications in The Gambia, Guinea-Bissau, and in Senegal

In Senegal, the production obtained shows very interesting quality characteristics marked by a nut count of 194, an out-turn of 50.66 and a defect rate of 2%. These data are the same as data from WRS and processors.

In The Gambia, the production obtained shows very interesting quality characteristics marked by a nut count of 171, an outturn of 52. These data are the same as data from processors.

In Guinea-Bissau, the production obtained shows very interesting quality characteristics marked by a nut count of 189, an out-turn of 53,75. These data are the same as data from ANCA (National Agency of Cashew).

However, it should be noted that different averages hide many disparities according to the localities with very interesting outturns in particular which can go up to more than 53 in Senegal; more than 54 in the Gambia; and more than 54 in Guinea-Bissau, especially in the region of Cacheu.

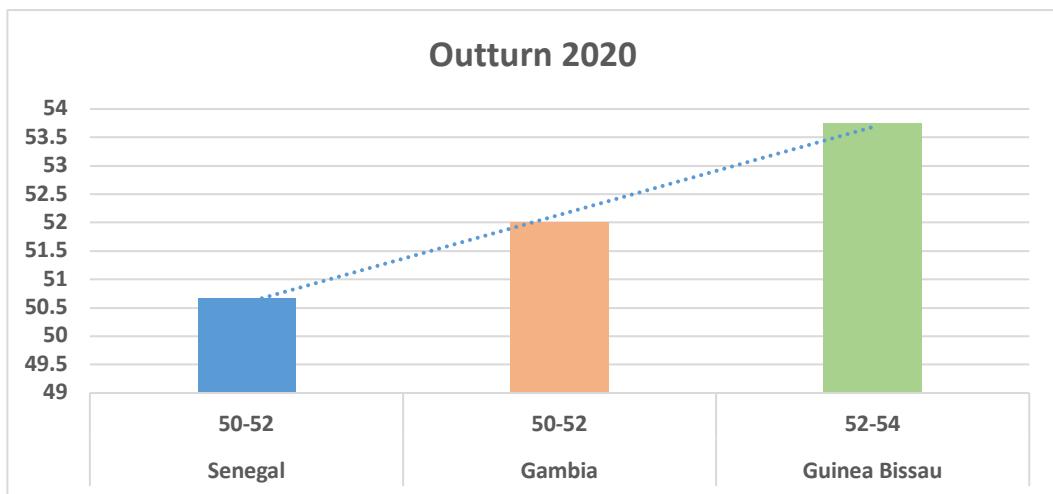


Figure 22: Outturn 2020 in SeGaBi

These data on quality are interesting, so the Department of Agriculture intends to further strengthen the capacities of producers and insist on the application of good agricultural practices, facilitate the use of efficient varieties and import much more efficient varieties for Senegal and The Gambia in order to increase from 50-52 to 52-54 by 2023.

Training for storing and quality improvement

SFL conducted training sessions to farmers and storage managers how to manage quality within cooperatives and at the storage level. The training concerned these topics: 1) sorting and grading, 2) filling in jute bags, 3) positioning of pallets, 4) quality tests, and 5) storage of bags on pallets. The trainings took place in the following areas:

Country	Cooperatives	Villages	Number of farmers who receive training
Senegal	Baluh-na	Francounda	5
Senegal	Coopérative FAMVI	Simbandi Balante	15
Senegal	Coopérative FADECBA	Diattacounda	15
Senegal	Coopérative Coumbacara & Bagadadji	Dabo	10
Senegal	Coopérative FPPA Fatick Kaolack	Diossong	15
Senegal	Total storage managers trained		60
Guinea Bissau	CONGAI	Cachungou	25
Guinea Bissau	OPRO	Mansoa	25
Guinea Bissau	Buwondena	Ingore	25
Guinea Bissau	Lampada de Campo	Sandomingo	25
Guinea Bissau	Balantacounda		25
Guinea Bissau	Ndelugal	Biombo	25
Guinea Bissau	Total storage managers and farmers trained		150

Table 7: Details of the trainings in Senegal and Guinea-Bissau

The training took place in two steps:

1. **Theoretical step:** A presentation was given of the different modules on drying techniques, sorting and grading, quality characteristics, packaging and storing. This step helps farmers to understand why the quality is important for bargaining and getting good price. We explained to farmers that nuts should be packaged in good bags and cooperatives storage must be used by farmers instead of rooms in their houses. So, if the specifications of production are known, collective sales will be very easy and much benefit will be gotten.



