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

Agricultural Development and Value Chain Enhancement Feed the Future Activity (ADVANCE II)

Year II, Quarter One Report: October 1, 2014 – December



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Acronyms

ACDEP	Association of Church-based Development NGOs
ADVANCE	Agricultural Development and Value Chain Enhancement
APO	Agricultural Production Officers
APSP	Agricultural Policy Support Project
ATT	Agricultural Technology Transfer
CCC	Collaborative Circle of COPs
EPA	Environmental Protection Agency
FBE	Farmer Based Enterprise
FBO	Farmer Based Organization
FinGAP	Financing Ghanaian Agriculture Project
FTF	Feed the Future
GAIP	Ghana Agricultural Insurance Pool
GAMSAP	Ghana Advanced Maize Seed Adoption Program
GCAP	Ghana Commercial Agriculture Project
GDA	Global Development Alliance
GGC	Ghana Grains Council
GAIDA	Ghana Agri-Input Dealers Association
ICOUR	Irrigation Company of the Upper Region
M4	Membership; Marketing; Money; Management
MoFA	Ministry of Food and Agriculture
NF	Nucleus Farmer
OCAT	Organization Capacity Assessment Tool
SARI	Savannah Agricultural Research Institute
USAID	United States Agency for International Development

EXECUTIVE SUMMARY

The overall goal of ADVANCE II is to increase competitiveness of the maize, rice and soybean value chains through three intermediate results: (i) increased productivity in targeted commodities, (ii) increased market access and trade, and (iii) strengthened local capacity.

The project has a target of working with 50,000 direct beneficiaries in PY 2015, 40% of whom are expected to be women. During the current reporting period the project worked with 37,022 beneficiaries who were carried over from the previous year and trained 9,577 in best practices for harvesting, post-harvest handling and mobile money transactions. Also, an estimated 298, out of a target of 300 private enterprises, producer organizations and business associations were identified and are being profiled to subsequently receive services from the project in the second quarter.

About 19,128 (46% women) farmers applied new technologies and management practices on an estimated 30,358.04 ha of land. Although data has been collected to determine yields and gross margins, data cleaning and processing are still ongoing; results will be reported in the next quarter.

The project supported several value chain actors in applying for credit facilities to invest in their operations during this first quarter. A total of \$546,875 was applied for; \$417,187 was approved during this period, with \$130,000 still pending approval.

During the current reporting period, 169 grants were awarded to out growers, FBOs and outgrower business. This brings the total number of grantees to date to 244, with an obligated amount of \$308,271.43 for the reporting quarter.

As part of the project's drive to provide equal opportunities for women, the project ensured that demonstrations sites were organized specifically for women to learn best agricultural practices. The project also introduced the women to the processes for accessing matching grants to acquire basic farm equipment and machinery to ease drudgery and make their operations more efficient. Subsequently, several of the women received grants from the project to purchase tarpaulins, shellers, bullock plows, donkey carts and weighing scales.

The project manages agrochemical use with a threefold approach: (1) ensure compliance with regulation 216, (2) promote safe use of agrochemicals, and (3) prevent environmental pollution as a result of improper pesticide application. To ensure compliance with regulation 216, the project completed its PERSUAP draft to guide pesticide usage on the project which will be finalized and submitted to USAID in January 2015. The PERSUAP process ensures that pesticides used by project beneficiaries are carefully evaluated based on USAID pesticide procedures.

1.0 INTRODUCTION

The ADVANCE II Project, Cooperative Agreement # Aid-641-A-14-0001, was awarded to ACDI/VOCA on February 5, 2014 and is scheduled to end on September 30, 2018. The overall goal of ADVANCE II is to increase competitiveness of the maize, rice and soybean value chains. The intermediate results are; (i) increased productivity in targeted commodities, (ii) increased market access and trade, and (iii) strengthened local capacity. The project was specially designed with interventions and strategies to create sustainable systems that accomplish these three intermediate results.

This report covers activities undertaken from October 1 through December 31, 2014. During this quarter the project continued implementing several interventions aimed at addressing harvesting and post-harvest handling of farm produce; creating and or strengthening market linkages between producers and major buyers; and monitoring progress and reporting on achievements against set targets.

Most activities reported in this period are a continuation of interventions that started during the 2014 cropping season, specifically the continuation of the use of demonstration sites to train farmers on best practices in harvesting and post-harvest handling of produce. A major focus was on trade and strengthening supply chain relationships between outgrowers and their outgrower businesses; as well as trade between the outgrower businesses and the larger buyers and processors who serve as end-buyers.

2.0 PROJECT MANAGEMENT

2.1 Offices and Staffing

Including the main project office in Accra, ADVANCE II operates from three northern offices in Tamale, Bolgatanga and Wa respectively, reaching 48 districts in the three northern regions and the district of Kitampo North in the Brong Ahafo. The project also operates from the new Kumasi office which became operational on September 1, 2014 and serves as the coordination point for end-buyer market operations as well as field activities in the maize belt covering 19 districts in the Brong Ahafo and Ashanti Regions. The project is fully equipped and staffed with a total of 56 technical staff and 41 support and logistical staff.

2.2 Collaboration with MOFA, FTF Projects, and Other Programs

The ADVANCE II project regularly collaborates with MoFA and other projects operating in the same geographic areas and/or within the same commodities.

Northern Sector Agriculture Investment Coordination Unit

The Northern Sector Agriculture Investment Coordination Unit (NSAICU), with support from AGRA and MoFA, organizes the Northern Agriculture Sector Working Group (NASWG) meetings and workshops for stakeholders in the rice, soya and maize value chains in the Northern Region. ADVANCE has actively engaged with the unit and shared project interventions and approaches with all stakeholders. During this reporting period, the project supported the NASWG logistically to organize field visits to project sites of development partners in the Northern Region and hosted the team at two demonstration sites in Diare and Yong Dakpemyili.

Collaborative Circle of COPs (CCC)

ADVANCE II and the other Feed the Future (FTF) implementing partners continued to meet regularly to reduce the risk of duplicating efforts and ensure complementarity of project activities. Through the CCC, the projects have shared their work plans and weekly updates. Equally important are the projects' sub-technical groups that have been meeting regularly: PR&C, M&E, grants and KM&L.

Agriculture Technology Transfer

ADVANCE II and the Agriculture Technology Transfer (ATT) project have been collaborating to develop new crop production protocols for soybean, maize and rice which will include handbooks for farmers, field guides for field staff and training material to standardize the message both projects are extending to farmers in the North.

Financing Ghana Agriculture

ADVANCE II and the Financing Ghana Agriculture Project Agriculture (FinGAP) are jointly collaborating with the Ghana Agriculture Insurance Pool (GAIP) through their respective grant mechanisms to improve GAIP's marketing capacity in North Ghana and the maize belt regions. The program is expected to start in January 2015.

World Food Program

Ten (10) maize nucleus farmers in Gushegu have been linked to the World Food Program (WFP) to explore the possibility of supplying maize through the P4P program. The ADVANCE II project will have a working MOU with P4P/WFP in place in 2015 and will continue to monitor this relationship and report any success related to this in subsequent reports.

N2Africa

An MOU was signed with the IITA/N2Africa project to promote the use of inoculants to improve soybean yields. N2Africa was involved in organizing field days at the ADVANCE II soybean demonstration sites at Tibali and Looni in the Savelugu/Nanton Municipality of the Northern region.

SEND – Ghana

SEND - Ghana is implementing a project called FOSTERING that targets smallholder farmers through the development of cooperatives in the eastern corridor of the Northern Region. There has been an initial meeting to explore possible collaboration. This effort will be pursued further in Q2.

3.0 SUMMARY OF RESULTS

In this section we summarize the results and achievements in the reporting year, with detailed descriptions of implementation of technical activities presented in section four. Technical implementation of ADVANCE II is based on partnerships with the private sector, especially nucleus farmers, aggregators and large buyers/processors of maize, rice and soybean. The project works with these value chain actors and supports them to invest in various levels of the value chains with the aim of increasing productivity and incomes of all actors along these chains. The project is designed around three main sub-purposes:

Sub-Purpose 1: Increased agricultural productivity in targeted commodities

Sub-Purpose 2: Increased market access and trade of targeted commodities

Sub-Purpose 3: Strengthened capacity for advocacy and activity implementation

A summary of results and achievements during the reporting period against key annual indicator targets to indicate progress towards achieving those targets by the end of the project year (see Table 1).

Direct project beneficiaries

The project has a target of working with 50,000 direct beneficiaries in PY 2015, 40% of whom are expected to be women. During the current reporting period the project began work with 37,022 beneficiaries carried over from the first program year (PY 2014) and supported these beneficiaries with best practices for harvesting and selling farm produce, to repay loans, and to re-affirm their relationship with outgrower businesses (OBs) for continuance of input credit for the next farming season. In addition, new value chain actors are being identified and profiled by regional teams who will update the database for reporting a new beneficiary number in Q2 of FY15. During the reporting period, 9,577 farmers were trained in post-harvest handling and mobile money transactions.

Also, an estimated 298 out of target 300 enterprises, producer organizations and business associations have been identified and are being profiled and will subsequently receive services from the project from 2015 Q2 moving forward.

Yields and gross margins

The project conducts an annual survey of yields and gross margins through randomly selected beneficiaries from the project database. These farmers are visited twice in the season; soon after planting and again at harvest. During the initial visit (conducted in previous PY), their farm sizes are measured using GPS tools and recorded, and data on costs incurred on the farm at that date and technologies under adoption are also recorded. A second visit (current PY) is made to collect production data as well as additional costs, and farm practices are again recorded. This process was followed and data collected from 1,140 sampled farmers. Data cleaning and preliminary analysis is ongoing for technology adoption, yield, gross margins and sales.

Application of new technology and management practices

During the reporting period, 19,128 (46% women) farmers applied new technologies and management practices on an estimated 30,358.04 ha of land. Producer organizations and other enterprises such as processors and aggregators will be introduced to new technologies and management practices during the off season.

