

PROJECT STATUS REPORT

JULY 2018 - DECEMBER 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.

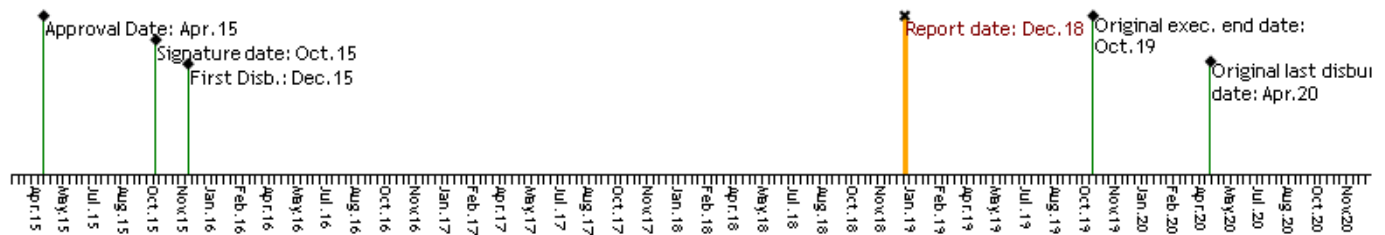
Design Team Leader:

YOLANDA STRACHAN

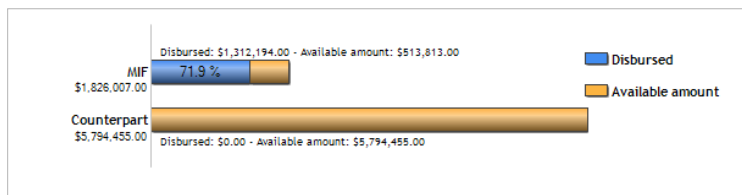
Supervision Team Leader:

YOLANDA STRACHAN

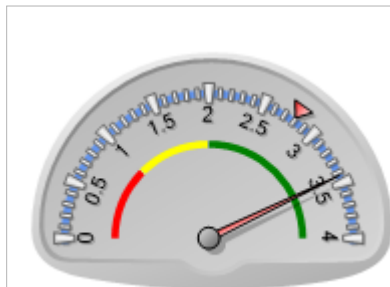
PROJECT CYCLE



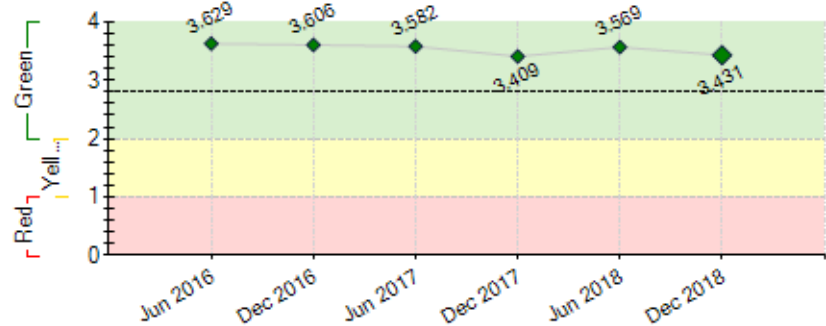
FUNDS



PERFORMANCE SCORE

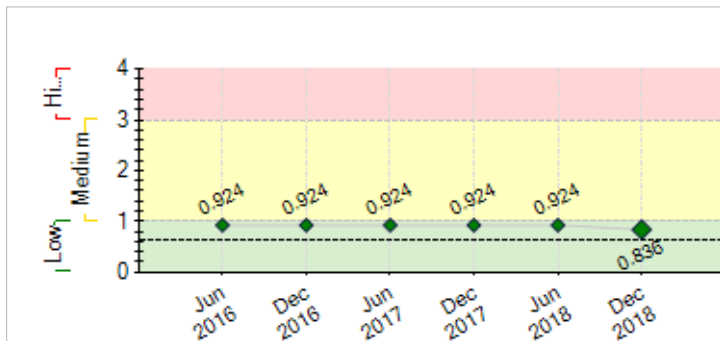


Current score: Satisfactory: 3.431
MIF Average: 2.796



----- MIF performance average

EXTERNAL RISKS



----- MIF risk average: 0.644

INSTITUTIONAL CAPACITY

Risk

Financial Management: Medium

Procurement: Medium

Technical Capacity: Low

SECTION 2: PERFORMANCE

Summary of project performance since inception

- 4,383 farmers sold to BRANA
- Sales to BRANA generated by SMASH farmers: USD \$773,133
- Increase in average yield: 57%
- 2,808 farmers applying new techniques
- 1,295.7 MT of sorghum purchased by SMASH
- 3,117.5 MT of sorghum processed at EDN
- 354 agronomists trained
- 4,310 farmers trained on post-harvest processes
- 146 farmers trained in business and financial management

Difficulties and delays: sorghum volumes purchased have suffered from climatic and pest challenges and need to be boosted next semester. Increased access to mechanization and improved post-harvest practices should help us realize this objective. A consultant joining us during next semester will select a number of farmers to access credit.

Risks: Main risks for SMASH remain agronomic (pests and diseases) and climatic: periods of drought and heavy rain seem to follow consecutively, causing constant stress for the plants and low yields. An additional risk is price instability. In the past year we have seen the price of sorghum increase. Finding a balance between a fair price for smallholders and an interesting business case for BRANA is key.

Critical actions:

1. Procure production and post-harvesting equipment to continue offering smallholder farmers access to machinery
2. Continue to increase the number of farmers trained in financial and business management in all region
3. Increase access to mechanization through contractors but also our own equipment with trained operators and mechanics

Comments from the Supervision Team Leader

Agree with the Executing Agency comments

The project has completed its activities in training and is focusing on improving quality and productivity and efficiency. A new short stalk sorghum variety is being tested that is resistant to pests, drought, and suitable to mechanized harvesting. Funds were reallocated to the construction of the super MCC and mechanization equipment to reduce bottlenecks in the supply chain. These investments are expected to be operational in the first half of 2019.

Summary of project performance in the last six months

57% increase in yield per hectare in the past semester

Farmer sales to BRANA: USD \$213,768.00

387.1 MT of sorghum processed in Etoile du Nord

40 farmers trained in business and financial management

374 farmers applying new techniques

60 agronomists trained

3 new Agronomists hire

Delays and difficulties: After a year of focus on production and higher volumes of sorghum, SMASH has hired a consultant to update training modules, introduce sustainable innovations to mitigate bird damage, various pests and post-harvest loss. His role includes selecting qualified farmers to enroll in a formal (micro-)credit program. Further difficulties lie mostly in micro-climatic factors such as drought in certain places and rain floods in other places. The lack of available labor and rising costs of this labor force, as well as mechanized services remains a challenge that SMASH will try to mitigate by having its own machines and operators. This should help us stabilize costs for farmers. The instability of the new local sorghum variety Papepichon caused additional issues at harvest due to delays in plant development. As the variety will be further developed this challenge should be solved in the near future.

Critical actions:

Train an additional 1,500 to 2,000 farmers

Train 120 farmers in business and financial management

Have up to 20 farmers access credit

Commission new machines and equipment and train operators

Field test three (3) new local varieties in different regions

Comments from the Supervision Team Leader

Agree with the Executing Agency comments

The project has completed its activities in training and is focusing on improving quality and productivity and efficiency. A new short stalk sorghum variety is being tested that is resistant to pests, drought, and suitable to mechanized harvesting. Funds were reallocated to the construction of the super MCC and mechanization equipment to reduce bottlenecks in the supply chain. These investments are expected to be operational in the first half of 2019.