Figure 23: Training for storing and quality improvement, part 1

2. **Practical step in the storage level:** The practical step is very important for farmers, they understand easily the modules. We use equipment do demonstrate quality improvement. Firstly, we start by making a drying area, to be used for drying during 2 days. We take a quantity of RCN and take 1 kg sample to measure nut count, cut the nut to weight the almond and calculate the outturn. After that we use jute bag for packaging, use pallets and arrange stock in the storage.



Figure 24: Training for storing and quality improvement, part 2

This training was really appreciated by farmers, it allowed them to understand how quality is important for bargaining and getting good price. From now on they will focus on the quality of their production and the characteristic of their production for organizing better sell through cooperatives.

Organic production program and certification

In Senegal: SFL trained 10 facilitators and 500 farmers about organic production standard, and proceeded to get MoU signatures and internal farm control for conformity. The next step will be printing and creating an organic certification playbook. We also have a meeting with a processor to organize an audit of organic production planned at the end of the campaign.

In The Gambia: The TOR for facilitator selection was shared in August and the coaches and agriculture officer are working on it. After facilitators are selected, the Agriculture Officer will organize training during the month of September.

In Guinea-Bissau: SFL trained 750 farmers involved in organic production program. The training does not concern KAFO and COAJOQ cooperatives training replication.

Cooperatives	Number of farmers involved	Surface (ha)	Production
CONGAI	250	2438	731,465
OPRO	200	253	75,811
Buwondena	150	546	163,760
Lampada de Campo	100	31	9,180
Balanta Cunda	50	253	75,872
Total:	750	3 521	1,056,088

Table 8: Farmers involved in the organic production and certification

The training was held in two-step:

- 1. The theoretical step:** This step involved giving a presentation on 1) organic production standards, 2) traceability and certification principles, 3) composting techniques, and 4) organic pest management techniques using plant extracts. The trainings took place at cooperative training room and the nearest farm to support step number two's practical training.
- 2. A practical step at the farm:** SFL presented a series of modules at the farm-level for understanding. Topics covered included 1) the risks of chemical contamination, 2) the different steps of conversion to organic farming, and 3) the different steps of composting and the different steps to use the plant extracts.



Figure 25: Training on organic production

This training enables farms to conduct the organic production program correctly while respecting production standards, avoiding the risk of contamination, composting and plant protection control by using plant extracts. The next step is to sign an MoU and work with farms to control conformity. SFL will print and fill organic farming playbooks for farmers, as well as organize meetings with processors.

Training on farm management

After training nurserymen and linking them to cooperatives for access at improved seedling, SFL organized training of farmers for planting, and also respected recommendations. SFL knows farmers used to plant very close, 2 to 3 meters between trees, which prevented trees from getting enough sunshine and nutrients, so the training revealed that this scheme will not allow farmers to get a good yield. The training concerned topics such as 1) how to select the location of farm, 2) cleaning the farm, 3) delimitation of the farm, 4) locating and creating the hall, 5) seedling position, 6) seedling protection, and 7) seedling follow up. For now, the train module is just starting in Senegal and in Guinea-Bissau. We organized training for farmers planting this year at the end of August. This training is really appreciated by farmers and they all promise to change by using best agriculture practices.



Figure 26: training on new planting and farm management

Collaboration with National Research Institute and Water and Forest Services

The collaboration protocol between the LIFFT-Cashew project and the Ziguinchor Water and Forestry Department has just been signed by the COP for the project and the inspector for the Water and Forestry Department. This signature marks the start of activities to accompany nurserymen and to animate the demonstration plots in September and to facilitate cutting and exploitation authorizations. This same model will be developed in the other countries and regions of intervention of the project. We receive the answer from INPA of Guinea-Bissau, as a national institute working for Agriculture research and productivity development, INPA is very opened for collaboration with our project. INPA already has a program that trains farmers about agriculture goods practices, but because of lack of finance, they stopped. The collaboration with SFL will be an opportunity for working on this program. Now we are still waiting for the response of the directors of ISRA for Senegal. We intend to relaunch him during September when they will be widely involved in the varietal improvement program.

Identification cashew farmers, characterization of cashew plantations and determining surface for cashew farmland and strategy by using LIFFT-UP platform

In order to master the farmers' data and their agronomic statistics, the Agriculture Component of the LIFFT-Cashew Project intends to conduct this study relating to the "identification of the cashew tree producers' profile, characterization of their plantations and determination of the real production statistics". This study will enable the LIFFT-Cashew Project and the various SeGaBi States and all stakeholders in the value chain to have all possible information on the characterization of plantations, the number of producers, and precise data on plantation areas and existing production potential. This study will involve universities, school and college on

agriculture and agroforestry science, representatives of the Ministry of Agriculture at the regional level, water and forestry services, which will provide us with reliable, scientifically analyzed and technically validated data.

