

PROJECT STATUS REPORT

JANUARY 2016 - JUNE 2016

SECTION 1: PROJECT SUMMARY

PROJECT NAME: Smallholder Alliance for Sorghum in Haiti (SMASH)

Project Number: HA-M1050 - Project Num.: ATN/ME-15024-HA

Purpose: To enhance the capacity of small scale producers to supply sorghum to commercial buyers on a long-term basis

Country Admin

HAITI

Country Beneficiary

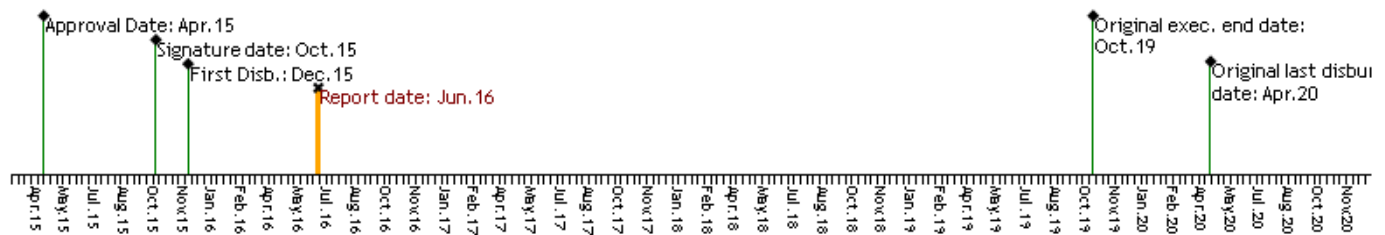
HAITI

Executing Agency: PAPYRUS, S.A.

