

PROJECT STATUS REPORT

JULY 2017 - DECEMBER 2017

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.

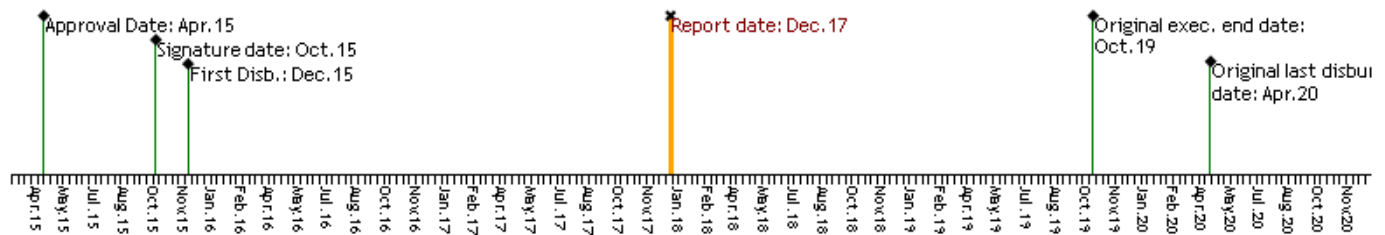
Design Team Leader:

YOLANDA STRACHAN

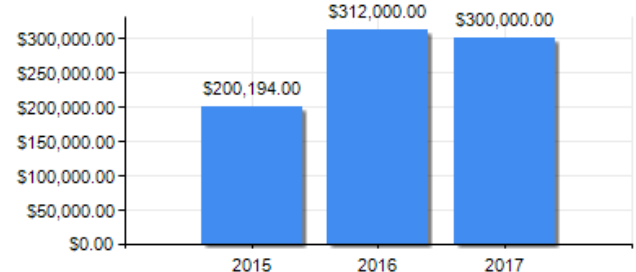
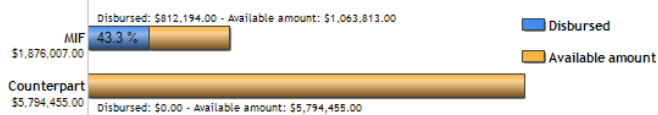
Supervision Team Leader:

YOLANDA STRACHAN

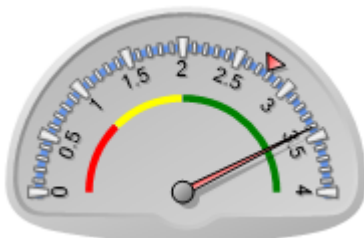
PROJECT CYCLE



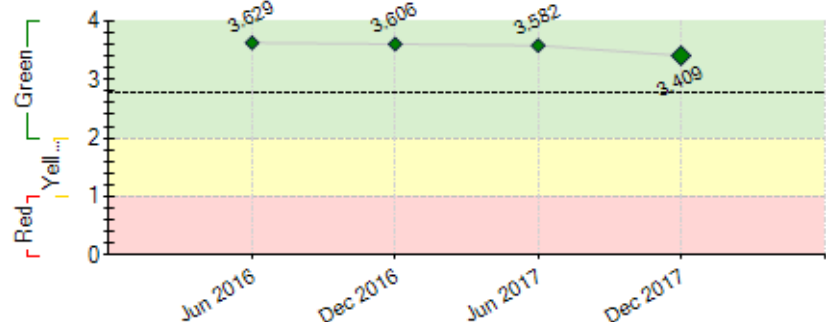
FUNDS



PERFORMANCE SCORE



Current score: Satisfactory: 3.409
MIF Average: 2.779



----- MIF performance average

EXTERNAL RISKS

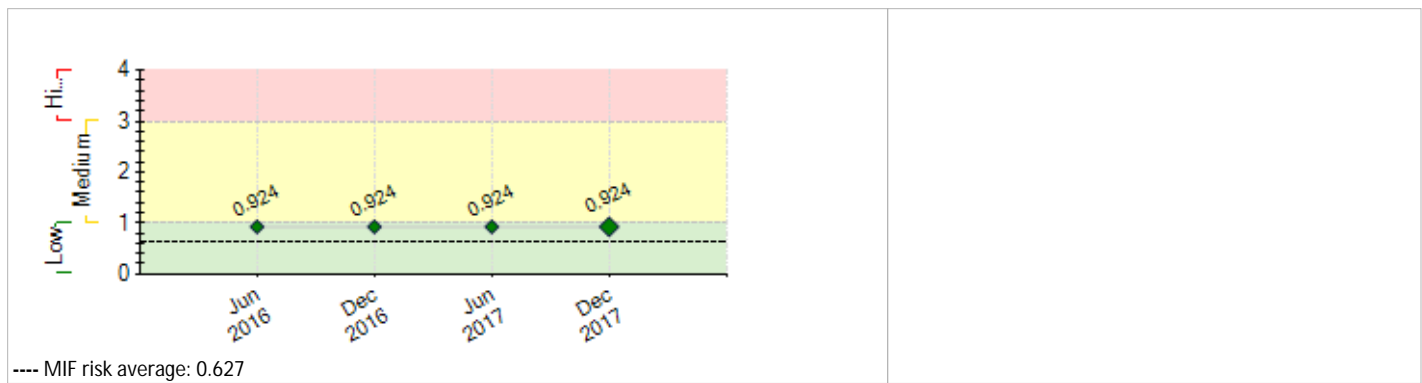
INSTITUTIONAL CAPACITY

Risk

Financial Management: Medium

Procurement: Medium

Technical Capacity: Low



SECTION 2: PERFORMANCE

Summary of project performance since inception

Cumulative performance

- 3,962 farmers sold to BRANA cumulatively since program start
- Cumulative sales to BRANA generated by SMASH farmers: USD \$392,564
- A total of 808.11 MT of sorghum purchased by SMASH
- 2,508 MT of sorghum processed at Etoile du Nord
- 243 agronomists trained in improved sorghum production techniques
- 79 demo-plots established since program start
- 3,614 farmers trained on post-harvest processes
- 32 farmers trained in business and financial management
- 8 cumulative rounds of seed variety testing completed
- 2,298 farmers applying new techniques since program start

Delays are still experienced in securing the projected sorghum volumes, caused partially by climatic factors such as hurricane Matthew and its consequences. The aphid infestation has had a direct significant impact on yield and production causing many farmers to be reluctant to plant sorghum at. Actions taken to mitigate this complex risk are 1) significant increase in purchase price, in line with higher local market prices 2) distribution of large amounts of a locally developed aphid tolerant sorghum variety called "papepichon". We are moderately optimistic about realizing the originally projected volumes. Efforts through the end of the project are focused on continued training (production, business and financial management), increase access to mechanization and manage post-harvest losses.

Comments from the Supervision Team Leader

Agree with the Executing Agency comments

The MIF agrees with the Cumulative performance as reported by Papyrus. The number of farmers selling to BRANA has reached 3614 instead of 3962 (system editing errors). However in the detail of beneficiaries only one Region is mentioned (Sud). Also, the number of farmers trained in Financial Management is very low 36/600. It would be good for Papyrus to share in the performance section the rationale behind having less farmers trained (as explained in the AMC).

Summary of project performance in the last six months

Semester performance:

- 274.55 MT of sorghum purchased from 171 farmers during last semester

- Total sales to BRANA generated by SMASH farmers this semester: USD \$166,345.00
- 1,272 MT of sorghum processed in Etoile du Nord
- Implemented successful new farmer payment alternative through Unitransfer
- 36 farmers trained in business and financial management
- 32 farmers applying new techniques this semester
- 22 agronomists trained in improved sorghum production techniques
- Transitional Work Plan finalized and approved by all partners
- Successful Konsome Lokal fair participation in partnership with BRANA

This past semester we started generating results for Component 4.1 (farmer business and financial training) which had some delay. These 3-day training workshops offered by CASELI are hugely appreciated by our farmers and are very likely to positively impact future commercial relationships with them. With 2 more workshops planned for coming semester we are optimistic to hit our target for this component. Critical actions will be focused on incentivizing farmers to continue to plant sorghum despite the challenges, organize farmers in production blocks, limit post-harvest losses. We hope to break the 500MT threshold of sorghum purchased for next semester as well as training an additional 120 farmers in financial and business management while ramping up farmer production training.

Comments from the Supervision Team Leader

Agree with the Executing Agency comments

The semester performance reflects the situation of the project on December 31, 2017. The report on lessons learned gives some insights on the execution of the project. However, some of the indicators show very low results For example: "Number of farms accessing credit or other financial products (CRF230500). disaggregated by sex". SO far SMASH did not explain why this indicator has "0" as results.

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	Dec 2016	
	I.2	Cumulative metric tons of sorghum purchased by BRANA	400	1100	3300	5100	7600	808.11	
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2017	
	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	392564	
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2017	
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	3962	
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2017	
	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	81	
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2016	
	R.3	Cumulative number of farms that have adopted new technologies or practices (CRF 230100). Disaggregated by sex	650	1500	3500	7500	10000	2298	
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2017	
Component 1: Component 1: Developing a Climate Smart Production System Weight: 20% Classification: High Satisfactory	C1.I1	Number of rounds of seed variety testing completed (cumulative)	4	6	8	8	8	Finished	
			Oct 2016	Oct 2017	Oct 2018	Oct 2019	Oct 2019	Dec 2017	
	C1.I2	Suitable seed varieties replicated and ready for distribution to farmers (1 variety)						Yes	Finished
							Nov 2018	Jun 2016	
Component 2: Component II: Raising Farmer Productivity. Weight: 40% Classification: High Satisfactory	C2.I1	Number of demonstration plots established (each year)	29	25	25	25	10	79	On Course
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2017	
	C2.I2	Total number of extension agents recruited and trained in climate smart sorghum production each year. Cumulative. Assumption 0 turnover. (Disaggregated by sex)	6	10	20	20	20	28	Finished
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2016	
	C2.I3	Number of technicians trained in improved sorghum production techniques (each year). disaggregated by sex	0	100	100	100	50	243	On Course
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2017	
	C2.I4	GPS enabled monitoring database operational						Yes	Finished
							Oct 2016	Jul 2015	
C2.I5	Five module training curriculum and a technical manual available in creole developed						Yes	Finished	
						Oct 2016	Apr 2014		