Number of firms operating more profitably

The 30 firms selected (see Annex 1) for monitoring of profitability have a financial year ending December 31, with annual financial statements available in Q2 (April – June) of the following year. Accordingly, the expectation is that the baseline profit figures for the financial year ended December 31, 2014 for these firms will be established in June 2015, after which they will be monitored for improvements in profitability.

Value of agricultural and rural loans and new private sector investments

The project supported various value chain actors to apply for credit facilities to invest in their operations during the reporting period. An amount of \$546,875 was applied for and \$417,187 was approved during the period, with \$130,000 pending approval.

Capacity building of organizations

The project has identified nine enterprises which are receiving capacity building support, four of which show high potential for future USAID awards. A 70% score in percent of combined key areas of organizational development has been set as the target for the organizations receiving capacity building support.

Table 1: Performance Indicators and Achievements Between October 1 and December 31, 2014

Indicator Source	Indicator Type	Indicator/Disaggregation	FY2015 Target	Q1	Q2	Q3	Q4	% Achievement	Comments
			Target	Achieved					
CI	OP1	Number of direct project beneficiaries	50,000	37,022					The project is still working with farmers from Q4 of FY14 in Q1 of FY15. A total of 6,546 new SHFs are being profiled and entered into the project database.
		Male	30,000	21,792					
		Female	20,000	15,230					
FTF	OP2	Number of private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance	400	95					The target for this indicator will be achieved judging from the number reached at this point in the year.
FTF	OP3	Number of individuals who have received USG supported short-term agricultural sector productivity or food security trainings	30,000	7,121				23.7%	The target for this indicator will be achieved based on results thus far.
		Male		3,574					
		Female		3,547					

FTF	OP4	Value of agricultural and rural loans	\$800,000.	\$454,081				56%	\$141,156 worth of loans is pending approval
		Male							
		Female							
FTF	OP5	Value of new private sector investment in agricultural sector or value chain (US\$)	\$800,000.	\$144,662				18%	Grants leverage and other capital expenses will occur in Q2 and will be reported.
FTF	OP6	Number of MSME including farmers receiving USG assistance to access loans	20,000	5					Loans disbursed during the period were for lead actors involved in aggregation. More loans will be pursued for smallholders in the next quarter.
FTF	OC1	Gross margins per hectare for selected crops US Dollar under marketing arrangements fostered by the activity							Gross Margin Result will be presented in Q2 report.
		Maize							
		Rice							
		Soy							
		Male							
		Female							

FTF	OC2	Number of hectares under improved technologies or management practices as a result of USG assistance	20,000						
		Technology Type							
		Crop Genetics							
		Pest Management							
		Soil Related							
		Water Management							
		ICT							
		Climate Change and Mitigation							
		Post-Harvest Handling							
		Management Practices							
		Cultural Practices							
FTF	OC3	Number of farmers and others who have applied new technologies or management practices as a result of USG assistance	25,000						
		Sex							
		Male							
		Female							

FTF	OC4	Number of private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance	150	32					
FTF	OC5	Value of incremental sales (collected at farm-level) attributed to FTF implementation						Actual sales data will be collected and reported in September	
		Maize							
		Rice							
		Soy							
FTF	OC6	Number of firms (excluding farms) or Civil Society Organizations (CSOs) engaged in agricultural and food security-related manufacturing and services now operating more profitably (at or above cost) because of USG assistance	30					Data will be available in Q4 report.	
FTF	OC7	Score, in percent, of combined key areas of organization capacity amongst USG direct and indirect local implementing partners	70%					Score of 9 selected organization will be reported annually	

CI	OC8	Number of organizations/enterprises identified as high potential for future awards	4						Four (4) organizations have been selected and their performance tracked
CI	OP8	Number of organizations/enterprises receiving capacity building support against key milestones	9						Capacity building program is yet to start with the selected 9 organizations
F	OP9	Number of awards made directly to local organizations by USAID	NA						
FTF	OP10	Number of Rural Households benefiting directly from USG interventions	25,000						Market linkage and Training services yet to start
FTF	OP11	Number of vulnerable households benefiting directly from USG interventions	10,000						Market linkage and Training service yet to start
FTF	OP12	Number of members of producer organizations and community based organizations receiving USG assistance	4,000						Market linkage and Training service yet to start
FTF	OP13	Number of MSMEs including farmers, receiving Business Development Services as result of USG assistance	20,000	983					Several BDS will be conducted in coming quarters

4.0 PROGRESS WITH SPECIFIC TECHNICAL DELIVERY

Activities have been organized under the three sub-purposes, however in many instances these activities cut across multiple sub-purposes.

4.1 Sub-Purpose 1: Increased agricultural productivity in targeted commodities

4.1.1 Actor supported demo sites

This is the primary activity towards enhancing crop productivity and gross margins. While serving as a vehicle for the private sector input companies (who donate 100% of the materials for the sites) to expand their clientele base and market links; it also serves as the ‘classroom’ and ‘laboratory’ for the farmers to learn good agricultural practices (GAPs) and post-harvest handling (PHH) practices.

During Q1 the 180 actor-supported demonstrations (91 maize, 45 rice and 44 soybean) established in the 2014 crop season were used for training farmers in GAPs, especially with a focus on harvesting. A total of 63 GAP trainings were held for 3,286 farmers (56% males and 44% females).

Additionally, 142 PHH trainings were carried out at the demo sites, reaching 6,509 farmers distributed by a) region and b) commodity, as shown by Figures 1 and 2. Participants of these trainings included 3,237 (49.7%) males and 3,272(50.3%) females.

PHH training focused on the following subjects:

- Timely harvesting,
- Cleaning and storage methods including using the Purdue Improved Crop Storage (PICS) sacks and “zero fly sacks”,
- Standards, weights and measures,
- Use of moisture meters and
- Use of tarpaulins for shelling, threshing and drying grains.

Twenty (20) radio stations cooperated in covering these trainings across the three northern regions. Initial results from analysis of the data from the demonstrations sites shows that:

- All varieties and technologies demonstrated (and meant to be promoted) gave better results than the farmers’ practice/variety across all three northern regions, with varying degrees of impact in the different locations.
- Both of the Pioneer hybrid seed varieties proved superior to the other varieties in all locations and regions. Pioneer 30Y87 and 30F32 gave maximum yields of 8.5 mt/ha in the Upper West and the lowest yields of 3.4mt/ha were realized in the Upper East Region.

Figure 1: Post harvest training by region

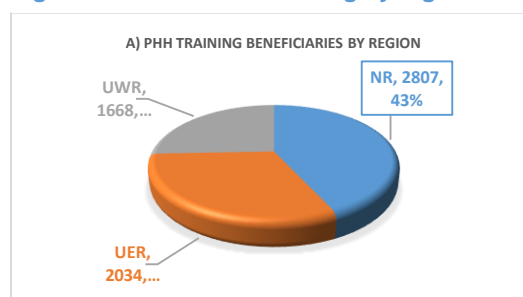
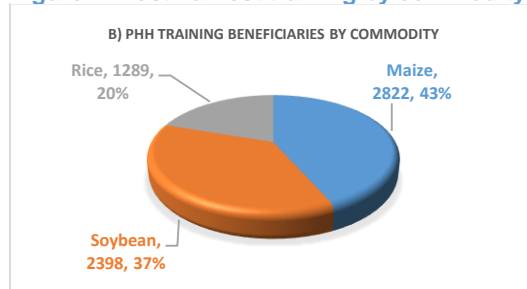


Figure 2: Post harvest training by commodity



- Rice yields from transplanted plots ranged from 5.25 to 7.6 mt/ha using regular granular fertilizer. Comparable plots treated with foliar fertilizer yielded between 4.5 and 5.45 mt/ha, hence the granular
- Yields from soya demo plots were between 0.5 and 2.5 mt/ha. Value added by inoculant over TSP was only between 0.09 and 0.29 mt/ha which translates to \$17.5 to \$52.5 at the current price of \$437 /mt while added cost/ha from inoculant application is \$10.

Table 2: Initial results from demonstration plots

Demo Objective	No of plots (replications)			Average yields (mt/ha)		
	NR	UER	UWR	NR	UER	UWR
MAIZE						
30Y87	4	5	5	4.45	3.36	8.40
30F32	5	6	2	4.69	2.52	8.40
Pan 12	5	7	2	3.71	4.45	5.24
Pan 53	7	7	2	2.72	4.20	4.94
Mamaba (local hybrid)	3		1	2.72		2.30
Etubi (local Hybrid)			11			5.56
Obatanpa with granular		2	18		2.59	3.21
Obatanpa with foliar		2			2.72	
Farmers' own seed	15			2.22		
RICE						
Granular + Rice	1	2	1	7.51	5.26	6.67
Foliar fertilizer + Rice	1	2	1	5.39	4.69	5.19
Rice + Kumark Fert tablet ¹	2			11.31		
SOYBEAN						
Control	19	2	12	0.84	0.5	0.82
TSP	19	2	12	2.17	0.86	1.41
Inoculant	19	2	12	1.73	0.62	1.28
TSP +Inoculant	19	2	12	2.47	0.99	1.51

¹ This a new product on the market, an effervescent silicate fertilizer developed for rice

The initial results as presented in Table 2 will be analyzed further using the soil suitability map as a guide as well as other possible factors that could explain the wide differences in yield of similar varieties.

4.1.2 Standard crop production protocols

The project began updating production protocols for each of the crops during the period under review. Joint work sessions were held with the Technical Director, the Agricultural Production Technical Leader and three Agricultural Production Officers (APOs) from ADVANCE II and a team from the ATT project. This process is being facilitated by a training materials consultant and will lead to:

“The NF mentorship program is very useful and we wish the distance from Gushiegu to Saboba was closer so that we can always have such an interactive meeting to share experiences”.

Chief Dokurugu, from Gushiegu at a meeting of NFs

- i. Production manuals (handbooks) for farmers for each crop
- ii. Field manuals on each crop for field officers (APOs) and field agents/managers of OBs who are being trained to provide technical (field management) services
- iii. Extension flip charts of training modules based on specific crop protocols for field training of farmers by trainers (APOs, Collaborating MoFA AEAs, and OB field agents) at demo sites and also through outgrower networks, private sector partners and information and communication technology (ICT) platforms such as radio and radio listener groups.
- iv. Posters (one per crop), A2 size with pictorial presentation of summary of recommended production practices for each crop.

