

Annual Report

December 31

2010

This document provides an update of the projects implemented by EUCORD in the year 2010. Any important changes in EUCORD structure is also explained in this report.

2010 Global projects & Financial Statement



Projects worldwide

MALI

Project title: Linking Fertilizer Micro dosing with Input-Output Markets to Boost Smallholder Farmers' Livelihoods

Country: Mali

Project length: 2009-2012

Goal:

To increase the production of millet, sorghum and cowpea by at least 50% accompanied by an increase in farm income of 30% for 130,000 farm households in Mali by the end of the project through a wide scale dissemination and adoption of the Fertilizer Microdosing and Warrantage System.

Project description:

EUCORD has been sub-contracted by the Institut d'Economie Rurale (IER) in Mali to assist with the implementation of the AGRA funded "Achieving pro-poor green revolution in dry lands of Africa: linking fertilizer micro-dosing with input-output markets to boost smallholder farmers' livelihoods in Mali". Other partners include ICRISAT and a local NGO, Voisins Mondiaux. EUCORD is focusing on the diffusion of micro-dose fertilization technology in rainfed crops including millet, sorghum, maize and others. Micro-dose fertilization allows for a more efficient and cost-effective application of fertilization resulting in higher yields using the same or less amount of fertilizer. This technology is particularly relevant given the current high cost of (imported) inorganic fertilizers.

Activities:

- To scale out the fertilizer micro-dosing technology among smallholder farmers in the project sites;
- To scale out the inventory credit system (warrantage) in order to improve access to inputs and outputs market;
- To enhance the capacity of farmers, and agro-dealers in integrated soil fertility management;
- To provide science-based solutions to researchable issues backstopping to project field activities to improve system performance and sustainability;
- To monitor and assess the impacts of the interventions adopted on livelihood of the smallholder farmers.

Accomplishments:

- At the end of November, 104 fertilizer demonstrations (including some in school fields) had been organized in 44 villages of the Segou region;
- Five warrantage (inventory credit) stores or storage areas were being remodeled; two others were being constructed.

Total project budget: USD 700,000

Funders: Alliance for a Green Revolution in Africa (AGRA)

Project title: **Multiplication of groundnut seeds**

Country: Mali

Project length: 2005-2010

Goal: To assist IER's Groundnut Program in the supervision and the training of producers of groundnut seeds in rural area.

Project description:

Under IER's Groundnut Program, EUCORD, working in partnership with the NGO Kilabo, signed an agreement with IER to train groundnut seed multiplication farmers in the production of improved seed varieties provided by ICRISAT and IST. This activity has been on-going since 2005 in 4 villages in the districts of Dialakoroba and Sanankoroba. EUCORD intervened in particular in the prefecture of Kati.

The following objectives were defined for the production of seed in rural area:

- To facilitate the supplying of farmers in seeds of quality, in particular those of the federation "Balimayaton" and by extension all the country's seeds producers
- To set up in mid-term of a distribution network of seed at the local and national level;
- Reenergizing production of groundnut by the use of the powerful varieties.

Activities:

- Identifying areas as well as producers of groundnut seeds;
- Supervising the plots of production in collaboration with farmers associations ;
- Training of seeds' producers on the following schemes: the establishment and the leading of a seed's plot, the techniques of groundnut's harvest and conservation;
- Organizing fields visits and write activities report.

Accomplishments:

- Institutional capacities - building of the Federation « Balimayaton »;
- Training and supervision of seeds' producers;
- Creation and training of a network of seeds' producers (gathering 5 farmers and an association of 60 women from the village of Sonkoria);
- Organization of the commercialization from the credit's system Warrantage;
- Support to the seed's production : flower 11 variety = 850 kg; mossitiga variety = 950 kg; ICGV 88 124; variety (Origin ICRISAT) = 320 kg; ICGV 92093 Variety (Origin ICRISAT) = 100 kg

Total project budget: USD 22,213.5

Funders: CFC via ICRISAT and IER

GHANA AND SIERRA LEONE

Project title: **West African Sorghum Value Chain Development**

Country: Ghana and Sierra Leone

Project length: 2006-2011

Goal: The overall objective of the project is to implement a public-private-partnership project that will substantially enhance the sorghum supply chain in both Ghana and Sierra Leone.

Project description:

The project will enable sorghum farmers to meet market specifications by adopting technology in areas where private sector stakeholders (agricultural processors as well as input providers) have a clearly vested interest in facilitating farmers' access to information, skills and market-linked inputs. The beverage industries in both countries (i.e. Heineken, Guinness and their subsidiaries) are committed to purchase locally produced sorghum to be able to substitute a portion of the raw material presently being imported. As an outcome of the project, sorghum farmers will be able to improve productivity and increase their net incomes through greater access to improved inputs, processing technologies, and marketing options provided through commercial agribusinesses and producer associations. Sorghum seed farmers should be able to supply high yielding varieties and private input suppliers and marketing entrepreneurs will improve the quality of their services to their client farmer groups.