Component 3: Component III: Improving Post Harvest Quality and Consolidating the Supply Chain Weight: 25% Classification: Satisfactory	C3.I1	Cumulative number of producers trained on post-harvest processing, disaggregated by sex	650	1200	3500	7500	10000	3962	On Course
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2017	
	C3.I2	Cumulative number of collection points established with improved quality control and storage facilities	0	5	10	15	20	52	Finished
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2017	
Component 4: Component IV: Improving Access to Finance for MSMEs in the Value Chain Weight: 10% Classification: Unsatisfactory	C3.I3	Central conditioning center established for final processing and storage of grain						Yes	Finished
							Oct 2017	Jan 2016	
	C3.I4	Web- based purchasing platform and mobile payment system operational						Yes	Finished
							Oct 2016	Dec 2017	
Component 5: Knowledge management and strategic communication Weight: 5% Classification: Unsatisfactory	C4.I1	Cumulative number of farms trained in business and financial management	0	20	100	300	600	36	Delayed
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2017	
	C4.I2	Number of farms accessing credit or other financial products (CRF230500), disaggregated by sex	0	20	100	200	300		Delayed
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019		
	C4.I3	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.I1	Number of institutions who access MIF knowledge products or knowledge transfer activities (CRF 150100)	0				4		
							Sep 2019		
	C5.I2	One detailed business case on local sourcing from smallholders	0				1		
							Oct 2018		
	C5.I3	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	1	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	2298	Dec 2017	
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	3962	Dec 2017	

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
		Dec 2017: Building strong commercial relationships with a core group of farmers will stabilize both prices and supply within that core group. Even if prices on the market drop, the required volume is secured by annual or seasonal contracts. Brana would benefit from a stable price and therefore from a slightly above market price.	
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:

- We had a plant pathologist from Kansas State University (Dr. Chris Little) come to Haiti to train our agents and workers on diseases that may affect sorghum in Haiti. Following this visit an Integrated Pest Management guide will be drafted for local use.
- Last quarter we started organizing business and financial training for our best performing farmers. They learn how to manage their budget and maximize profits. They also learn about setting up a small business.
- We have continued to strengthen the relationship with other major players in the sorghum supply chain such as Etoile du Nord and CHIBAS. This will eventually reinforce the supply chain as a whole as knowledge and resources such as equipment can be shared.

SECTION 6: PRACTICAL LESSONS

	Relative to	Author
1. As we purchase larger volumes of sorghum it becomes increasingly important to focus on quality control from harvest to final delivery to the brewery. An lesson we learned it to put in place a system to manage the stock of quality control tests and consumables such as aflatoxin test strips.	Sustainability	Hilhorst, Luc
2. The manager directly supervising the technical agents in the field needs to be in the field with them and act as a bridge to the home office. The technical agents need guidance and support and this cannot be given from the home office through monthly field visits. This manager should be in the field most of the time supporting the agents and reporting back to the home office once every two weeks.	Implementation	Hilhorst, Luc
3. The yield per hectare on the larger farms turned out to be relatively low. These farms harvest mechanically and therefore need short hybrid varieties imported from the US. These varieties are not optimized for the Haitian climate and conditions and will therefore need more inputs such as fertilizer. Regular soil testing should be conducted on site in order to select the most appropriate variety.	Sustainability	Hilhorst, Luc
4. Collaboration between Etoile du Nord, CHIBAS and SMASH needs to continue to be intensified in order to make sure the respective activities are executed effectively. An example is that CHIBAS managed large scale seed distribution however with insufficient follow up to verify if this seed was actually planted. The result was a very low planting rate. Had this distribution been done hand in hand with farmer support from SMASH field agents the planting rate would likely have been higher. Distributing free seeds is not a guarantee at all that farmers will plant.	Sustainability	Hilhorst, Luc
5. One of the weak points we have encountered during the past two planting seasons is the low availability of heavy agricultural equipment in the SMASH regions. The little equipment that's available is often badly maintained and breaks down often during land preparation causing delays and sometimes missing the season. The lesson we learned is that available equipment must be inspected a month ahead of being operational in order to have time to get necessary parts and repairs. There should also be a mechanic present during land preparation in order to do repairs on site.	Sustainability	Hilhorst, Luc