4.1.3 Field management program

The nucleus farmer field management program began in 2014 and will be expanded in 2015, both in the number of participating outgrower businesses (OBs), and in the number of services provided. Field management services will include tractor service management, OG input distribution, post-harvest mechanization, GAP/PHH training, demo site management, product collection and aggregation, community liaison, lead farmer development and marketing.

During the period:

- 33 OBs who engaged field managers/assistants during PY1 continued to work with them.
- Five more NFs in UER, including a female, Janet Nyabase, also engaged field managers bringing the total number of OBs with field managers to 38.
- All field managers participated in the PHH training carried out during the quarter
- Five (5) of the field managers, in addition to the PHH training, also attended an OB peer mentorship and networking meeting alongside their NFs in Tamale.

4.1.4 Farmer mentor program

A mentorship and networking program, piloted from PY1 where successful NFs are invited to mentor emerging NFs, through coaching and advising during visits facilitated by the program, was continued during the first quarter of PY2. The project organized meetings for 23 mentees with experienced NFs as part of the “Ghanaian Farmer to Farmer Mentorship Model”.

Beyond mentorship visits, two (2) network meetings were organized in Tamale, which involved 11 participants from six (6) outgrower businesses. The OBs included Gundaa Produce Company, Yong Dakpemyili Company, Kukpegu Farms, Fabuk Farms, Alhassan Seidu Farms and Shukuran Company. The purpose of these meetings was to create a space for OBs to share ideas and best practices on managing an outgrower business and spark cooperation and communication between businesses. The outgrower business model, management, marketing and input support were discussed. These OBs have been linked to WFP to explore the possibility of supplying grain through the P4P initiative of WFP.

4.1.5 Input and equipment access improved

Wider distribution of, and access to, certified seeds and agro-chemicals through improved linkages between dealers and outgrower business and FBOs is critical to productivity increases. ADVANCE II is committed to facilitating such linkages and support through commercial finance (in collaboration with FinGAP) and commodity off-take contracts. Through such facilitation, the OBs invested \$144,662 in equipment and agro-inputs.

4.1.6 Farm business planning

During the period under review, the business team administered a business diagnostics tool on 56 outgrower businesses to develop business plans. Out of the 56, 39 have completed their business plans. These business plans will guide the OBs in their daily business operations and will enable them to fill in any investment gaps using their own savings, commercial credit or grants. The business plan is also a tool that the ADVANCE II team can use to mentor the OBs in operating in a businesslike manner. The team will continue to monitor the OBs' use of these plans and make adjustments where necessary.

4.1.7 Outgrower business management

An Outgrower Business Management curriculum has been developed to train the OBs or their managers to effectively manage an expanded business operation that profitably assists the OGs in their farming operations. The curriculum covers eight modules, with a dedicated session for female OBs. The modules are:

1. Understanding value chain concepts, end market trends and how to operate and compete effectively.
2. Business planning and financial management
3. Outgrower management
4. Marketing, contracts and contract negotiating
5. Demonstration farm management and out grower extension services
6. Tractor operation and management
7. Post-harvest handling and storage
8. Women's entrepreneurship and leadership

The training sessions are being arranged around the cropping calendar so that the knowledge acquired will be immediately useful to the beneficiaries. A pilot/validation training session was held in the Northern Region for 49 OBs (44 males and five females) on the marketing, contracts and contract negotiation module during the period under review. The session was delivered by

the Business Services and Trade and Marketing teams with support from staff of the regional judiciary service. Outgrower businesses Gundaa Produce Buying Company in Tamale and Maclog Enterprise in Wa, were also invited to share their experiences with contract farming and purchase agreements with end markets such as Premium Foods Limited and World Food Program.

Outgrower businesses are also being encouraged to create an office at their business locations or any suitable location where they can conduct business, maintain business records and safely keep computer equipment for accounting and operations management. Fourteen OBs have created such office spaces to date. Fifty-four OBs have been shortlisted to benefit from office equipment such as laptops and printers under the project's grants program.

4.1.8 Financial services

In the period under review UT bank became an active partner financial institution supporting OBs with working capital for aggregation and farm equipment. On the ADVANCE II team's recommendation, UT Bank joined 13 other financial institutions to be trained in November, 2014 by USAID FinGAP on developing appropriate agricultural financial products.

With the increasing cost of commercial credit, the project has undertaken an intensive savings sensitization in the three regions. This drive is aimed at encouraging OGs through their OBs and FBOs to save towards the purchase of production inputs for the 2015 season, reducing the amount of funding to be borrowed by the OBs.

Four institutions supported the project on this activity, UT Bank, Fidelity Bank, Sinapi Aba Savings and Loans, and MTN Mobile Money. In total, 612 people including NFs, FBOs and their OGs, received training with these institutions on topics such as financial literacy, importance of savings and loan repayment.

4.1.9 Input dealer business development program

To improve on access to inputs and equipment of project beneficiaries, 53 input dealers in the three northern regions were profiled to participate in the project's business development program. This will be done in conjunction with the FtF ATT project with the objective to strengthen the existing agricultural input supply chain, while the ADVANCE II team focuses on strengthening the business systems of these input dealers so they can deliver inputs efficiently at the community level by offering training on business and financial management skills. An input dealer business assessment tool has been designed to assess the business capacities of these dealers and to identify specific interventions required.

4.1.10 Land for women

The program adopted an integrated approach to promoting land access for women. This was done through facilitating access to land through existing NF structures, organizing community meetings with landlords (husbands, traditional leaders), and holding discussions on land access with farmers during field/training days. This has resulted in increased awareness on land access for women among men, as well as contributed to the release of two acres of land by two (2) NFs (James Bawa and Fulera Adamu) to two (2) women's groups at Kong and Dasima for the next cropping season. Women's demonstration plots (13 were established) were used to showcase

the potentials of women farmers and to buttress the need to release productive and easily accessible lands to women. The women said:

“It is thrilling; a lot of men stopped over to question us about how we did it”.

“At the beginning of the season when we started with the demo farm, our husbands didn’t understand why we should go for meetings as it was done in the evening. But now they appreciate what we have learned and ask us to explain how we managed our rice plots”

4.1.11 Climate smart conservation agriculture

ADVANCE II has rolled out climate smart agricultural production systems and management practices that will enable farmers to increase productivity and incomes while reducing potentially negative environmental impacts.

During the reporting period equipment such as special rippers from Kenya and no-till planters from John Deere, were ordered order to facilitate conservation cultivation practices by OBs. The project entered into a special partnership with the John Deere Company to train a select number of operators on the use of rippers and no-till planters in January 2015. John Deere will also provide two additional no-till planters and tractors for use as part of the 2015 crop demonstrations.

Three trainings (one per region) were conducted through short term technical assistance by a cover crop expert on conservation agriculture with emphasis on direct seeding mulch (cover crop) based cropping system. All regional coordinators and APOs participated in this training as well as the project’s Technical Director, Technical Leader- Agriculture Production and the Environment Specialist.

Six communities have been selected for work and demonstrations to educate farmers on the damage caused by the burning of crop residues as compared to the benefit of using cover crops.

4.1.12 Ghana Advanced Maize Seed Adoption Program (GAMSAP)

GAMSAP is a special component of the ADVANCE II project which was established through a Global Development Alliance (GDA) between USAID and DuPont-Pioneer. All GAMSAP activities are integrated into the overall activities of ADVANCE II. The key activities undertaken during the reporting period include support to farmers to manage the late whorl, late grain filling, harvesting and post-harvest stages of their maize crop in the field, as well as the establishment of links to buyers.

During the reporting period, 32 potential outgrower business leaders, out of the year two target of 60, were identified in the targeted zones below the eighth parallel.

Launching GAMSAP

GAMSAP was formally launched in Tamale on 22 October 2014 with over 200 people in attendance. The occasion was attended by the USAID-Ghana Mission Director of USAID-, the Director of Crop Services for MOFA and the Business Manager of DuPont Pioneer, based in South Africa.

A total of 2,461 outgrowers were profiled in an on-going exercise. These 32 OBs were sponsored by the project to attend the fourth annual pre-harvest event held by the ADVANCE II project. This served as an exposure and learning visit for most participants who were attending for the first time and were being prepared to forge business relationships and/or provide business development services in their communities upon their return.

The demonstration sites established during the 2014 cropping season were used for hands-on transfer of skills and innovative ideas for growing hybrid maize. Six-hundred and seventy-five (675) farmers were trained on identification of various nutrient deficiencies, common diseases, insects and pests and how to control them, and an understanding of hybrid maize responses to environmental stress. In addition to the training over 2,400 farmers participated in eight (8) field days during which lead farmers had the opportunity to talk to farmers and share their views about what made their demonstration sites successful.

Yield results for on-going demonstration sites in the South are expected in the next quarter but some pre-harvest observations/comments at trainings include commendations of the Pioneer hybrids on lower incidence of diseases such as the maize streak viral, vegetative abnormalities and lower incidence of lodged plants. Pioneer hybrids were also noted to respond more quickly to the application of fertilizers when it becomes necessary to correct a nutrient deficiency situation. However, in situations of low/no fertilizer, hybrids were found to show higher stress even though hybrid stands were by far healthier than most of the farmers' traditional seed.

Input dealers identified to work on seed/input supply

Two input service providers, Prince Owusu and Paul Yenumah, who are also farmers, were identified in the Ejura zone to partner with the program to ensure sustained access to hybrid maize seed and other agro-inputs. Both dealers contributed to the demos on Pioneer hybrids in the minor crop season. Contacts have also been established with existing agents of Dizengoff in Kumasi and Sunyani to discuss the support necessary to distribute seed and other agrochemicals in the smaller towns and communities.