In Sierra Leone the project is implemented in close collaboration with the Sierra Leone Agricultural Research Institute (SLARI). In Ghana the project is implemented in close collaboration with TechoServe Ghana.

Activities:

- Introduce better production technologies;
- Facilitate secure access to markets (with local beverage companies);
- Organize farmers in producers/out-growers groups in order to reduce transaction costs for both outputs (sorghum) and inputs (seeds, fertilizers);
- Facilitate access to credit.

Accomplishments:

- The fourth year of the project has continued to yield satisfactory results. Farm revenues during the third year surpassed the USD one million mark for the second time. The success of the project continues to gain international attention of the press and the donor community. Moreover, private sector partners Heineken and Diageo/Guinness have started new local supply chain projects in several other African countries;
- In Sierra Leone two new credit schemes were launched which proved initially very successful.

Evaluation/Testimonials: In 2010 our Heineken partnership in Sierra Leone received the World Business Development Award from the UNDP and the International Chamber of Commerce in New York.

Total project budget: USD 2,897,000

Funders: Common Fund for Commodities, Diageo and Heineken International

Project title: **Introducing Co-operative Credit among Sorghum Farmers in Sierra Leone**

Country: Sierra Leone

Project length: 2007-2010

Goal: The general objective of the project is to develop a cooperative credit facility in Kambia and the Port Loko districts, in association with the sorghum project activities.

Project description:

Specific objectives are:

- To provide seasonal credit to groups of farming families (10-15 households per group) that will enable them to increase their agricultural productivity and cash incomes;
- To train credit groups and assure members are familiar with the principles of mutual guarantees;
- To assist credit groups in building a credit track record that based on timely repayment of previous loans as well as the building of a modest guarantee sum (10% of the loan being requested);
- To train credit group leaders and help them to liaison with credit providers on behalf of their group members;
- To develop the capacity of Finance Salone, micro-credit organization in Sierra Leone, to lend short term credit to groups of small holder farmers.

Activities:

EUCORD's key partner is a national micro finance organization, Finance Salone. Together with Sierra Leone Agricultural Research Institute, EUCORD will be responsible for implementation and monitoring. The main activities are:

- Assist credit group leaders to be better borrowers;
- Facilitate access to market-linked inputs, including seed and fertilizer;
- Establish pilot village saving and loan banks in cases where commercial banks are not accessible or available;
- Provide training services for credit providers;
- Improve the organization of farmers' associations and credit groups;
- Management of the credit and administration of the loans.

Expected outcomes:

At the end of the project at least 2,000 farmers will have been organized in credit groups and will have enrolled in the Finance Salone-Rabobank Foundation seasonal credit program. Each one of these will have a proven record of timely repayment. The average size of the loan will be at least \$ 100 per farm family. This implies a loan program of at least \$200,000 at the end of the project. Cash income of participating farmers will at least double during the life of project.

Evaluation/testimonials: N/A for this reporting period.

Total project budget: €108,240

Funders: Rabobank Foundation (€40,183)

GUINEA AND SENEGAL

Project title: **Potato Value Chain Development in West Africa**

Country: Guinea and Senegal

Project length: 2007-2012

Goal: The main objective of this project is to develop a more competitive potato sector in West Africa, particularly in Guinea and Senegal, and to increase income at the producer, dealer and processor level. It is believed that a more competitive potato sector will have a positive impact on food security and the fight against poverty.

Project description:

The Senegal component was initiated in the second year of the overall project. An important parameter of the potato sector in Senegal is that the Agriculture Ministry is presently implementing a food security program at the national level, which includes 50% subsidies for potato seeds, in order to support that sub-sector. Coordination with that program is key to the success of the CFC-sponsored potato sector. A loan to farmers allowed the purchase and shipment to Senegal of 20 tons of seeds for Arnova, Ditta and Konsul potato varieties. Those varieties are known to perform well in the local environment. The seeds were purchased for the cold off-season (November 2008 - February 2009). Potatoes are growing to the entire satisfaction of producers participating in the project.

Activities:

- To introduce new sustainable technologies for production, post harvest and storage of potatoes;
- To facilitate access by producers to inputs, credit and markets;
- To introduce new sustainable technologies for seed propagation;
- To adapt drip-irrigation techniques to potato seed production;
- To support the emergence of producers and/or propagators able to meet the supply needs;
- To facilitate access to credit;
- To conduct gender sensitivity training;
- Identify preferred varieties for alternative household preparations (boiled; fried; French fried, chips);
- Develop a marketing strategy for alternative uses of potato uses;
- Facilitate export of consumption potatoes to surrounding countries;
- To form National Steering Committees in Guinea and Senegal;
- To conduct workshops and disseminate relevant reports in order to develop information exchange and support mechanisms at the national level among stakeholders such as producers, traders, scientists, extension agents, and ministry officials;
- To leverage additional institutional support to stakeholders.