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	78.4	
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2018	
	I.2 Cumulative metric tons of sorghum purchased by BRANA	400	1100	3300	5100	7600	1295.7	
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2018	
Purpose: To enhance the capacity of small scale producers to supply sorghum to commercial buyers on a long-term basis	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	773133.04	
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2018	
	R.1 Cumulative Number of farms selling to new domestic or export markets (CRF 330601). (disaggregated by sex)	650	1500	3500	7500	10000	4383	
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2018	
Component 1: Component 1: Developing a Climate Smart Production System Weight: 20% Classification: High Satisfactory	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	57.77	
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2018	
	R.3 Cumulative number of farms that have adopted new technologies or practices (CRF 230100). Disaggregated by sex	650	1500	3500	7500	10000	2808	
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2018	
Component 2: Component II: Raising Farmer Productivity. Weight: 40% Classification: High Satisfactory	C1.I1 Number of rounds of seed variety testing completed (cumulative)	4	6	8	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)					Nov 2018	Jun 2016	Finished
	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	35	Finished
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2018	
	C2.I3 Number of technicians trained in improved sorghum production techniques (each year). disaggregated by sex	0	100	100	100	50	354	Finished
		Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2018	
	C2.I4 GPS enabled monitoring database operational					Oct 2016	Jul 2015	Finished
	C2.I5 Five module training curriculum and a technical manual						Yes	Finished

	available in creole developed						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	4310	Delayed	
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2018		
	C3.I2	Cumulative number of collection points established with improved quality control and storage facilities	0	5	10	15	20	73	Finished	
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2018		
	C3.I3	Central conditioning center established for final processing and storage of grain						Yes	Finished	
C3.I4	Web- based purchasing platform and mobile payment system operational						Oct 2017	Jan 2016		
							Yes	Yes	Finished	
							Oct 2016	Dec 2017		
Component 4: Component IV: Improving Access to Finance for MSMEs in the Value Chain Weight: 10% Classification: Unsatisfactory	C4.I1	Cumulative number of farms trained in business and financial management	0	20	100	300	600	146	Delayed	
			Oct 2015	Oct 2016	Oct 2017	Oct 2018	Oct 2019	Dec 2018		
	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	3	On Course
Component 5: Knowledge management and strategic communication Weight: 5% Classification: Satisfactory	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	1	Finished
								Oct 2018	Sep 2017	
	C5.I3	One mini video documentary describing the SMASH program	0					1	1	Finished
							Oct 2018	Jul 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	6500	Dec 2018	Achieved
M9 One detailed case study on local sourcing from smallholders	1	Apr 2019	1	Sep 2017	Achieved
M10 10,000 farmers providing sorghum to BRANA under the SMASH program	10000	Oct 2019	4383	Dec 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	CASEI 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	We are confident that we will find qualified farmers and associations, however not the quantity stated in the project objective. Credit costs money and current resources of smallholders are very limited as it is. 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:

A concept paper for the next phase of SMASH (SMASH 2) which should run over an additional five years has been submitted to USAID and BRANA. This new project phase that will have strong focus on production, increased yield as well as training for farmers, students and agronomists will contribute to the sustainability of the sorghum value chain in Haiti.

SMASH has started the process to procure its own machines and equipment. Parallel to local service providers we will be able to offer access to mechanization for smallholder farmers. This equipment will also improve efficiency and seed quality. A training program for operators and mechanics is part of the package for each piece of equipment.

The release of two new local varieties will increase sustainability as it mitigates the risk of pests and climatic factors. It will also allow us to test these varieties and establish which variety is best adapted to which region.

The development of a short stalk sorghum variety which is well underway will open the doors further to mechanized harvesting. Harvest is one of the most expensive activities for smallholder farmers and offering them this service will boost their profits.

SECTION 6: PRACTICAL LESSONS

	Relative to Risk	Author
1. it is key to prepare as much as feasible for climatic and / or agronomic challenges such as pests. Even if a sorghum variety is doing well during a certain period, this can change quickly. Variety research and development is therefore key. Being able to deploy a new variety relatively quickly is important. Admitted, the challenge with climatic and agronomic issues is that they are very hard (or impossible) to predict.		Hilhorst, Luc
2. Developing a value chain from the bottom up takes more than five or six years. In order for it to develop organically from a solid foundation you need several of these project cycles. SMASH 1 can be considered the foundation, and hopefully SMASH 2 will build on that foundation. The lesson here is to foresee a longer period of investments in order to create the necessary economic elements that allow smallholder farmers to continue on their own.	Sustainability	Hilhorst, Luc
3. Parallel to training we should also continue to increase access to mechanization. Sorghum is a crop that requires a lot of attention and labor; the more traditional production methods will lead to losses for farmers. In other words, training only is not enough.	Sustainability	Hilhorst, Luc