Interactions/exposure platforms with financial institutions for outgrower businesses

The core business services support to the development of outgrower businesses in the South during the reporting period included seeking and profiling outgrowers of the targeted OBs and facilitation of platforms for the interaction of some of the OBs with identified financial institutions. The profiling exercise with the OBs is helping in the formal documentation of OGs of the OBs. This will assist them in future transactions including monitoring the OGs and the sourcing of credit to support their supply chains. Familiarization visits were organized for the OBs to Opportunity International, Ecobank, Agricultural Development, UT and Sinapi Aba Savings and Credit, (SASC) banks during the reporting period. These banks shared information on their products for smallholder farmers and OBs and discussed potential support to actors in the maize value chain. Their products included working capital for production and aggregation, asset financing, Development Credit Assistance (DCA) with USAID and a DANIDA credit facility.

Technical assistance from Pioneer Seed Company

Two key technical assistance visits from Pioneer occurred during the current reporting period; the first by a Pioneer agronomist based in Nigeria, in November 2014, who led training on harvest and yield determination for demos for participants drawn from the project regions in the South. The ten participants included the three (3) SAPOs, the PD-GAMSAP, one (1) Ghana-based Pioneer agronomist, an ADVANCE II project intern and four (4) farmers who had on-going hybrid demos in the area.

The second technical visit was in October 2014 by a team including the President of DuPont Africa, the Global Agriculture Development Director and the Business Manager of DuPont Ghana. Both visits gave positive feedback to ACDI/VOCA with which to shape the design and implementation of demos in the future.

4.2 SUB-PURPOSE 2: Increased market access and trade

4.2.1 Market linkage development

Indicative total demand from 118 out of the 144 buyers surveyed by the project during PY2014 for the 2014/2015 crop is shown in Table 3 and Table 4.

Table 3: Buyer Demand for the 2014/2015 Crop by Region

Type of Buyer	# of Firms	Metric Tons		
		Maize	Paddy Rice	Soybean
Ashanti	28	83,240	7,078	43,960
Brong Ahafo	20	107,654		75,000
Central Region	14	4,262		
Eastern Region	2	583		
Greater Accra	17	33,234	5,500	53,130
Northern	22	16,883	67,016	6,243
Upper East	8	500	1,875	2,200
Upper West	7	1,978	340	1,550
Grand Total	118	248,334	81,809	182,083

Table 4: Buyer Demand for the 2014/2015 Crop by Firm Type

Type of Buyer	No of Firms	Metric Tons		
		Maize	Paddy Rice	Soybean
Aggregator	24	117,852	16,031	9,993
Poultry Farm	61	83,881		
Processor - Feed Mill	2	2,600		50
Processor - Foods	3	40,501	3,500	5,000
Processor - Rice Miller	16		62,278	
Processor - Soya	12	3,500		167,040
Grand Total	118	248,334	81,809	182,083

The corresponding supply estimates from 149 nucleus farmers and their smallholders with whom ADVANCE II worked in North Ghana during the 2014 production season is presented in

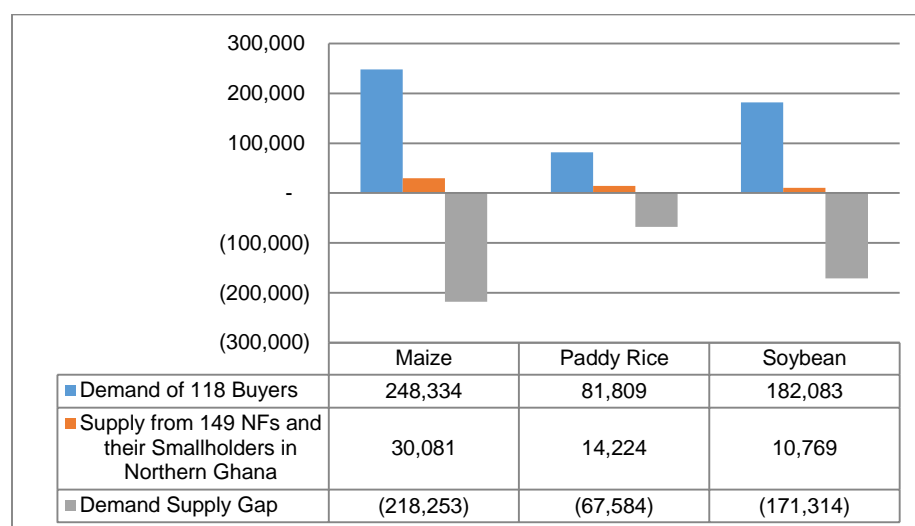
Table 5. The amounts available for sale represent 76%, 78% and 96% of the estimated production of maize, paddy rice and soybean respectively.

There is a significant gap between the demand from the 118 buyers ADVANCE has surveyed to date, and the estimated supplies from the 149 nucleus farmers and their smallholders ADVANCE worked with in the 2014 crop year. Supplies can only satisfy 12%, 17% and 6% of buyer demand for maize, paddy rice and soybean (see also Figure 4).

Table 5: Production and Supply Estimates for the 2014/2015 Crop

Estimated Production	Metric Tons				
Regions	Maize	Paddy Rice	Soybean	Total	Share
Northern	12,486	10,884	7,778	31,149	45%
Upper East	9,182	6,378	1,424	16,984	25%
Upper West	17,917	1,081	2,036	21,034	30%
Total	39,586	18,343	11,238	69,167	100%
Share	57%	27%	16%	100%	
Estimated Supply Available for Sale	Metric Tons				
Regions	Maize	Paddy Rice	Soybean	Total	Share
Northern	7,694	8,722	7,709	24,125	44%
Upper East	6,019	5,056	1,241	12,316	22%
Upper West	16,368	447	1,818	18,633	34%
Total	30,081	14,224	10,769	55,074	100%
Share	55%	26%	20%	100%	
Share of Production Available for Sale	76%	78%	96%		

Figure 4: Estimate Demand Supply Gap of ADVANCE II Actors



Trade Missions

Five firms from southern Ghana undertook seven (7) trade missions to the North where they held business meetings with 38 nucleus farmers in various towns and communities (see Table 6 **Error! Reference source not found.**). Two of the firms, Premium Foods and New Age Feed Mill travelled across the Upper West and Upper East regions during their trade missions. The key outcome of these trade missions was the establishment of new business relationships between buyers and NFs, and the strengthening of existing relationships. The buyers and NFs arranged commodity supply and purchase transactions totaling about 6,800mt.

Table 6: Trade Missions

Origin of Buyer/Firm Name	Number of NFs Engaged			
	Maize	Paddy Rice	Soybean	Total
Ashanti Region				
Ans Milling Ent.		3		3
Premium Foods Limited	17			17
United Edibles Limited			4	4
Brong Ahafo Region				
Royal Golden Eggs Poultry and Livestock	5			5
Greater Accra Region				
New Age Feed Mill	9			9
Total	31	3	4	38

Contracts

Fifty-nine (59) contracts were facilitated during the current reporting period between various buyers and NFs (see **Error! Reference source not found.**).

Table 7: Number and Type of Contracts

Type of Contract	Number of Contracts	Quantity (mt)	Contract Value (\$)
Closed	4	320	107,813
Closed Sale without Contract	7	351	126,266
Purchase and Supply Agreement	37	1,949	**2
Closed with Deferred Pricing	11	1,700	**
Total	59	4,320	234,078

Pre-Harvest Event

The Fourth Annual Northern Ghana Pre-Harvest Agribusiness Forum was held in Tamale on October 23, 2014 under the theme “*Connect and Collaborate to Succeed*”. The event was hosted by GGC.

The event attracted 863 registered participants including farmers, buyers, processors, transporters, input dealers, farm machinery dealers and financial institutions. It provided a platform for commodity buyers and farmers to establish business relationships and discuss contracts for the 2014 harvest of maize, rice and soybean. The GGC worked with ADVANCE II to mobilize a cash amount of GH¢21,500 from 10 private sector sponsors for the event.

4.2.2 Lead firm competitiveness

As a follow up to the end market survey carried out in PY 2014, an in-depth BDS needs assessment of 11 firms was completed for further engagement and support by ADVANCE II as market lead firms.

Evaluation of the Pre-Harvest Event

Highlights of an evaluation conducted by a team from the University of Development Studies involving 350 respondents indicated that:

- 44% of participants were first attendees
- 38% of participants rated the event as excellent; 50% rated it as good
- The exhibition was the primary selling point, followed by meetings and networking
- 49% of participants transacted business
- 100% of participants want the event to be organized again
- 70% of participants were unwilling to pay to attend the event

² Values yet to be determined

4.2.3 Trade association support

The ADVANCE II project provided continued support to the Ghana Grains Council for its work on warehouse receipts, marketing information systems, establishment of a policy and research unit, and organizational development for USAID Forward. Additionally, a preliminary assessment of the Ghana Rice Inter Professional Body (GRIB), Ghana National Association of Poultry Farmers, and the Techiman Maize Traders Association was completed to identify potential areas of collaboration that would align with project goals.

Ghana Grains Council

The Ghana Grains Council grant agreement has defined activities in support of ADVANCE II for May 2014 to April 2015 under the following objectives.

- i. Enhance grains market development by up scaling grain actors' participation in the GGC WRS to trade in graded grains
- ii. Optimize GGC member benefit through the development of diversified service delivery packages
- iii. Influence policies through advocacy of major issues that limit the efficiency of the grains sector/WRS.

During the current reporting period the following activities were completed:

Market Access Initiatives and Warehouse Receipts Program

- Based on feedback from its members and other stakeholders, GGC deferred contract renewal with Esoko to negotiate an expanded scope of work including e-mail alerts, warehouse data dissemination for price trend analysis, posting of stock levels, GPS location/maps, bids and offers. A contract had not been concluded at the end of December 2014.
- ESOKO provided weekly price alerts from three markets – Agbobloshie (Accra), Techiman and Tamale - to GGC members under GGC's existing subscriber account.
- Preparatory work was undertaken towards the renewal of licenses for existing warehouses and certification of new ones. A structural and risk assessment was carried out on 5 of these warehouses, mainly in the Northern Region. Based on the outcome of this task, GGC is expecting to get these warehouses (total of 4,600mt capacity) to issue receipts within the first quarter of 2015. It includes Busaka, Gundaa, Savanna, AMSIG and Faranaya warehouses.
- As part of the drive to expand the WRS program visits were made to the rice growing areas of the Greater Accra and Volta Regions to identify opportunities to upgrade and certify warehouses of actors operating within the rice value chain. GGC in collaboration with GIZ will potentially engage the Dawenya Rice Farmers Cooperatives and out growers linked to the Wurawura Rice Mills to promote rice quality determination.
- The GGC Board approved the final report on the performance review of the GGC WRS submitted by the international consultant in September 2014. This assignment was

executed under an STTA funded by ADVANCE. Implementation of the recommendations of the consultant has begun.