In order to achieve the assigned objectives, the working methodology will be based on 4 steps: 1) identifying existing cashew nut producers in project regions, given the lack of primary data, 2) characterization (typology), geo-referencing and mapping of plantations, 3) data analysis and reporting with supervisors at the university/agricultural component, and 4) validate and report by supervisors, local representatives of the Ministry of Water and Forestry and the regional services of Water and Forestry.

SFL has already met with universities, schools of Agriculture or Agroforestry, and different services to share with them the approach of the project in relation to this study and its importance for the entire value chain at the level of the SeGaBi. Now we have received the agreement of everyone for their participation and they praise the approach of the project by involving them in this study. The only block is about university which start opening class, and it will be difficult to have students in this time.

Monitoring Nurserymen and Training

In Guinea-Bissau, eleven (11) nurserymen managers are trained and they are organizing replication to their respective group of nurserymen. In total, 121 nurserymen received training. The training was organized into two sessions. The first session dealt with theoretical aspect of cashew seedling grafting.

Cooperatives	Nursery Managers	Number of nurserymen	Total nurserymen
KAFO	2	20	22
COAJOQ	4	40	44
OPRO	2	20	22
CONGAI	3	30	33
Total	11	110	121

Table 9: Nurserymen training in Guinea- Bissau

- The theoretical session:** Covered the reasons and the importance of grafting cashew, the two types of grafting cashew (side grafting and softwood or tip grafting), scion collection and preservation, nursery management, production planning and record keeping among others. This session was delivered and organized in a manner that trainees were given the floor to participate by stating ideas related to the topics.
- The practical session:** Trainees were led to the scion bank (cashew tree) to identify and collect healthy scions for grafting. After collection of scions, the trainees demonstrated the grafting over 33 cashew seedlings. Every trainee had the opportunity to put grafting into practice.



Figure 27: Nurserymen managers training in Guinea-Bissau

In The Gambia, data collected by coaches indicates high demands (6,000) for the grafted cashew seedlings. Grafting of the seedlings is in progress and the two nursery managers have reported to have so far grafted 1,250 seedlings and 500 seedlings ready for planting in the middle of September.

In Senegal, the latest monitoring of seedling production at the nursery level indicates a production volume of 13,500 seedlings, of which 7,634 have already been sold (i.e., a remaining quantity of 5,866 seedlings that will soon be sold in view of the very strong demand). In addition, we have mapped the nurseries and the mapping of the trees identified as seed trees is in progress.

We organize seedlings selling by linking nurserymen with cooperatives with a MoU signed with a good price which match to all of them. With this seedling produced, we expect to cover 135 hectares for extension using improved varieties and new methods of planting by respecting research recommendations.

Nurserymen Name	Région	Cooperatives	Village	Number of seedlings produced	Number of seedling sold	Number of seedling available	coordonnées		Contact
							X	Y	
Moussa Mansaly	Sédhiou	FAMVI	Birkama	600	600	0	12°33.708"	015°50.611"	77 275 76 09
Jules souleymane Diatta	Sédhiou	FAMVI	Birkama	500	340	160	12°33.796"	015°50.457"	77 667 54 57
Kounama Sadio	Sédhiou	FAMVI	Yarang Balante	3000	954	2046	12°30.851"	015°31.112"	77 287 12 18
Kadialy Diatta	Sédhiou	FAMVI	Atiouty	3000	2000	1000	12°33.746"	015°29.475"	78 513 97 62
Mamady Camara	Sédhiou	UDECOAG	Mancolycounda	1000	1000	0	12°35.350"	015°29.528"	78 107 30 84
Fatoumata Cissé	Ziguinchor	AJAC	Boutoute	4000	1640	2360	12°33.471"	016°13.975"	77 727 92 71
Modou Mbodji	Fatick	FPPA	Keur Niene Serere	300	200	100			773262174
Amath DIOUF	Fatick	FPPA	Niokholokho	500	350	150			773709362
Keba Lamine Senghor	Fatick	FPPA	Karang	600	550	50			774010068
				13500	7634	5866			

Table 10: List of nurserymen active in the seedlings selling

SFL also worked on seedling trees mapping for Senegal. This mapping trees for seedling is in progress in The Gambia and in Guinea-Bissau.