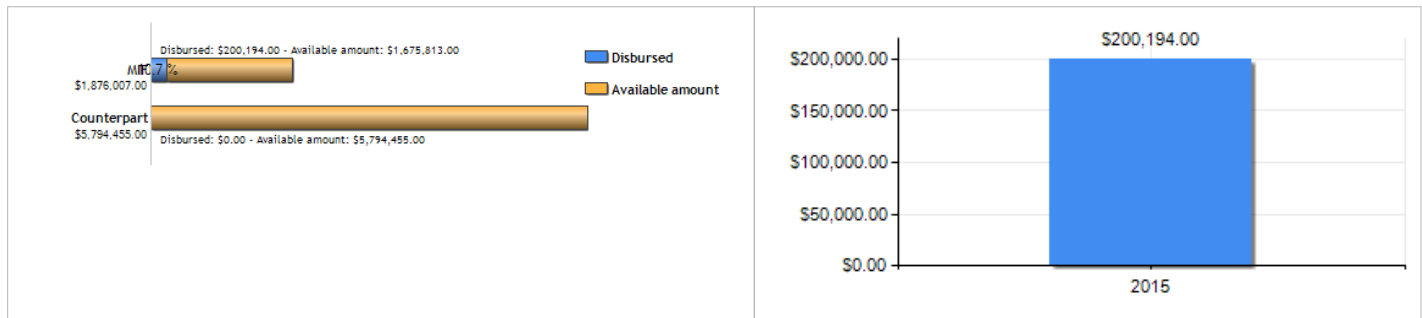
Design Team Leader: YOLANDA STRACHAN

Supervision Team Leader: FREDNEL ISMA

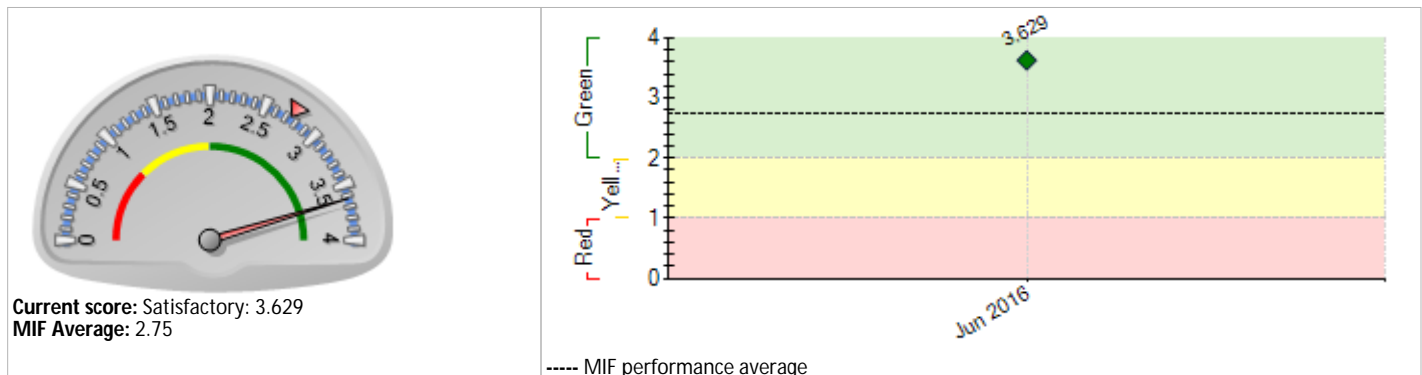
PROJECT CYCLE



FUNDS



PERFORMANCE SCORE



EXTERNAL RISKS

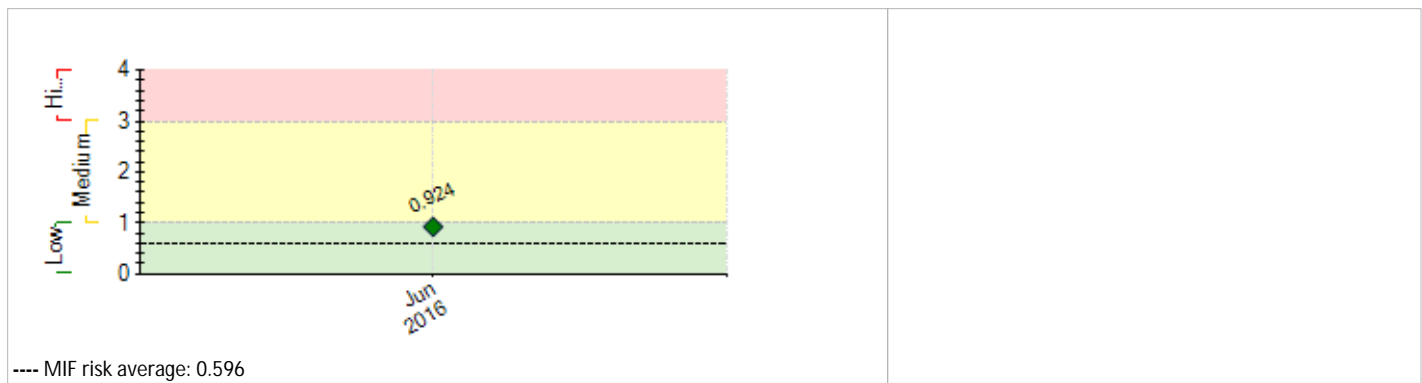
INSTITUTIONAL CAPACITY

Risk

Financial Management: Medium

Procurement: Medium

Technical Capacity: Low



SECTION 2: PERFORMANCE

Summary of project performance in the last six months

Key accomplishments over past two semesters include: (i) 104% rise in average sorghum yield per hectare; (ii) testing of 11 sorghum seed varieties and replication of 5.8 MT of improved seed; (iii) training of 16 extension agents and 138 agronomists in climate smart production practices, leading to 1,076 farmers applying new cultivation technologies and farm management methods; (iv) establishment of centralized sorghum conditioning facility and creation of 22 micro-collection centers for aggregation and quality control at field-buying levels; (v) selected vendor began work on web-based mobile platform to manage supply chain logistics, M&E functions, and integrate commercial transactions; and (vi) 2,059 smallholder producers trained on post-harvest practices and 3,690 farmers selling to commercial buyer. Main obstacles confronted during period were climatic swings and aphid infestations in most regions, which reduced harvests. In addition, high aflatoxin levels were revealed in BRANA stock. Major challenge is to stabilize sorghum supply and ramp up buying volumes. To address plant health and phytosanitary concerns, SMASH will engage outside technical assistance, including USDA research experts. New quality control systems are being established in the supply chain—from field to processing plant to end-user storage—to address aflatoxin issues. Hiring additional sorghum purchasing agents and application of new buying outreach methodologies will address lagging procurement.