As a follow on, GGC prepared a TOR for an STTA to carry out a comprehensive financial viability study of WRS. The focus of this STTA is to establish a financially viable and sustainable model for WRS actors in particular depositors, warehouse operators, collateral managers, insurance companies, financial institutions and the regulator (GGC). GGC has identified an international consultant for the assignment. This STTA will be contracted in January 2015 and directly funded by ADVANCE.

- GGC contracted two consultancies from the ADVANCE grant with work expected to be completed in January 2015.
 - Development of Handbook on Storage and PHH on Soybean, Rice and Maize
 - Development of Pictorials for Rice and Soybean for PHH training.

Members Benefits and Diversified Service Delivery

- A total of 52 members were visited under the membership care initiative accounting for 81% of the total membership.
- GH¢23,100 in overdue annual subscriptions, representing 54% of the amount outstanding, was collected during the period.
- Two focus group meetings were held for members and prospective members/partners of GGC to identify opportunities to scale up and diversify GGC's services.
- GGC hosted the fourth pre-harvest event in Tamale on 23 October 2014. It worked with ADVANCE to organize the event and mobilize sponsorship.
- The third GGC Annual General Meeting was successfully held in Accra on 13 November 2014. Members commended the initial success of GGC's intervention in maize and strongly urged the Executive Council to consider the soybean and rice value chains. A new Executive Council was constituted with a new Board Chairperson.

Influencing policy through advocacy

ADVANCE II's Policy and Advocacy Specialist, who has been seconded to GGC to support the council, established a research and policy unit, which carried out the following tasks with GGC during the current period:

- Areas of support for GGC's policy and research were developed and agreed with GGC. The focus is to position GGC as the lead advocate for the grain industry in Ghana.
- Bi-weekly meetings were held with the management and staff of GGC to discuss emerging policy and advocacy issues and long term policy advocacy strategies. Consequently four media events were held to advocate the promotion of local rice. These include two television interviews (TV 3 and Crystal TV) and a news story in Business & Financial Times that delivered the following key messages:
 - An outright ban on rice imports by government was unrealistic given that current local production can only meet 50% of market demand

- Government could boost demand for local rice by being a buyer. For instance government could direct the Ghana School Feeding Program to purchase local instead of imported rice
- GGC was ready to collaborate with the Government of Ghana and the private sector to achieve self-sufficiency in rice production by 2018. GGC's role will be to enhance the use of WRS for marketing rice.
- The preparation of a policy and procedures manual for GGC covering procurement, human resource, finance and communications started in December 2014 under an STTA directly funded by ADVANCE II. The assignment is expected to be completed by January 2015.

Preliminary assessment of three trade associations

An assessment of three trade associations was conducted to determine areas that they need to be supported by the project. The associations assessed include GRIB, the Techiman maize traders association and the national association of poultry farmers.

Ghana Rice Inter Professional Body (GRIB)

ADVANCE II identified five potential areas of collaboration with GRIB during the current period:

- Training rice farmers on best production practices,
- Capacity building of rice actors (farmers, millers, aggregators) on Ghana Standards Authority rice standards, and also on weights and measures
- Training of small scale local rice millers on improved parboiling techniques
- Strategic marketing campaign (branding) related to rice
- Rice related policy and advocacy

GRIB is an implementing partner for the JAK Foundation's work on policy and advocacy under the Competitive Africa Rice Initiative (CARI) project in Ghana funded by the Gates Foundation. In December 2014 ADVANCE participated in the inauguration of the Rice Dialogue Council established by JAK and GRIB as a medium for policy advocacy under CARI. GRIB is also a potential grant candidate for the USAID APSP project. ADVANCE II will explore areas of synergy with CARI and APSP on its future engagement with GRIB.

Techiman Maize Traders Association (TMTA)

The Techiman Maize Traders Association (TMTA), with a membership of about 250 aggregators is the single largest group of maize traders in Ghana. The traders source supplies from the maize production belt in the Ashanti and Brong Ahafo regions, and northern Ghana. The Techiman maize market is also reputed to be the largest in the country with buyers from southern Ghana and countries like Burkina Faso and Niger.

The following potential areas of support and collaboration have been identified by ADVANCE for further discussion with TMTA in the next quarter.

- Enrolment and support for some of the aggregators as outgrower businesses in ADVANCE II's maize production zones
- Development and promotion of a private public partnership project to construct a modern warehouse facility in the market in collaboration with the Techiman Municipal Assembly

- Development and promotion of a TMTA maize brand. The traders cite the example of imported yellow maize from Ukraine in branded sacks on the Ghanaian market as something they would like to emulate
- Cross border maize trade between Ghana, Burkina Faso, Niger and Mali
- Advocacy on reduction in district assembly tolls and levies on maize trades. Alternatively TMTA can advocate for the assembly to utilize the significant revenues they generate to improve or maintain the infrastructure in the market
- Organizational strengthening of the association especially in the areas of governance, financial management and stakeholder communications

Ghana National Association of Poultry Farmers (GNAPF)

The preliminary needs for GNAPF are:

- Organizational strengthening on improving internal communications with members and external stakeholders
- Advocacy on consumption of eggs and locally produced broiler meat

4.2.4 North Ghana rice milling

Work on this activity was twofold; (i) assistance to AVNASH Industries to source paddy rice and (ii) selection of rice milers in northern Ghana to receive grants for milling capacity expansion and equipment upgrades:

AVNASH Industries

Prior to October 2014, AVNASH officials at various meetings with ADVANCE II had indicated its intent to complete the 150,000MT per year rice mill situated in Nyankpala by end of December 2014. The company's plan was to begin operations with the purchase of 50,000 mt of paddy rice from farmers and aggregators in the 2014/2015 harvest season. The outcome of the first year purchases will inform their medium to long term strategy for developing a supply chain for paddy rice supplies.

On the basis of this understanding, ADVANCE II's field offices in Tamale and Bolga planned meetings between AVNASH and ADVANCE II's beneficiary farmers and aggregators in October 2014 as a follow up to similar meetings in August and September 2014. A meeting was held in Tamale with nine rice aggregators from the Northern Region and officials of UT Bank to discuss their supply requirements for the season, payment terms and the possibility of trade financing from UT Bank. AVNASH made a purchase offer consisting of GH¢65 per 85kg at the farm gate; it will bear the cost of transport to its mill at Nyankpala; payment will be 10 working days after delivery in accordance with its quality specifications. The UT Bank promised an expedited service for those aggregators who may need aggregation loans to purchase and supply paddy rice to AVNASH. Unfortunately, AVNASH could not complete the installation of the mill as scheduled and therefore has not purchased any paddy to date. The project will continue to monitor the situation continue with the collaboration when installation is completed.

Northern Ghana Rice Milling Expansion and Upgrade

Three rice millers were identified in the Northern and Upper East Regions for grant support to expand their processing capacity and, or upgrade their equipment. All milling upgrades for the identified firms will be accompanied with business development services especially in the areas of outgrower supply chain management, product quality, marketing and financial management (see Table 8).

Table 8: Firms identified for milling expansion and upgrade

Firm	Location	Region	Existing processing capacity (mt/hr)	Established milling upgrade needs	Status of Work
Sambey Enterprise	Yikeni, Bolga Municipal	Upper East	0.13	New rice mill with a bigger capacity	Business plan completed, Grant concept note in progress
Procom Company	Nyariga, Bolga Municipal	Upper East	0.60	Color sorter	Business plan in progress
Tiyumba Rice Processing Centre(a women's Group)	Kukuo, Tamale Municipal	Northern	1.50	Destoner, Color sorter and polishers	Business plan in progress

4.2.5 Regional/cross border trade and transport

ADVANCE II field offices in Wa, Bolga, Tamale and Kumasi worked with the cargo wing of the Ghana Private Road Transport Union (GPRTU) to facilitate business linkages between the transporters on one hand, and commodity buyers (aggregators and processors) and NFs to transport of produce from northern to southern Ghana.

Some buyers from southern Ghana (e.g. New Age Feed Mill and Premium Foods), as part of ADVANCE II trade missions to northern Ghana, have visited GPRTU offices in Garu and Wa to discuss transport arrangements for commodity purchases. At the invitation of ADVANCE II, eight (8) cargo transporters representing the Bolga, Tamale, Wa, Techiman and Ejura branches of GPRTU Cargo attended the pre harvest event in Tamale to

Developing Transport Fares Charts

The ADVANCE II Wa field office worked with GPRTU to develop a transport fares chart from 20 locations in their operational zone to nine destinations in southern Ghana. The chart was shared with NFs, aggregators and processors. The Wa branch of GPRTU has agreed to provide an updated chart for onward circulation to actors when transport fares change.

The field offices in Bolga and Tamale also began a similar exercise with their regional GPRTU branches and will be completed in January 2015.

better understand the ADVANCE II project and the role they can play in ensuring a competitive value chain for the three commodities.

4.3 SUB-PURPOSE 3: Strengthened capacity for advocacy

4.3.1 Advocacy group development

In an effort to build the capacity of local actors to be able to tackle policy and advocacy at the district level, 38 forums (out of 50 planned for the year) were held with Farmer Based Organizations (FBOs) across the three regions in the North. The main objective of these forums was to introduce the concept of advocacy to FBOs with the long-term goal of building their capacity to present a strong front and effectively advocate for an improved agricultural business environment at the grassroots level.

The forums specifically sought to:

- Introduce the ADVANCE II policy and advocacy sub purpose to FBOs
- Discuss strengths, challenges and opportunities available to these FBOs in terms of policy and advocacy
- Educate FBOs on the importance of policy and advocacy at the local level in their bid to transform to farmer Based Enterprises (FBEs)



Picture 1: Farmer Forum with FBOs in Yendi District

At the forums it was observed that almost all the FBOs had not engaged in policy and advocacy activities and do not consider it as part of their core business. The forums educated FBOs on the need to participate in policy processes particularly at the local level. Forums also emphasized the importance of FBOs engaging in policy advocacy to influence decision making to serve their interest. At the end of the forums, members expressed interest in getting more understanding of policy and advocacy. They called for more education and capacity building as the concept was relatively new to them.