Region	Village	Farmers Name	Variety Name	Trees Code/Number	GPS Coordinates	
Sédhiou	Manécounda	Abdou Mendy	Costa rica	MC 55	12°32.418"	015°46.939"
Sédhiou	Manécounda	Abdou Mendy	Costa rica	MC 56	12°32.407"	015°46.931"
Sédhiou	Manécounda	Abdou Mendy	Costa rica	MC 54	12°32.394"	015°46.958"
Sédhiou	Manécounda	Abdou Mendy	Costa rica	MC 53	12°32.412"	015°46.969"
Sédhiou	Manécounda	Abdou Mendy	Costa rica	MC 52	12°32.394"	015°46.989"
Sédhiou	Manécounda	Abdou Mendy	Costa rica	MC 51	12°32.395"	015°46.987"
Sédhiou	Kounayang	Lamine Dramé	Bénin jaune	KNY2	12°30.595"	015°48.351"
Sédhiou	Kounayang	Lamine Dramé	Costa rica	KNY3	12°30.591"	015°48.340"
Sédhiou	Kounayang	Lamine Dramé	Bénin jaune	KNY4	12°30.595"	015°48.310"
Sédhiou	Kounayang	Lamine Dramé	Locale	KNY5	12°30.545"	015°48.312"
Sédhiou	Kounayang	Lamine Dramé	Costa rica	KNY6	12°30.545"	015°48.312"
Sédhiou	Kounayang	Lamine Dramé	Bénin jaune	KNY7	12°30.544"	015°48.309"

Table 11: Team synergy work: Mechanism for setting up a warehouse receipt system

The Warehouse Receipt System was set up by the Government of Senegal through the Ministry of Trade and through Law 2017-29 of July 14, 2017 on the Warehouse Receipt System in Senegal. With the support of the International Finance Corporation (IFC) of the World Bank Group, the IFC is responsible for setting up the Warehouse Receipt System in Senegal. In March 2020, the decree implementing the Warehouse Receipt System was signed under the number 2020-789-19 March 2020. The main objectives of the WRS are to contribute to the marketing of agricultural productions in Senegal by promoting and obtaining bank credits for producers, processors and traders in the agricultural sector, to help the development of the professional warehousing sector and to strengthen the capacities of public and private actors.

For implementing the Warehouse Receipt System, we organized meetings during the month of August with the coordinator of the project to make up action plan, and discussed 1) cooperatives registration before February: schedule for general Assembly is done and will be shared, 2) storage mapping sharing, 3) organization of large sensitization for farmers, and 4) making new regularization team and an action plan for 2021.

LIFT-UP Component

2.1.9. Activity 9 – Management of Information Systems

LIFT-UP Team:

- With the departure of the Network Administrator, together we made an inventory of available computer equipment (defective and what is in stock).
- For almost 2 years the storage had not been cleaned, and after the inventory SFL found the opportunity to better rearrange and store the appropriate equipment.

- We also cleaned the infected machines by connecting to TeamViewer to have control over the concerned pc (remote assistant).
- A study was carried out in order to make a comparison on the telephone line proposals coming from different operators. We found that at Free, in terms of service and price they are more attractive, we are still in the process of testing their mobile connections before starting any procedure, attached the offers of Free.
- After a discussion session with the M&E team, the agriculture department and the coaches, we made a point of verifying all the supporting documents present with the purchase log as support, in order to make a comparison between the data of the platform and the data on the papers (in the field), these modifications will be made during the month of September.
- We also started filling in the data at the Project Activity level, based on the results obtained from October 2019 to March 2020 and the data from April to September. The statistics of the results are already there, we are just filling in the raw data that has not been made. For example, concerning the training carried out by the agricultural department and Connexus. For each case, we had to register each member of each cooperative as a contact with all their affiliations, to create an SFL id for them with the name of their cooperative as a keyword, then create the metric each time that they participate in a training, everything will be in the detail of the contact and it will allow us to trace each contact followed, and training, everything will be in the cooperative account for each member.

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LIFFT-Cashew website development

Firstly, the SFL Website Developer has been able to customize the administration panel where we upload all the content that appears on the website. Using this customized and user-friendly interface, SFL can add, modify or delete the main database items which are the indicators, the events, blog articles, success stories, job positions, donors and partners, Q&A.

Secondly, the Website Developer created a second front-end model with a different design than the first one which uses the same database that you can see through this following link: <http://lifft-cashew2.revovision.ca/>.

Also, by working closely with PR Communications Officer, the website was filled with new content that she has delivered.

