

PROJECT STATUS REPORT

JANUARY 2018 - JUNE 2018

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.

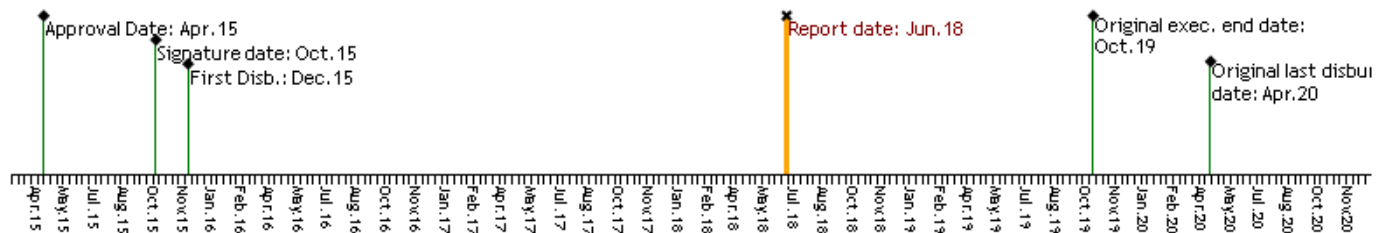
Design Team Leader:

YOLANDA STRACHAN

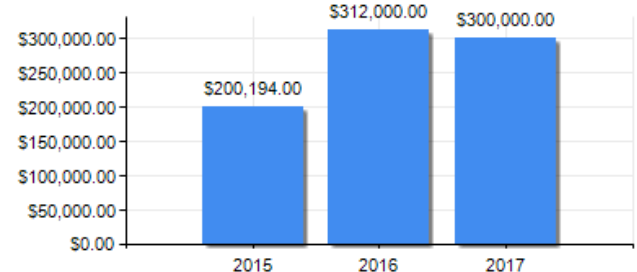
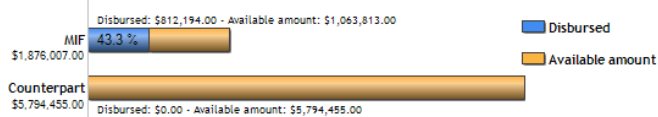
Supervision Team Leader:

YOLANDA STRACHAN

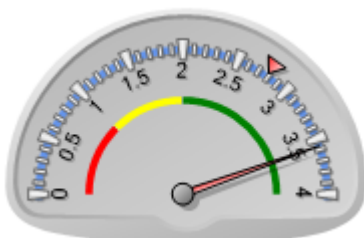
PROJECT CYCLE



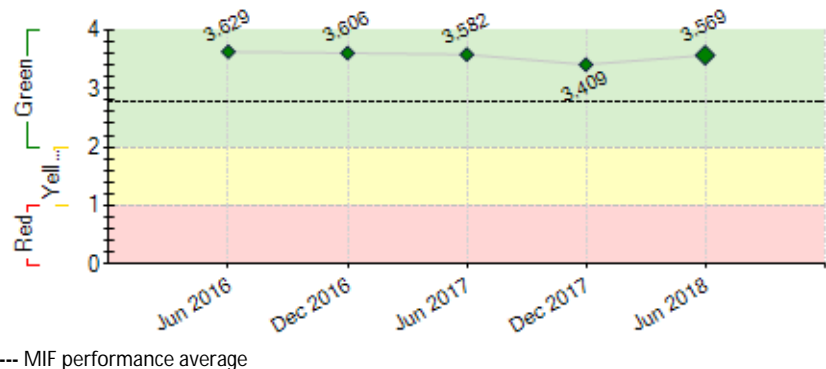
FUNDS



PERFORMANCE SCORE



Current score: Satisfactory: 3.569
MIF Average: 2.788



EXTERNAL RISKS

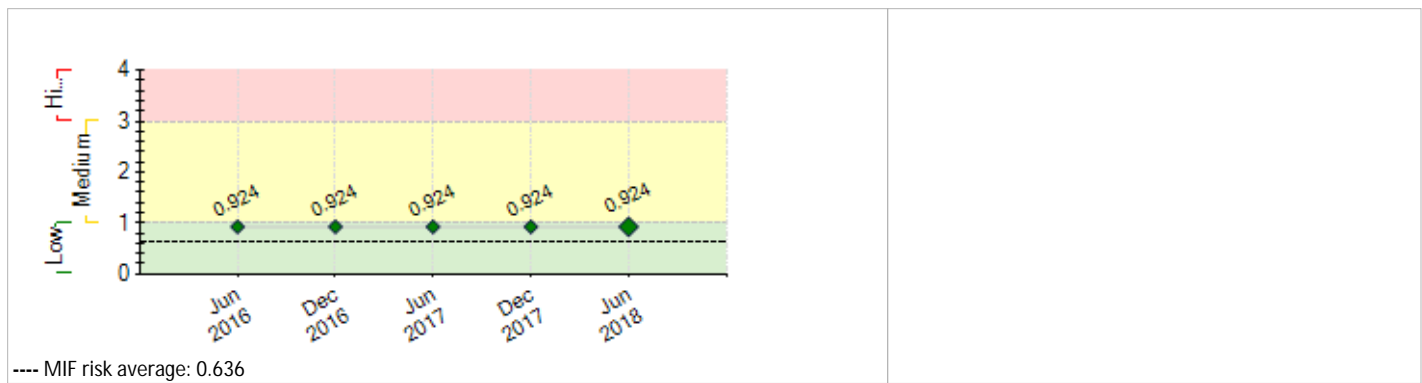
INSTITUTIONAL CAPACITY

Risk

Financial Management: Medium

Procurement: Medium

Technical Capacity: Low



SECTION 2: PERFORMANCE

Summary of project performance since inception

- 4,059 farmers sold to BRANA cumulatively
- Cumulative sales to BRANA generated by SMASH farmers: USD \$559,365
- A total of 1044.7 MT of sorghum purchased by SMASH;
- 2,730.8 MT of sorghum processed at Etoile du Nord
- 294 agronomists trained in improved sorghum production techniques
- 4,044 farmers trained on post-harvest processes
- 106 farmers trained in business and financial management
- 2,434 farmers applying new techniques

Difficulties and delays: we are catching up on the indicator related to financial and business training. We expect the farmers accessing financial products indicator to follow, as these trainings are designed to make farmers better understand how to manage their fields as a business. Next semester we will start enrolling farmers in micro-financing programs.

Risks: Main risks for SMASH remain twofold: agronomic (pests and diseases) and climatic: periods of drought and heavy rain seem to follow consecutively, causing constant stress for the sorghum plants and low yields.

Critical actions:

- 1 Continue financially supporting the development of Papepichon
 - 2 Continue to invest in more mechanization for smallholders
 - 3 Double the number of farmers trained in financial and business management
 - 4 Further develop the pre-financing model where we pre-pay mechanization or other services to farmers (form of accessing financial product)
- Comments from the Supervision Team Leader: See how we can boost the yields despite the aphid situation
- Agree with the Executing Agency comments

Summary of project performance in the last six months

- Total sales to BRANA generated by SMASH farmers this semester: USD \$166,345.00
- 222.5 MT of sorghum processed in Etoile du Nord
- 70 farmers trained in business and financial management
- 136 farmers applying new techniques this semester
- 51 agronomists trained in improved sorghum production techniques
- Successful local sourcing trip to Burundi, presentation at World Sorghum Conference in South Africa
- Launch of SMASH mini video documentary in June 2018
- Start of design of the next phase of SMASH

Delays and difficulties: the indicator related to access to financial products is delayed; with 106 farmers trained in financial and business training we are finalizing a list of farmers that qualify for micro-credit and other products. Despite being confident that we will close the program with some very high quality clients for financial products, our target may be a little ambitious compared to the core base of farmers qualifying for financial products. Rainfall remains a difficulty which we mitigate by pre-financing irrigation where appropriate and advising on drainage in case of excess rain. Both aimed at keeping yields stable.

Next Semester Priorities:

- Test additional US hybrid varieties and launch a local short stalk variety
- Support and develop the new Regional Sorghum Production Coordinator position
- Continue to consolidate and connect the supply chain (from seed to brewing)
- Introduce field level aflatoxin testing and continued quality control
- Finalize the design of SMASH 2.0