4.3.2 Advocacy capacity for national organizations strengthened

ADVANCE and APSP teams held meetings to discuss how both projects can collaborate in the advancement of policy and advocacy. The policy teams of the two projects shared information on their respective activities. They also agreed on areas of collaboration. The following were the conclusions reached;

- APSP would lead at the national level, while ADVANCE II provides collaborative support.
- APSP will also take up the capacity development of networks, in collaboration with ADVANCE II and ensure the linking of district and regional level networks of nucleus farmers to national level structures such as the Agriculture Public Private Dialogue Forum (APPDF). ADVANCE II will concentrate on building the nucleus farmers' networks at the districts and regions, as well as organize them into zonal networks.
- Both projects will share information, invitations and plan jointly on relevant activities.

4.3.3 District assemblies plans for agricultural development

ADVANCE II seeks to support Metropolitan, Municipal and District Assemblies (MMDAs) to address constraints that inhibit the growth of agribusinesses in the local government areas. As part of efforts to achieve this objective, project intends to support District Assemblies to document and market the agricultural potential of their districts to local and international investors. ADVANCE II is therefore proposing to support District Assemblies to develop District Agricultural Investment Plans.

The District Agricultural Investment Plan (DAIP) will contain an analysis of the current situation regarding agriculture in the district, particularly its needs and potential. It will also contain a statement of objectives and analysis of ongoing as well as new agricultural investment businesses and programs within the purview of the districts. The plan would be prepared in a participatory process involving various organizations, actors and stakeholders to identify the agricultural potentials as well as key areas for private sector and public private partnership investment. The plan will achieve the following;

- Would motivate and attract investors to invest in the agricultural value chains in the district
- Facilitate acquisition/access to land, and other resources to support investors seeking to invest in agriculture in the district
- Facilitate cooperation between the public and private sectors in investing in agriculture with emphasis on improving the investment climate for agriculture.

Fifteen District Assemblies were consulted in Upper East and Upper West regions. A draft MOU was discussed and districts requested time to study the document before appending their signatures. All the districts visited expressed interest and reiterated the importance of such a plan to the development process at their districts. Many were also very enthusiastic about starting a working relationship with ADVANCE II with the development of the plan as the beginning.

4.3.4 Capacity development for FBEs

As part of ADVANCE's strategy in building the capacities of FBOs, the *sell more for more* (SMFM) curriculum developed by ACDI/VOCA was adapted for the Ghana context. One hundred FBOs have been selected for capacity building and transformation into Farmer Based Enterprises (FBEs). The Sell More for More Curriculum consists of 4 modules (Membership, Marketing, Money and Management), which will be taught using a participatory methodology.

In addition to the SMFM training, FBOs and their members have been identified to undergo numeracy and farming as a business (FaaB) training as part of the capacity building effort to transform them into FBEs. To date, 9, 476 small holder farmers have been identified for both the numeracy and FaaB training out of a target of 10,000 each.

5.0 PROGRAM SUPPORT

Cross cutting programs that are integrated in the technical delivery include gender mainstreaming, use of grants to catalyze investments, environment, and the use of ICT tools for effective outreach, public relations and communications.

5.1 Gender Program

The vision of the gender program for ADVANCE II is to create equitable sustainable opportunities for women and men along the value chain. To achieve this, a range of activities were carried out within the quarter and their results summarized in this section.

5.1.1 Women invest in their livelihoods

Through the establishment of demonstration fields, women had a practical understanding of the investments required to improve yields and quality of produce. The following are some of the investment analysis from the Diare women rice farmers:

“In the past, what we knew was the broadcast method for rice planting. This approach is wasteful as we end up using more seeds and harvesting less. With the broadcast methods weeds over grow the rice. It is difficult to hand pick weeds from the rice so weeds ends up competing with rice for nutrients resulting in low yield”.

“The transplanting method might be initially time consuming, labor intensive because of the amount of time require to nurse and transplant. But the time spent in the initial process is compensated for in subsequent stages. We will also plan to provide communal labor for our members”.

5.1.2 Women’s investment in small equipment

Small grants informational meetings were held with female outgrowers and FBOs in 23 communities to educate them on the grant program and application processes. The women took advantage of the opportunity and have invested in 20 tarpaulins, three (3) Shellers, two (2) bullock plows, donkey carts and a weighing scale. Also, female outgrowers who could not procure the small equipment gained access to those procured by their NFs.

Follow-up meetings were also held with some ADVANCE II female grants beneficiaries to ascertain the benefits of the equipment to their livelihoods. Most of the women indicated that they were now able to access ploughing services more timely because they now have control and decision making power on the use of the equipment. Others also indicated that they were able to plough or provide transport services to both male and female farmers when they finished working on their own farms.

Women Accessing Credit

Two women soya bean and rice processors (ANS Enterprise and Royal Danemac) in the Ashanti Region sourcing raw material from the North were assisted to access loans worth \$383,750 for mill upgrades and the purchase of 822 mt of rice and soya for processing.

Also, 20 women from six women’s groups in Diare were selected by Sinapi Aba to receive credit to aggregate paddy rice. This support will enable the women aggregate up to 50 mt paddy from smallholder farmers in the catchment area.

“I am able to transport 10 bags of grains for other farmers for a fee. The longest distance I charge \$6.25 (\$0.62 per bag). During the last season, I transported produce for about 15 people comprising of 5 women”. Awintoya Abaachee, from Bui.

“We are able to sell some of our produce because we pay much less for the group’s bullock ploughs so need not pay for high tractor service fees which often requires the sale of our produce at farm gates”. Victoria Asore, Binaba.

5.1.3 Exploring off season livelihoods

A quick study to identify women’s off season livelihoods was conducted and showed diverse activities including animal rearing, vegetable gardening and a few cases of irrigated rice, cooked food vending, shea processing, groundnut processing and aggregation of grains in small quantities for retail in community markets or for other buyers from bigger towns. The major challenge to the expansion of their business was finance. Initial discussions has been initiated to partner with IDE to establish demo sites with drip irrigation for vegetable production for women in some selected 5 locations in Upper West and East as a pilot.

5.2 Grants Program

After a preparation phase, the grants program got busy during the reporting period. To complement the technical assistance in the field, we focused on a number of procurements and related activities to assist beneficiaries increase production, improve post-harvest practices and storage facilities, as well as to introduce uniform standards in weighing and measuring of produce during trade activities. During the reporting period, 169 grants were awarded to out growers, FBOs and nucleus farmers/aggregators. This brings the total number of grant beneficiaries to date to 244, with a total obligated amount of \$308,271.43 for the reporting period.

5.2.1 Innovation and Investment Incentive Grants

The Small Equipment Grant (SEG) scheme awarded a total of 258 equipment during the reporting period (see Table 9).

Table 9: Grant beneficiaries and status of disbursement

Equipment type	Direct beneficiaries	Approved application	Equipment delivered	Value of equipment (GHS)	Value of equipment (\$)
Multi-purpose Sheller’s/Threshers	69	36	9	792,700.00	226,485.71
Tarpaulins	159	117	230	195,500.00	55,857.14
Weighing Scales	5	5	6	6,000.00	1,714.29
Bullock Ploughs	2	2	4	2000.00	571.43
Reapers	3	3	3	17,200.00	4,914.29
Planters	2	2	2	550.00	157.14
Power Tillers	3	3	3	54,000.00	15,428.57
Seed Drill	1	1	1	11,000.00	3,142.85

Totals	244	169	258	1,078,950.00	337,171.2
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5.2.2 Local Partnership Grants

During the reporting period, an operational grant of about US\$60,000 was awarded to the Ghana Agricultural Insurance Pool (GAIP) to support an expansion of their activities in the three northern regions. GAIP will hire three marketing officers under an ADVANCE II grant and an additional three under a FinGAP grant to introduce agricultural insurance to more farmers in the north to reduce risks associated with drought and pests. GAIP will roll out outreach messages on well-developed agricultural policies to mitigate risks and motivate new and existing farmers to sign on to their crop insurance policies.

The grants program has also continued to support the Ghana Grains Council to scale up the success of the first phase of the program. The program's implementation strategy is built on scaling up aggregator/out grower models that enable and incentivize smallholder upgrading by strengthening vertical linkages between buyer (aggregator) and supplier (out growers), developing the capacity of aggregators to provide financial, post-harvest and capacity building services, and ensuring the incentives for upgrading all along the chain. This is expected to increase incomes for value chain actors, including smallholders. Upgrading will include the adoption of grades and standards, expanded certification of a large number of warehouses, further development of warehouse receipt systems and other forms of value chain finance. A total amount of US\$74,642 was disbursed to the GGC during the reporting period for this activity.

5.2.3 New direction.

To provide support to farmers to raise production of soya, maize and rice for the 2015 season, ADVANCE II will support some nucleus farmers with tractors to assist in land preparation and planting for their smallholder farmers. Nucleus farmers will also be assisted to upgrade their out grower businesses with the provision of laptops for effective record keeping and inventory management. A few rice milling facilities will be considered for upgrade to create capacity to absorb the increasing output as a result of the innovations in the rice sector. The SEG program will continue to offer simple but effective equipment to support farmers in the dry season farming activities and post-harvest handling.

The program will work with the Capacity Building team to identify and train some local FBOs and NGOs to raise their capacity to access funding, and provide alternative input to farmers to feed into the ADVANCE II objectives. Other potential beneficiaries of grants could include ESOKO to provide market research information on prices to enable farmers obtain best market prices for their commodities.

5.3 Environment and climate smart approaches

5.3.1 General environmental compliance

In line with Title 22 of the Code of Federal Regulations, part 216 (22 CFR 216), appropriate environmental safeguards are required for all activities that are likely to have negative environmental consequences. This includes completing an environmental review forms for all

sub-grants, and also ensuring that all activities incorporate possible mitigation actions as outlined in the project EMMP.