Monitoring & Evaluation

Monitoring – Data Collection Tools under M&E Responsibility

Guinea-Bissau

The M&E component of the LIFFT-CASHEW project, during the month of August, the M&E department in Guinea-Bissau, Senegal, and The Gambia carried out activities but also the monitoring and results are as follows:

Data Collection Tool	Related Indicator / Component/Agriculture
Attendance list	FFPr 1.3: Number of people who received short-term training on agricultural productivity or food security with USDA assistance (Guinea-Bissau). Activity 8: Agricultural development: Demonstration plots and nurseries
Notes: For the trainings carried out by the Department of Agriculture on this indicator this month, the number rises to 59 people who have received training on nurseries. We will consider the rest of the trainings as soon as the attendance lists are submitted to the M&E department.	
<i>Table 12: Attendance lists</i>	

Data Collection Tool	Related Indicator / Component/Agriculture
Attendance list	FFPr 1.2: Number of certified producers by industry (Guinea-Bissau). Activity 8: Agricultural development: Demonstration plots and Nurseries.
Notes: For the trainings carried out by the Department of Agriculture regarding this indicator this month, the number rises to 464 people trained in organic certification.	
<i>Table 13: Number of people who received training</i>	

Data Collection Tool	Related Indicator / Component/CMA
Attendance list	<p>FFPr-STD-16: Number of people who received short-term training on agricultural productivity or food security with USDA assistance (Guinea-Bissau)</p> <p>Activity 5: Capacity Building: Cashew Nut Marketing Associations</p>
<p>Notes:</p> <p>For the trainings carried out by the Department of Agriculture on this indicator this month, the number rises to 30 people trained in cooperative management and agricultural entrepreneurship. Also, there are 88 people trained on the large grant management manual, making a total of 118 people who have received the short-term training.</p>	

Table 14: Number of people who received training

Data Collection Tool	Related Indicator / Component/CONNECTIONS
Attendance list	<p>FFPr-STD-16: Number of people who received short-term training on agricultural productivity or food security with USDA assistance (Guinea-Bissau)</p> <p>Activity 3: Financial Services: Facilitating agricultural lending</p>
<p>Notes:</p> <p>For the training carried out by Connexus on this indicator this month, the number rises to 30 people trained in Financial Literacy.</p>	

Table 15: Number of people who received training

Data Collection Tools	Related Indicator / Component
Attendance list	<p>CTM-SFL-04: Number of CFW workers employed (Guinea-Bissau).</p> <p>Activity 1: Infrastructure: Service and connection roads.</p>
<p>Notes:</p> <p>For the month of August, the number of employed CFWs stands at 29, all of them male. For this month, only the drainage works are in execution.</p>	

Table 16: CFW Timesheet

Data Collection Tool	Related Indicator / Component
Invoices, RCN sales table and reports.	FFPr - STD-14: Volume of products sold by project beneficiaries. Activity 6: Market Access, Facilitating relationships between buyers and sellers.
Notes: The volume of products sold by the beneficiaries of the project amounts to 6,561.08 tons .	

Table 17: Sales volume

Data Collection Tool	Related Indicator / Component
Invoices, RCN sales table and reports	FFPr - STD-13: Value of Goods Sold by Project Beneficiaries Activity 6: Market access, facilitating relations between buyers and sellers
Notes: The value of the goods sold by the project beneficiaries amounts to 2,460,406,125 (4,424,538.33 USD) .	

Table 18: Value of sales

Monitoring & Evaluation Activities

Guinea-Bissau

Road #5 and #9

Our objective is to monitor the track construction activities and to be able to measure the level of achievement of this result (**FFPr 2.1.3/2.3.1** Improvement of market and trade infrastructure on both roads (**R#5and R#9**) to inform the standard indicator (**FFPr-STD-10**).

The work has stopped in the month of July due to weather conditions that do not allow the execution of the planned work.

Road #5B is finished but at the end of the rainy season the Service Provider, SFL's departments of Infrastructure and M&E will carry out a mission on the track for the verification of the damages made by the rain and make a mission report and recommendations.

According to the service provider, Maquiconstroi, it will complete the levelling and counting work of road #9B until the end of September. (*See the table below*)

Work Program - Lot 3					
Road	2nd Bolanha-Jolmete Road				
		September 2020			
Item	Designation	S1	S2	S3	S4
Batch 3	Levelling and compaction	X	X	X	X

Table 19: final execution table planned by the company Maquiconstroï

Training of cooperatives

CMA's department, Agriculture and Connexus, organized training activities for cooperatives on the following themes:

CMA

- Training on cooperative management and development of an organizational development plan
- Training on the CMA grant manual

AGRICULTURE

- Nursery training
- Organic Certification training

CONNEXUS:

- Training on financial literacy

At the bottom you will find the graphs explaining the training courses that have taken place:

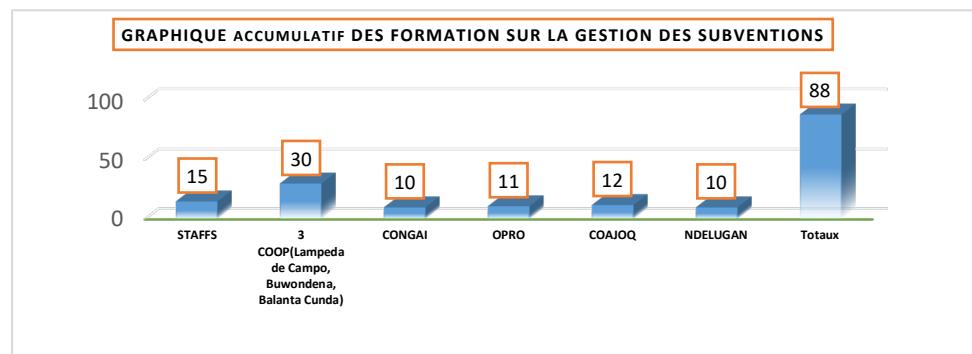


Figure 28: Grant Management Training Graph

The CMA department organized these trainings to meet the indicator: *number of people who received training in Agricultural Productivity or Food Security thanks to USDA support*. It conducted two trainings, one on the large Grant Management Manual and another on cooperative management and development. For the first one, 88 people including SFL staff were trained, 74 men (84%) and 26 women (18%). For the second one, 30 people were trained, 24 men and 6 women, and in terms of percentage, 80% are men and 20% are women.

Financial Literacy Training Graphs

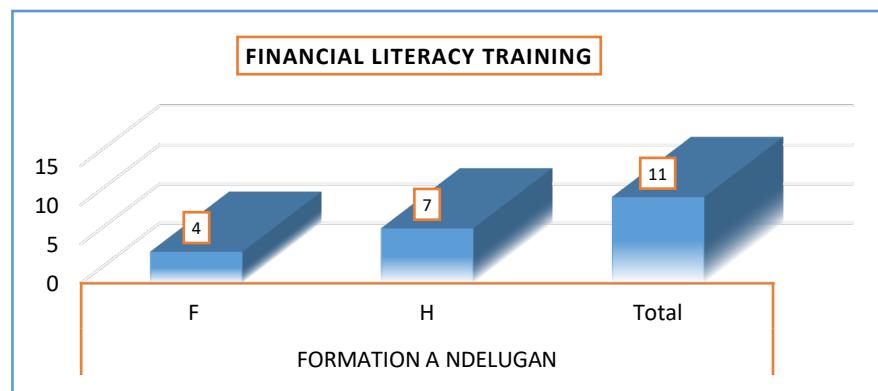


Figure 29: Number of people trained

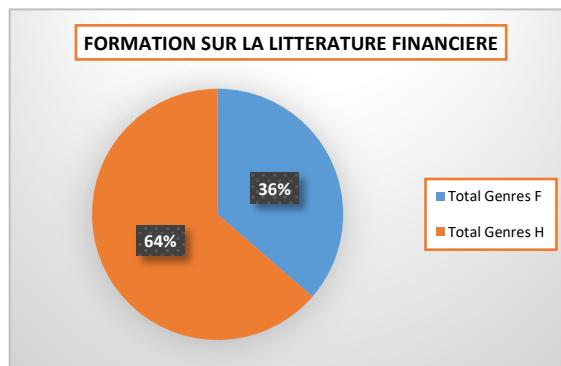


Figure 30: Number of persons trained in %

Connexus also organized its training to meet the indicator: number of people trained in *Agricultural Productivity or Food Security* with USDA assistance. It conducted a training with the **NDELUGAN** cooperative, whose title is: **Financial Literacy**.

The result obtained in this training is the following:

For this first training, 11 people were trained. 7 men correspond to 64% and 4 women correspond to 36%. There are still 7 cooperatives to be trained for the month of September.

The Department of Agriculture conducted this training in order to be able to respond to the following indicator: number of people who received a short course on Agricultural Productivity or Food Security thanks to USDA assistance. For this training, 59 persons were trained in nurseries in 2 cooperatives, 53 men and 6 women. In terms of percentage, men represent 90% and 1 women 10%.