Comments from the Supervision Team Leader

Agree with the Executing Agency comments

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	112
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2018
	I.2 Cumulative metric tons of sorghum purchased by BRANA	400	1100	3300	5100	7600	1044.7
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2018
	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	559365
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2018
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	4059
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2018
	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	2.5
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2018
	R.3 Cumulative number of farms that have adopted new technologies or practices (CRF 230100). Disaggregated by sex	650	1500	3500	7500	10000	2434
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2018
Component 1: Component 1: Developing a Climate Smart Production System Weight: 20% Classification: High Satisfactory	C1.1 Number of rounds of seed variety testing completed (cumulative)	4	6	8	8	8	Finished
		Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2017	
	C1.2 Suitable seed varieties replicated and ready for distribution to farmers (1 variety)					Nov 2018	Finished
Component 2: Component II: Raising Farmer Productivity. Weight: 40% Classification: High Satisfactory	C2.1 Number of demonstration plots established (each year)	29	25	25	25	10	79
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2017
	C2.12 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	32
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2018
	C2.13 Number of technicians trained in improved sorghum production techniques (each year). disaggregated by sex	0	100	100	100	50	294
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2018
	C2.14 GPS enabled monitoring database operational					Yes	Finished
						Oct 2016	Jul 2015
Component 3: Component III: Improving Post Harvest Quality and Consolidating the Supply Chain Weight: 25% Classification: Satisfactory	C2.15 Five module training curriculum and a technical manual available in creole developed					Yes	Finished
						Oct 2016	Apr 2014
	C3.1 Cumulative number of producers trained on post-harvest processing. disaggregated by sex	650	1200	3500	7500	10000	4044
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2018
	C3.12 Cumulative number of collection points established with improved quality control and storage facilities	0	5	10	15	20	52
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2017
	C3.13 Central conditioning center established for final processing and storage of grain					Yes	Finished
						Oct 2017	Jan 2016
Component 4: Component IV: Improving Access to Finance for MSMEs in the Value Chain Weight: 10% Classification: Unsatisfactory	C3.14 Web- based purchasing platform and mobile payment system operational					Yes	Finished
						Oct 2016	Dec 2017
	C4.1 Cumulative number of farms trained in business and financial management	0	20	100	300	600	106
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2018
	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	
	C4.13 Cumulative number of producer organizations strengthened	0	1	3	3	3	3
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Jun 2015
Component 5: Knowledge management and strategic communication Weight: 5% Classification: Unsatisfactory	C5.1 Number of institutions who access MIF knowledge products or knowledge transfer activities (CRF 150100)	0				4	
						Sep 2019	
	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	10	Oct 2017	38	Jun 2016	Achieved

	storage facilities					
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	2434	Jun 2018	
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	4059	Jun 2018	

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. 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.	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:** HP - Highly 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:**

- Last semester saw the visit of a John Deere mechanic who fixed a number of tractors and identified parts to be shipped to Haiti in order to keep machinery running in critical times and — most importantly — transfer knowledge to local mechanics in repairs and maintenance.
- We created the position of Regional Sorghum Production Manager to consolidate all sorghum production activities. Previously the supply chain elements were disconnected and more fragile as each element independently can disrupt the chain
- Past semester we established some key contacts with seeds producers and traders and have been trying multiple varieties in order to always have a plan B when it comes to seed. We also establish the contact with a local plant breeder to guarantee sustainability
- SMASH started drafting a business plan to set up production and learning farms (BRANA farms) with two main focus points: sorghum volumes and a teaching / learning facility
- The SMASH team went on local sourcing exchange trips to Jamaica and Burundi mutually benefiting from many key learnings and growing a valuable network of experts that can support our objectives

SECTION 6: PRACTICAL LESSONS

1. Continue investing in mechanization and equipment maintenance: Despite there being a relatively high volume of agricultural machinery in Haiti, the state of most of it is rather deplorable. Mechanization remains a priority in working towards profitable sorghum production. Last year we identified the priority of organizing farmers into blocks to increase access to mechanization services. SMASH will therefore continue to invest in ensuring that mechanization remains available and accessible at critical times.	Relative to Sustainability	Author Hilhorst, Luc
2. Plan STTA for the long term: Short Term Technical Assistance should be planned over the long term, with repeat interventions planned at key times. As an example, SMASH brought in a John Deere mechanic as described later in this report. His visit was successful, and he was able to repair several machines and whet stakeholder appetites for more. This first visit wouldn't be of much use on its own, so SMASH plans to bring him back quarterly to build an inventory of essential spare	Sustainability	Hilhorst, Luc

parts, train local mechanics and design a long-term maintenance program.

3. Invest in continuous capacity building: Capacity development and training should be a continuous exercise for maximum impact. Rather than offering a single training to our farmers or staff, effective capacity building should consist of a series of trainings, each a step toward the desired result. Related to this lesson-learned is the recommendation that capacity building should happen on every level of the organization from the farmers and other value chain actors to the project staff.

Sustainability

Hilhorst, Luc

4. Keep the different production elements connected: Over time, various aspects of production like seed management, extension, harvest and purchasing became disconnected and activities were siloed. This was also evident at the management level, with different team members supervising their different elements. At the end of Year 5, SMASH changed its management structure and introduced production coordinators to oversee all aspects of production within each of their respective regions.

Sustainability

Hilhorst, Luc