5.3.2 Improving agrochemical management

The project approaches agrochemical management in threefold: (1) ensure compliance with regulation 216, (2) promote safe use of agrochemicals, and (3) prevent environmental pollution as a result of improper pesticide application.

To ensure compliance with regulation 216, the project is in the process of finalizing a PERSUAP update to guide pesticide usage on the project. The PERSUAP process ensures that pesticides that are recommended for use by project beneficiaries are carefully evaluated based on USAID pesticide procedures. To promote safe use of agrochemicals, the project in collaboration with the Environmental Protection Agency (EPA) and MOFA-PPRSD trained 51 persons belonging to 11 Spray Service Providers (SSPs).

Participants received one day classroom training and one day field training in the following topics:

- General policy on pesticides in Ghana
- Status of pesticide use in Ghana
- ADVANCE II pesticide policy
- Pesticides Classification
- Effect of pesticides on health,
- Hazard levels of pesticides,
- Label advice
- Personal protective equipment (PPE)
- Purchasing pesticides
- Transporting pesticides,
- Storing pesticides,
- Calibration
- Preparation and application,
- After application,
- Containers and obsolete products,
- First aid



MOFA Official demonstrating how to pace when spraying with glyphosate

5.3.3 Improving farmer adaptation to climate smart agricultural practices

A core aspect of our approach to climate smart agriculture is to promote the use of cover crops to improve soil structure, minimize nutrient loss due to erosion, and improve soil's organic matter content. Bushfires constitute a major threat to the sustenance of cover crops through the dry season and also to other forms of life in the burnt fields. As a first step to prevent bushfires, an anti-bushfire message was composed and developed as a radio jingle in seven local languages and played on eight radio stations as shown in the three northern regions. The anti-bushfire message is directed at farmers, hunters (game and honey), cigarette smokers and all persons who use fires to exercise greater caution to prevent fires getting out of control. The message further urges listeners to put out bushfires.

5.3.4 Mole Special Project

An assessment to determine the best approach to engage communities around Mole National Park was completed during the reporting period. The assessment collected information related to the following areas:

- a. Number and location of communities
- b. Relationship between the Park and boundary communities
- c. Main livelihood activities
- d. Production issues
- e. Market access
- f. FBO/CBO activities
- g. Interventions by Park and other organizations in the communities
- h. Challenges between Park and communities
- i. Opportunities for ADVANCE II to engage with communities

Mole National Park is located mainly in the West and North Gonja Districts of the Northern Region. It is the largest and most developed National Park in Ghana, and it is famous for its elephants. There are 33 boundary communities around the Park that are all within 5km from the Park boundary line.

Siting farms close to protected areas is of environmental concern. The study, which combined community and institutional consultations, analyzed opportunities that exist for ADVANCE to engage communities based on (i) agricultural production, (ii) market access, (iii) capacity development, and (iv) environmental considerations, and explores alternative considerations for further discussion under each area of analysis.

5.4 ICT and Outreach

The project uses various tools for mass communication to reach out to smallholder farmers, some of who live in communities that are not easily accessible.

5.4.1 ICT and Outreach to reach more farmers on GAPs promoted on demo sites

Field interviews on farmer field days and other experiences and observations on demonstration plots were recorded and played back on 20 partner radio stations to reach out to a wider audience and enable other farmers adopt the best agronomic practices being shown on the demonstration fields.

In addition, the project sponsored 14 radio shows on harvesting techniques, reducing post-harvest losses, use of tarpaulins to ensure quality of grains, best storage methods and access to market information were carried out during the reporting period. These were 45 minutes studio discussions followed by 15 minutes of phone-ins for farmers to participate in the shows.

In the previous quarter, ADVANCE sponsored 20 broadcasters for a three (3) month e-course training organized by Farm Radio International. As a result of this, the broadcasters are better placed to present programs that best serve the needs of both men and women farmers. The course also helped in expanding the knowledge and presentation skills of the presenters and

has enabled them develop participatory and more effective radio programs. These were the remarks of Kadiri Abubakar of North Star FM after completing the course:

“The course exposed me to share experiences with other farm radio broadcasters from different African countries. It has broadened my scope so now I will look more at farmers’ experiences and project them on my shows. I will also include more radio drama as they tend to be more effective than the studio discussions and I will do frequent community visits to get the real stories and share them”.

5.4.2 Farm activity planning

A total of 2,500 farmers received weather information from Ignitia Ghana Ltd in the 2014 cropping season (July – December 2014) to enable them plan their farm activities efficiently. Over 194,000 messages were sent during the period and at the end of the season, 95% of the recipients indicated their willingness to continue with the service and pay for them on their own subscriptions during the 2015 cropping season since they found the forecasts useful. Further radio promotions are being done to introduce more rural farmers to this service and to encourage them to subscribe for the next farming season. Mr. M. A Nashiru, a nucleus farmer at Sakpe in the Northern Region shared his experience on the weather forecasts as follows:

“I had booked a combine harvester to come from Tamale to my farm at a cost is GHS3,000 (almost \$900). That morning I received a forecast that said the rain was likely, so I took action and cancelled the booking. The rains came. I would have had to pay for the harvester, whether I used it or not. The forecast enabled me to hire the combine harvester another day and not lose my investment”.

5.5 Public Relations and Communication

The Public Relations & Communications (PR&C) ensured visibility of the project and USAID and highlighted project activities, progress, impact, and successes.

Contribution to USAID and ACIDI/VOCA Communications

During the reporting period, 14 informational bullet points were submitted to USAID. The bullets highlighted various field activities such as nucleus farmers supporting more women outgrowers, mechanization reaching northern Ghana women, women outgrowers opening bank accounts, and mobile money system facilitating farmers’ transactions. Three project stories titled “women smallholder farmers access fertile land”; strengthening female farmer to succeed”; and private sector firms support farmers’ technology adoption” were submitted to USAID to demonstrate initial project impact on beneficiaries.

A story on the Fourth Annual Northern Ghana Pre-harvest Agribusiness Forum was published on the ACIDI/VOCA website. Link to the story: [www.acdivoca.org/site/ID/news-forth-agforum-tamale-promotes key-industry-linkage](http://www.acdivoca.org/site/ID/news-forth-agforum-tamale-promotes-key-industry-linkage)

Quarterly Newsletter

The first edition of the Project's "Quarterly Newsletter" highlighting significant accomplishments of ADVANCE II have been published and distributed to more than 1,000 recipients including partners, clients and actors involved in the project, in both electronic and printed form.

Photo Contest

PR&C held its second Staff Photo Contest in November 2014. Staff submitted good quality field photos showing project's activities and positive impact/success. A total of 137 field photos were submitted. Photo quality for this quarter's contest improved significantly compared to previous submissions.

The media coverage for a number of project events were as follows:

- A story on the pre-harvest event held in Tamale published at www.joyonline.com/news/2014/October-28th/farmers-in-three-northern-regions
- A story on the pre-harvest event held in Tamale published at www.ghananewsagency.org/economic/foruth-annual-northern-northern-Ghana-preharvest
- A story on the GAMSAP launch published at www.ghanaweb.com/GhanaHomepage/business/artikel.php/ID=331627
- The Ghanaian Observer's story on Friday 24th October 2014 at www.ghanaweb.com/GhanaHomePage/business/artikel.php?ID=331818
- A story on the GAMSAP launch in the Ghanaian Times, Friday, October 24, 2014 page 28 (see Annex 3)
- A story on the GAMSAP launch in the Business & Financial Times, October 24, 2014 back page (see Annex 4)
- A story on the pre-harvest forum in the Ghanaian Times, Tuesday, October 28, 2014 page 15 (see Annex 5)

6.0 MONITORING AND EVALUATION

During the reporting period the project focused on baseline studies, field data collection and analysis including a survey to collect data for gross margin analysis, development of a project MIS database, capacity building of staff to perform their M&E functions effectively and the application of GIS tools and techniques for data collection.

6.1 Baseline study

The Bureau of Integrated Rural Development (BIRD), a research institution at the Kwame Nkrumah University of Science and Technology was selected to conduct the baseline study after a competitive process. BIRD had almost completed data collection after a rigorous and multi-facet approach was deployed to achieve deliverables efficiently and effectively in all three northern regions. A representative sample size of 2,704 farm households was selected, taking into account various disaggregation such as sex, commodity and region.

The baseline will serve as basis for setting a number of project targets and comparison with results from annual studies, mid-term and end of project evaluation. In order to ensure effective work, the consultant was regularly supervised at all stages, but without interference by the ADVANCE II regional teams and the M&E Coordinator, from the training of enumerators to field activities. Among the deliverables, an inception report was received in early November, briefings and regular progress report have been received intermittently by management. Data cleaning is currently on-going alongside key informant interviews. The draft report is expected by end of January 2015, while the final report is expected in February.

6.2 Data collection, analysis and data quality assurance

The project beneficiary target for 2015 is 50,000 smallholder farmers. During the reporting period, the project built on the number of beneficiaries from FY14. Data on these actors being collected and entered in MIS database. Old or continuous farmers are currently harvesting their produce, which they will subsequently sell through the market linkages ADVANCE II has provided and these are closely monitored. In the GAMSAP areas, new value chain actors are being identified and profiled.

During the period under review, a major activity undertaken by the M&E team is data collection exercise for the annual gross margin determination. The exercise which started in September is collecting production, yield, sales and technology adoption data on maize, rice and soy from 1200 smallholder farmers and 151 Nucleus farmers across the ZOI.

ADVANCE II continue to ensure good quality data throughout the process of data collection, processing and management at all sectors of the project. Capacity building, system strengthening and improved technology are all structures introduced to strengthen and also improve the quality of project data across field offices.

6.3 Data quality strategy

ADVANCE II is progressing sturdily with the development of the Smartcard Data Capture Software which will be launched latest February 2015. The smartcard technology will facilitate quality data gathering, safer storage and above all timely availability of field data. The M&E Unit continue to adhere to DQA standards and procedures in validating project data at all times.

The online database that has been developed by ADVANCE II guarantees easy accessibility to project data for cross examination and analysis on time. The database also has other controls and offline functionalities that enhances data capture with effective text controls. Data verification is conducted periodically to address any concern that may arise immediately.