Comments from the Supervision Team Leader

Agree with the Executing Agency comments

The performance report reflects the situation of the project as of June 30th 2016. Some important challenges were reported and the MIF should discuss deeper the methodology and strategy used by SMASH to overcome these challenges. In a nutshell, it seems that the performance achieved in terms of yield per ha was hampered by infestations of the farms and other post harvest loss linked to poor conditioning mainly. In that aspect, the MIF expect that SMASH will apply a participative approach where the ownership will be relegated to the farmers for greater value added.

So far the only issue in terms of progress remains the lack of achievement in Component 4: Component IV: Improving Access to Finance for MSMEs in the Value Chain. It would be useful to post in the PSR the rational behind the slow start of this component.

SECTION 3: INDICATORS AND MILESTONES

Indicators		Baseline	Intermediate 1	Intermediate 2	Intermediate 3	Planned	Achieved	Status
Goal: To contribute to increased incomes of small holder sorghum farmers in Haiti	I.1 Average cumulative revenue growth of SMASH farms implementing improved techniques. Disaggregated by sex.	0	25	30	40	75	-53	
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Mar 2016	
	I.2 Cumulative metric tons of sorghum purchased by BRANA	400	1100	3300	5100	7600	458.04	
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2016	
	I.3 Average value of annual sales to new domestic or export markets by SMASH farms (USD) (CRF 330600). Every year	168000	272000	700000	760000	800000	192979	
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2016	
Purpose: To enhance the capacity of small scale producers to supply sorghum to commercial buyers on a long-term basis	R.1 Cumulative Number of farms selling to new domestic or export markets (CRF 330601). (disaggregated by sex)	650	1500	3500	7500	10000	3690	
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2016	
	R.2 Increase in average yield per hectare for SMASH farms who adopted the new techniques (compared to the baseline) Disaggregated by sex	0	20	35	60	100	104	
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2016	
	R.3 Cumulative number of farms that have adopted new technologies or practices (CRF 230100). Disaggregated by sex	650	1500	3500	7500	10000	1482	
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2016	
Component 1: Component 1: Developing a Climate Smart Production System Weight: 20% Classification: High Satisfactory	C1.11 Number of rounds of seed variety testing completed (cumulative)	4	6	8	8	8	6	On Course
		Oct 2016	Oct 2017	Oct 2018	Oct 2019	Oct 2019	Jun 2016	
	C1.12 Suitable seed varieties replicated and ready for distribution to farmers (1 variety)					Nov 2018	Jun 2016	Finished
Component 2: Component II: Raising Farmer Productivity. Weight: 40%	C2.11 Number of demonstration plots established (each year)	29	25	25	25	10	57	On Course
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2016	
	C2.12 Total number of extension agents recruited and trained in climate smart sorghum production each year. Cumulative.	6	10	20	20	20	28	Finished