Figure 31: Family photo / Ndelugan

GRAPHS OF THE TRAINING ON ORGANIC PRODUCTION TECHNIQUES AND INDUSTRY CERTIFICATION

During this month, 464 producers were trained on organic production techniques, certification, composting and use of plant extracts for organic production. Below are the results obtained in graphs and percentages:

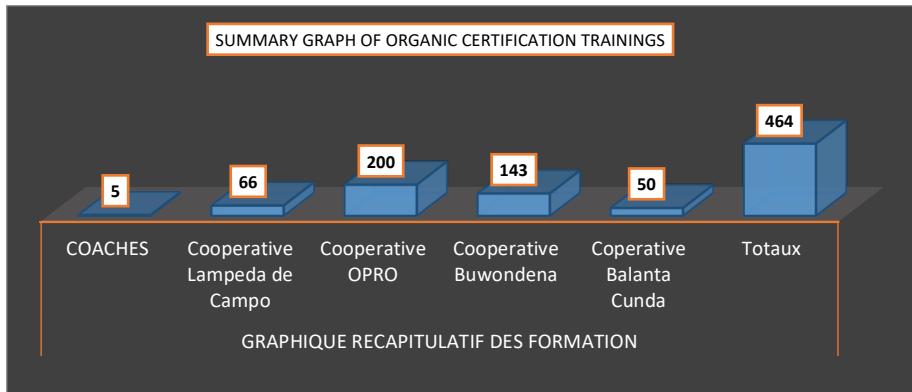


Figure 32: People trained in cooperatives by number, gender, and percentage

For this training as well, the 464 people trained comprise 206 men (53%) and 181 women (47%).

The training was held in 4 cooperatives well represented graphically at the top including a scaling up training given to the coaches as the training of trainers was given in February 2020 by Mr. Ciss, the Manager of the Department of Agriculture in KAFO and COAJOQ and they refused to do the scaling up.

The Gambia

Due to the restrictions regarding the border closures as a result of the Covid-19 pandemic, very limited field activities were undertaken during the month. Therefore, M&E activity was focused mainly on finalizing the records of the collective sales.

Given the closure of the marketing season, I demanded the submission of all the sales receipts for verification and reconciliation with weekly sales figures supplied by the Coach. The verification of the provided receipts was done and the total confirmed tonnage marketed by the KCFA was 162,436 MT distributed between their two buyers as follows:

- Alpha Jallow & Sons Trading Enterprise (Trader) 158,141 MT
- Jawneh Family Cashew Processing Enterprise (Processor) 4,295 MT

Senegal

During the month of August 2020, a joint formative supervision mission was carried out between the Monitoring and Evaluation Department and the CMA component; on the one hand, to assess the situation of RCN data collection in the field, the difficulties encountered by the actors, the lessons learned during the cashew nut campaign and, on the other hand, to prepare the cooperatives to submit their grant applications before the due date. This mission allowed us to identify key explanatory factors that we will reveal later for the rest of the program. In addition, a meeting of agents from different components and the M&E Officer met in the SFL room to harmonize management tools for cooperatives.

Monitoring – Data Collection Tools under M&E Responsibility

The M&E of Senegal, the data quality manager, the finance team and the agents of the different components (Agriculture, CMA and Access to Finance) worked on the management tools for the cooperatives and proposed a monthly reporting model for the coaches to enable them to capitalize on their actions in the field. (In Word version). These tools will help harmonize the work in the field.

Data Collection Tool	Related Indicator / Component
Training Agriculture	Number of people who received short-term training on agricultural productivity or food security with USDA assistance (Senegal)

Notes:

During this month, 296 producers have been trained by the agriculture department including 196 producers affected on the techniques of organic production, certification, composting and use of plant extracts and 100 other producers affected on the techniques of Sorting and grading, quality testing, layout of pallets; layout of bags of jutes on pallets. (See graph below).

Table 20: Training Report (available)

Data Collection Tool	Related Indicator / Component
Training-CMA	Number of people who received short-term training on agricultural productivity or food security with USDA assistance (Senegal)

Notes: During this month, the CMA component held trainings with producers on LIFT-Cashew's Subsidy Management Techniques: Application Procedures Manual and Subsidy Management and also with processors on the techniques of Transformation of white almond into roasted and salted almond for the staff of the company Kor et Frères.

A total of 47 people were reached by the CMA team.

Table 21: Training-CMA

Data Collection Tool	Related Indicator / Component
Training-Access to finance	Number of people who received short-term training on agricultural productivity or food security with USDA assistance (Senegal)
Notes: The Access to Financing component trained 50 cooperative members in both Kolda and Sédiou this month on financial education for behavioral change.	

Table 22: Training-Access to finance

Data Collection Tool	Related Indicator / Component
Cashew price tracking	FFPr - STD-14: Volume of commodities sold by project beneficiaries Activity 6: Market Access, Facilitate buyer-seller relationships
Notes: During the month of August, a global audit of the RCN data was conducted by the M&E Officer and a coach at the level of all cooperatives and processing units affiliated to the LIFT-Cashew program. This audit has enabled a reconstruction of data and an orientation of actors on techniques for archiving supporting documents but also on techniques for filling and use of tools.	