6.4 Capacity development in monitoring and evaluation

A two day training was organised for the GASAMP staff working below the Eighth parallel to ensure they fully understand the ADVANCE II M&E structure and system. The training covered the Outgrower Business Model, performance indicators, and importance of data collection, targets and reporting timelines. M&E data collection tools and data management systems were explained to all the field staff as well as a practical session on data collection using the data collection instruments. Also, 74 field staff including enumerators and technical field officers were trained for the gross margin data collection for the 2014 annual survey.

Project staff and enumerators were trained to use the GPS for data collection and documentation. The training comprised theoretical and practical sessions. Topics covered in the theoretical sessions included:

1. GPS defined/ History Background
2. How GPS works
3. GPS Satellites /Types of GPS
4. GPS Quality
5. GPS Usage
6. Taking waypoints
7. Types of Data collected with GPS
8. Data Collection sheet
9. GPS troubleshooting

In the practical sessions, participants were taught to use the hand held Garmin Etrex20 GPSs, to measure the size of farms. They were taught how to pick waypoints and area calculations of farms. This knowledge was used extensively for the gross margins data collection exercise to capture actual farm sizes; which aided in yield estimations.

6.5 MIS database development and management

Development of a project database is about 90% complete. Expected delivery date of the software and all related hardware is on January 15, 2015 which will be followed by a user acceptance testing. Implementation and training for end users in all regional offices will commence on the January 29, 2015 through March 4, 2015.

6.6 Geographic Information System

Geographic Information Systems (GIS) applications on the ADVANCE II project continues to help in making informed decisions and to increase the efficiency of supply value chains; whilst providing general support for M & E activities. The location of value chain actors such as nucleus farmers, financial institutions, farm locations as well as farm (boundary) area mapping have been done using geospatial technology. Some objectives hoping to be achieved by the GIS specialist, in the ensuing year include the following:

- To Improve M&E data collection procedures and documentation with sub-objectives as follows:
 - Undertake GIS mapping of rice, maize and soya fields in the ADVANCE II project area of sampled farmers for Gross Margins Analysis.
 - Map demonstration sites.
- To develop a GIS database of ADVANCE II Value chain actors with the following sub-objectives
 - Mapping the location of input dealers
 - Mapping / updating locations of Nucleus farmers and aggregators
 - Mapping the locations of FBOs
 - Mapping / updating locations of Financial Institutions working with ADVANCE II
 - Mapping Insurance Companies
 - Mapping locations of Outgrowers
 - Mapping the locations of processors.
- To Create Activity dataset for the Outreach Team
- To conduct a Survey on irrigation dams in the ADVANCE II project area

Annex 1: Firms Selected for profitability tracking

Name of Firm	Type of Business
Grain Leaders Company Ltd	Aggregator
Petoz Investment Ltd.	Aggregator
Azibasug Company Ltd	Aggregator
RST	Equipment Dealer
Agromite	Equipment Dealer
Maxbaff Welding and General Works	Equipment Dealer
J.K Technologies Ltd	Equipment Dealer
Sinapi Aba Savings and Loans	Financial Institution
UT Bank	Financial Institution
Antika	Input Dealer
18th April	Input Dealer
Simple Prince	Input Dealer
Amokwah Glory Ent	Input Dealer
Ganoma	Input Dealer
Ganye Agro Chemical	Input Dealer
Asamoah and Yamoah Farms	Poultry Farm
Darko Farms	Poultry Farm
Akati Farms and Trading	Poultry Farm
New Age Feed Mill	Processor - Feed Mill
GAPFA Feed Mill	Processor - Feed Mill
Ans Milling Enterprise	Processor - Rice Miller
Naawin Enterprise	Processor - Rice Miller
Sambey Enterprise	Processor - Rice Miller
Tiyumba Rice Processing Centre	Processor - Rice Miller
Procom Rice Processing Company	Processor - Rice Miller
Royal Danemac	Processor - Soybean
Inter-Grow	Processor - Soybean
G. Bosomtwe Ventures	Processor - Soybean
Premium Foods	Processor Foods
V.O.A. Shalom Farms and Mills	Processor - Soybean

Annex 2: Updated list of STTAs as at December 31, 2014

Consultancy	Date started	Date Completed	Remarks
Performance review of GGC warehouse receipts system, and development of revised rules and operating manuals	June 5, 2014	October 3, 2014	The GGC Board has reviewed and approved the final report. Implementation of the recommendations has begun
Assist GGC develop a strategic plan to guide its activities over the next 3- 5 years	September 1, 2014	To be completed by the end of January 2015	Review phase of the assignment has been completed with a validation workshop held with the GGC Board in November 2014. The consultant has submitted a draft report for consideration of the Board
Assist GGC develop a Policy and Procedures Manual covering Procurement, Finance, Human Resources and Communication in preparation of USAID Forward	December 1, 2014	To be completed by the end of January 2015	The contract has been executed and the consultant has started work
Assist Premium Foods Ltd (a Kumasi based foods processing firm) develop an efficient farming (Production) system support the planned expansion of its processing factory and trading businesses	December 8, 2014	To be completed by March 2015	The company has acquired a large track of land in the Central Gonja district of Northern Ghana for farming purposes as part of its supply chain development strategy. It is considering a nucleus estate farming model for the operation.
Conservation agriculture with emphasis on direct seeding mulch (cover crop) based cropping system.	November 17, 2014	April 5, 2015	STTA in progress

Annex 3: GAMSAP story in the Ghanaian Times

Page 28 Website: www.ghanaiantimes.com.gh The Ghanaian Times Friday, October 24, 2014

Business

Two collaborate to boost Ghana's food production

DUPONT, an international organisation that deals with issues related to agricultural development, and the United States Agency for International Development (USAID), have launched a collaborative programme in Tamale to boost maize production among smallholder farmers and help to increase their incomes.

The initiative, which involves an investment of more than US\$4 million over the next four years, started in July.

Known as the Ghana Advanced Maize Seed Adoption Program (GAMSAP), the programme is modelled on a similar one undertaken in Ethiopia by ACDI/VOCA, the implementing organisation in Ghana.

A release signed by Mrs Joyce Asiedu, Press Attaché at the United States Embassy in Accra, stated that GAMSAP would support the establishment of more than 3,200 demonstrations throughout the country to help enhance the incomes of 43,000 smallholder maize farmers.

It indicated that during the launch of the programme in Tamale, Lystra Antoine, DuPont Pioneer's Global Agriculture Development Director, discussed the challenge of food security in Ghana.

"DuPont is committed to collaboratively tackling global food security challenges and we are honoured to work with USAID to significantly increase productivity for maize farmers in Ghana," it said.

It said "DuPont is collaborating with USAID to improve household incomes of smallholder maize farmers by improving their access to credit, to hybrid seeds, to better agronomy, to secure input and output markets, to improved post-harvest handling practices, and to market linkages with end users," said the Director.

According to the release, Ghana currently had an average maize yield of about 1.5 metric tons per hectare, significantly below the average 2 tons per hectare of maize yields in Africa and 10 tons per hectare in the U.S.

It said by adopting hybrid seed and using improved farming inputs and techniques, participating farmers will be able to achieve significant productivity gains and increased profitability.

"High quality seed (both local and international) is a key to the modernisation and profitability of the agricultural sector. This partnership is designed to demonstrate the benefits of these new varieties and encourage farmers to invest in their businesses with productivity-boosting technologies," said Jim Bever, the Ghana Mission Director of USAID.

DuPont Pioneer is the world's leading developer and supplier of advanced plant genetics, providing high-quality seeds to farmers in more than 90 countries. It provides agronomic support and services to help increase farmer productivity and profitability and strives to develop sustainable agricultural systems for people everywhere.

The company believes that by collaborating with customers, governments, NGOs, and thought leaders we can help find solutions to such global challenges as providing enough healthy food for people everywhere, decreasing dependence on fossil fuels, and protecting life and the environment.



• Ghana currently has an average maize yield of about 1.5 tonnes per hectare.

Annex 4: GAMSAP launch

Business & Financial Times, Friday October 24, 2014 back page

Programme to increase productivity of farmers launched

DuPont Pioneer and the USAID have launched the Ghana Advanced Maize Seed Adoption Programme (GAMSAP) to help improve the productivity of smallholder maize farmers in Ghana.

The programme will also advance the use and acceptance of high-quality inputs and production techniques by a network of farmer-dealers. The investment will total more than US\$4million over the next four years.

"This GAMSAP endorses DuPont's commitment to address global food security and nutrition challenges. Our collaboration with the USAID seeks to improve household incomes of smallholder maize farmers by improving their access to credit, hybrid seeds, better agronomy, secure input and output markets, post-harvest handling practices and market linkages with end users," says Lystra Antoine, Global Agriculture Development Director-DuPont Pioneer.

The programme is modelled on a similar one undertaken in Ethiopia by ACDI-VOCA, the implementing organisation in Ghana.

GAMSAP aims to increase adoption of hybrid maize seed and related good agricultural practices to increase productivity and profitability, improve input supply chain to improve farmer access to improved technology, post-harvest handling practices, and increase market linkages with end buyers

The programme will also seek to partner with other input providers, farm machinery suppliers, and local aggregators and processors of maize to provide guaranteed markets for maize. Dizengoff Ghana has been appointed as the distributor of DuPont Pioneer seed in Ghana.

"High quality seed (both local and international) is a key to the modernisation and profitability of the agricultural sector. This partnership is designed to demonstrate the benefits of these new varieties and encourage farmers to invest in their businesses with productivity-boosting technologies," said the USAID Ghana Mission Director, Jim Bever.

Ghana's agriculture is dominated by small-scale producers, with average farm sizes of about 1.2 hectares and low use of technology. Maize smallholder

farmers also account for over 80% of production - though their yield per hectare averages around 1.5 tonnes per hectare, which is significantly below the average 2 tonnes per hectare of maize yields in Africa and 10 tonnes per hectare in the U.S.

By adopting hybrid seed and using improved farming inputs and techniques, participating farmers will be able to achieve significant productivity gains and increased profitability.

Annex 5: Pre-harvest forum