Classification: High Satisfactory	Assumption 0 turnover. (Disaggregated by sex)	Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2016	
	C2.13 Number of technicians trained in improved sorghum production techniques (each year). disaggregated by sex	0	100	100	100	50	138	On Course
	C2.14 GPS enabled monitoring database operational	Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2016	
						Yes		Finished
Component 3: Component III: Improving Post Harvest Quality and Consolidating the Supply Chain Weight: 25% Classification: High Satisfactory	C2.15 Five module training curriculum and a technical manual available in creole developed					Oct 2016	Jul 2015	Finished
						Yes		
						Oct 2016	Apr 2014	
								Finished
Component 3: Component III: Improving Post Harvest Quality and Consolidating the Supply Chain Weight: 25% Classification: High Satisfactory	C3.11 Cumulative number of producers trained on post-harvest processing. disaggregated by sex	650	1200	3500	7500	10000	2261	On Course
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2016	
	C3.12 Cumulative number of collection points established with improved quality control and storage facilities	0	5	10	15	20	38	Finished
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2016	
Component 4: Component IV: Improving Access to Finance for MSMEs in the Value Chain Weight: 10% Classification: Unsatisfactory	C3.13 Central conditioning center established for final processing and storage of grain					Oct 2017	Jan 2016	Finished
						Yes		
	C3.14 Web- based purchasing platform and mobile payment system operational					Oct 2016	Jun 2016	On Course
Component 4: Component IV: Improving Access to Finance for MSMEs in the Value Chain Weight: 10% Classification: Unsatisfactory	C4.11 Cumulative number of farms trained in business and financial management	0	20	100	300	600	0	Delayed
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2016	
	C4.12 Number of farms accessing credit or other financial products (CRF230500). disaggregated by sex	0	20	100	200	300		
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019		
Component 5: Knowledge management and strategic communication Weight: 5% Classification: Satisfactory	C4.13 Cumulative number of producer organizations strengthened	0	1	3	3	3	3	On Course
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2015	
	C5.11 Number of institutions who access MIF knowledge products or knowledge transfer activities (CRF 150100)	0				4		
						Sep 2019		
Component 5: Knowledge management and strategic communication Weight: 5% Classification: Satisfactory	C5.12 One detailed business case on local sourcing from smallholders	0				1		
						Oct 2018		
	C5.13 One mini video documentary describing the SMASH program	0				1		
						Oct 2018		

Milestones	Planned	Due Date	Achieved	Date of achievement	Status
M1 Baseline monitoring and evaluation systems are established	1	Jan 2016	1	Jul 2014	Achieved
M2 Training manual on sorghum production has been developed and translated to Creole	1	Apr 2016	1	Apr 2014	Achieved
M1 Conditions Prior	9	Apr 2016	9	Nov 2015	Achieved
M3 2 new rounds of seed variety testing completed	2	Oct 2016	2	Sep 2015	Achieved
M4 120 field technicians trained in improved sorghum production techniques	120	Apr 2017	171	Jun 2016	Achieved
M5 10 collection points established with improved quality control and storage facilities	10	Oct 2017	38	Jun 2016	Achieved
M6 35 climate smart demonstration plots established	35	Oct 2017	57	Jun 2016	Achieved
M7 2 additional rounds of seed variety testing completed	2	Apr 2018	2	Jun 2016	Achieved
M8 6,500 smallholder farmers trained in climate smart sorghum production	6500	Oct 2018	1482	Jun 2016	
M9 One detailed case study on local sourcing from smallholders	1	Apr 2019			
M10 10,000 farmers providing sorghum to BRANA under the SMASH program	10000	Oct 2019	3690	Jun 2016	

CRITICAL ISSUES THAT HAVE AFFECTED PERFORMANCE*[None reported in this period]***SECTION 4: RISKS****MOST IMPORTANT RISKS AFFECTING FUTURE PERFORMANCE**

	Level	Mitigation action	Responsible
1. Climatic factors in the production area may affect sorghum yields.	Medium	While the likelihood of catastrophic events cannot be discounted, geographical dispersion will help to mitigate that risk.	Project Coordinator
2. There is a decline in the local price of sorghum to the extent that farmers switch to other crops.	Medium	There are other potential buyers in the market, particularly local bakeries, school feeding programs, and companies that need sorghum for animal feed like Haiti Broilers.	Project Coordinator
3. Some associations may be too weak to benefit from financial training and credit program.	Medium	Root Capital and other financial capacity development service providers will identify and select producer organizations with the profile needed to benefit from financial trainings	Project Coordinator
4. Farmers are slow or reluctant to adopt new agricultural practices.	Medium	The project will invest in demonstration plots in various regions to demonstrate the productivity benefits of adopting new techniques for the next harvest season. Similarly, farmers and producer organizations will be incentivized to comply with new standards for quality control through a new price structure under which higher quality sorghum receives a higher market price.	Project Coordinator
5. Climatic factors in the production area may affect variety tests.	Medium	geographical dispersion of testing will help to mitigate this risk	Project Coordinator