Table 23: Cashew price tracking

Monitoring & Evaluation Activities

- Finalization and revision of the cooperative management tools
- Carrying out a joint formative supervision mission at the level of cooperatives and processing units
- Global audit of the RCN data
- Supported the quality manager in updating the LIFT-Up platform.
- Summarized the data from the RCN Collection for Senegal from April to August 2020.

Accountability

- Spot check during the trainings carried out by the CMA, Agriculture and Connexus departments.

Learning

- SFL has to be very strict about the repayment terms included in the processors' loan agreements. SFL is subject to a fiscal year-end constraint as of August 31, 2020, and as such, must recover all amounts loaned.

Suggestions & Challenges

Market Access & Policy Components

- Find evidence for RCN collection in Senegal and Guinea-Bissau
- Find solutions for temporary fund reimbursement
- Find buyer to sell collateral stock for reimbursement of loan

Future Plans

Infrastructure Component

- Monitoring of delivery laterite for road # 9A
- Monitoring the surface layer finishing of road # 9B
- Evaluation of the bids by the evaluation commission for the choice of the contractor for track 8 Ingoré-Maqué
- Washes and box culvert construction for road #5 Kapatrice-Buro
- Continue the information and awareness campaign with the administrative authorities for the next activities of the infrastructure department
- Hire Topographer for The Gambia rural roads
- Topographical Survey of Gambian Rural Roads

Access to Finance Component

- **SeGaBi:** Main activities of the Connexus team have been focused on the training sessions with cooperatives members on financial literacy in Senegal, the submission of CVC players' loan applications to Ecobank Senegal, the presentation of the contracting scheme and the introduction of the Warehouse Receipt System in Guinea Bissau and in The Gambia. In Senegal, meetings with Farmers, Cooperatives, Processors and Partner

Financial Institutions on financing mechanisms for CVC players have been put on hold due to COVID-19.

- **Senegal**: Connexus will follow up on the nine (9) loan applications of CVC players submitted to ECOBANK and will continue training sessions for cooperatives and processors. The team is also working on signing additional partner financial institutions. Following multiple communications, drafts MOUs have been sent to ORABANK, BNDE & BANQUE OF AFRICA.
- **The Gambia**: Connexus is preparing a funding request to be submitted to Access Bank & Reliance Financial Services to finance contracts between RCN producers and potential buyers. The team is also preparing the introduction of the Warehouse Receipt System in the country through the Ministry of Trade and is working on confirming Ecobank Banjul as partner financial institution of LIFFT-Cashew. Training sessions will be organized on financial literacy for cooperatives during the month of September 2020. The budget has been already submitted.
- **Guinea-Bissau**: Connexus will be following up on the request for funding submitted to Orabank GB and providing assistance to the Ministry of Agriculture, ANCA and other ministries and public agencies involved in the cashew sector about the alternative financing mechanism and the introduction of the warehouse receipt system in the country. The team is also working on signing Ecobank Bissau as partner financial institution of LIFFT-Cashew. Trainings on financial literacy intended for cooperatives will continue during the month of September 2020.

Market Access & Policy Components

- Training for restructuring cooperatives according to OHADA law
- Preparing General Assembly for cooperatives
- Set up committee for Grants
- Analysis cooperatives grant demand
- Preparing training on administration and financial management
- Cashew Fund Coordinator and a Cashew Fund Assistant hiring
- Development of financial model of the Temporary cashew fund for the 2020 season

Agriculture Component

- Following up training on GAP
- Following GAP application in the field
- Training facilitators for the organic production program and certification in Gambia
- Disseminating training for the organic production program and certification in Gambia

- Organize meeting with other water and forest service, in Gambia and in Guinea Bissau
- Supporting Nurserymen for producing high quality of seedling
- Supporting nurserymen and cooperatives to negotiate price of seedling and ease purchasing
- Drawing mapping for nurserymen and tries for seed
- Organize training for storing and quality improvement in Gambia
- Organize training farming management
- Starting implementation of WRS mechanism
- Proposal for quality improvement for long run, by importing seed or grafted plants or grafts
- Proposed Protocol for Universities; Representative of Agriculture Ministry and water forest services about the survey for farmer identification and georeferencing and farmland cartography.

LIFT-Up Component

- Continue filling data
- Create a results preview dashboard
- Correct the purchase journal of RCN database
- Follow the variation of the purchase prices in RCN and the budget
- Continuation of the fleet migration project
- Diagnosis and correction of SFL building network problem
- Validate the front-end model with which we will continue
- Upgrade front end design and style using LESS, CSS and Javascript codes
- Deploy the website v1 on www.lift-project.com



Linking Infrastructure, Finance, and Farms to Cashew