PROJECT RISK LEVEL: Medium **TOTAL NUMBER OF RISKS:** 9 **IN EFFECT RISKS:** 9 **NOT IN EFFECT RISKS:** 0 **MITIGATED RISKS:** 0**SECTION 5: SUSTAINABILITY****Likelihood of project sustainability after project completion:** P - Probable**CRITICAL ISSUES THAT MAY AFFECT PROJECT SUSTAINABILITY**

[None reported in this period]

Actions related to sustainability which have been taken in the reporting period:

One critical element contributing to sustainability is the fact that SMASH is initiated by and invested in by a major private sector sorghum buyer with direct commercial interest in procuring high-quality local product. The program's extension model and ongoing farmer support reinforce this sustainability. Through training, regular staff visits to treated plots, and neighboring farms observing the results in adopters' fields, smallholder growers are learning new practices, applying climate-smart techniques, and increasing their yields and income. Strengthening business relationships between BRANA and local farmers safeguards long-term collaboration that can be maintained long after SMASH has ended. The creation of Etoile du Nord is building a broader market for sorghum which increases the market volume for high-quality grain. Aligning the growing number of commercial partners (farmers, EDN, BRANA, and other emerging industrial buyers) in the supply chain will enhance mutual interest in sustaining the linkages as all partners can benefit. Strict regulations regarding best agricultural and environmental practices also increase sustainability from a climate change perspective.

SECTION 6: PRACTICAL LESSONS

	Relative to	Author
1. The existence of contracts is not a sure-fire guarantee of securing adequate product volumes. Rough estimates indicate only 10% of existing contracts are respected.	Implementation	Hilhorst, Luc
2. Offering higher prices is not a guarantee for buying higher volumes. Farmer training and developing loyalties remain important factors. Increasing prices heightens the potential risk of speculation.	Risk	Hilhorst, Luc
3. Over several consecutive difficult growing seasons the market volumes of sorghum dropped causing local market prices to increase. SMASH buying price—between 36 and 40 gourdes per marmite, depending on the region—should have been revised taking into account these market realities.	Sustainability	Hilhorst, Luc
4. Adoption of mixed and flexible approaches to sorghum buying is critical in order to provide sufficient supplies of high quality product for commercial use, to promote adequate quantities of commodity flows through EDN—both to test its operations and ensure its financial stability—and ultimately to spur growth in the sorghum value chain to create long-term viable markets for smallholder farmers.	Implementation	Hilhorst, Luc
5. SMASH needs to conduct an extensive study in order to better understand the true cost of planting and harvesting sorghum in order to continue to make farmers more efficient and increase their income.	Sustainability	Hilhorst, Luc
6. SMASH would benefit from a more flexible sorghum pricing strategy; e.g. allowing for price variations during the season. The past three seasons have evidenced a combination of factors (mainly drought, aphids, and steady local currency devaluation) that justifies an increase in price.	Implementation	Hilhorst, Luc
7. SMASH should focus on regions where sorghum is a historically and culturally established crop, instead of trying to introduce sorghum into regions where it is not prominent on the cropping calendar. Once buying volumes are stabilized SMASH can invest in developing such regions.	Implementation	Hilhorst, Luc
8. Seed variety testing has provided sufficient results in order to start scaling back these activities. Seed multiplication will continue and should gradually be increased following the forecasted volumes for BRANA.	Implementation	Hilhorst, Luc
9. The past few seasons have been particularly difficult due to drought and subsequent aphid infestation. Selected smallholders require closer support and follow-up from SMASH technical agents to advise them on how to manage these new challenges.	Sustainability	Hilhorst, Luc