Accomplishments:

- Major yield increases (over 50%) for potato varieties introduced by the project and increased amounts of potatoes marketed locally; Arnova, Konsul and Ditta varieties were widely adopted; yields ranging from 28 to 37 tons/ha were recorded;
- Following organized field visits, increasing expression of interest by local potato producers (men and women) for purchasing potato seeds produced by project seed multipliers (rather than purchase of imports);
- Participants of local field visits included 1525 producers, including 1200 women. In addition to direct plant growth observations, the visits led to several adaptations of the cultural techniques and post-harvest practices.

Evaluation/Testimonials: N/A for this reporting period.

Total project budget: USD 3,584,026
Funders: Common Fund for Commodities

NIGERIA

Project title: **CropLife-EUCORD Training Partnership for Nigeria**

Country: Nigeria

Project length: 2008-2010

Goal:

The objective is to support CropLife/Nigeria and the USAID/MARKETS project with the training of crop sprayers on the safe use and application of crop protection products.

Project description:

The Nigeria CropLife Training Program provides training opportunities to young rural men in appropriate knapsack spraying techniques in order for them to be able to gain local employment as reliable service providers. A total of six trainings have been conducted in 2008, 2009 and 2010. These training sessions were conducted in collaboration with the MARKETS project and CropLife Nigeria. MARKETS is a comprehensive USAID project established to expand economic opportunities in the Nigerian agriculture sector by increasing agricultural productivity, enhancing value-added processing, and increasing commercialization through private-sector led growth and development. CropLife Nigeria is the national trade association which takes care of the interest of members, manufacturers, importers, distributors, local marketers and users of crop protection and public health products. One of its aims is to promote and encourage public awareness and education on the effective and safe use of crop protection products.

Activities:

- Two training workshops in 2008 for contract sprayers in Ebonyi and Kwara states on the safe and effective application of crop protection products.
- Two training workshops in 2009 for contract sprayers in Anambra and Kano states on the safe and effective application of crop protection products.
- Two training workshops in 2010 for contract sprayers in Benue and Kano states on the safe and effective application of crop protection products.

Accomplishments: During six training-of-trainer workshops held between 2008 and 2010, a total of 180 participants comprising of contract sprayers, input dealers, lead farmers and extension agents were trained on general agricultural practices (GAP), Integrated Pest Management (IPM), safe use, handling and calibration of sprayers among others.

Evaluation/Testimonials: "We have no regrets doing this business; we are better due to it. Many thanks for introducing us to this job that has empowered us economically", Ngozi Nwachukwu, 29 agro-chemical salesgirl, said.

Total project budget: USD 30,000
Funders: CropLife International

Project title: **Children of Hope Project**

Country: Nigeria

Project length: 2008-2011

Goal: To provide care and support for orphans and vulnerable children (OVCs) and their caregivers. To build the livelihoods of members of their households to improve their quality of life.

Project description:

EUCORD, in equal partnership with a local partner, Widows Empowerment Organization (WEWE) leads and builds the capacity of a consortium of ten other indigenous service providers (ISPs) to implement the 'Children of Hope Project' (CH). CH provides livelihood improvement opportunities to care givers of OVC, an underserved segment of the population in Nigeria. In addition to being at higher risk for HIV/AIDS, OVC and vulnerable women caregivers are at an increased risk of suffering psychological distress, economic hardship, school drop-out, malnutrition and food insecurity, loss of inheritance, fear, isolation, stigma, abuse, neglect, exploitation and trafficking. There is a critical need to address these issues with appropriate strategies. CH will provide three core services: income generation, food and nutrition, and training. 4,000 of the caregivers will receive livelihood support reaching 12,000 HIV affected or infected OVC. CH will introduce partnerships with private sector companies, public agencies and local governments as its key strategy. Another key strategy is working in partnership with local indigenous service providers.

Activities:

- Provision of comprehensive and compassionate care for HIV infected and affected OVC;
- Provision of nutritional and psychosocial support;
- Provision of educational and vocational training;
- Train caregivers to provide comprehensive care and support for OVC;
- Strengthen the capacity of families and communities to respond to and care for orphans and vulnerable children in their communities;
- Promote community engagement/local ownership/stigma reduction /prevention;
- Improve systems, structures at local and national levels for OVC care;
- Provision of referrals and linkages for treatment program for comprehensive care for OVC;
- Prevention of the spread of HIV through targeted and age appropriate behavior change messaging.

Evaluation: See success stories here ([link to the PDF with three success stories](#)).

Total project budget: USD 4,997,770

Funders: USAID

BURUNDI AND DR CONGO

Project title: **Increase Food Security and Improve Livelihoods of Sorghum and Rice Producers**

Country: Burundi and RD Congo

Project length: 2009 – 2012

Goal: The overall objective of this project is to increase food security and improve access to primary education by integrating farmers into the supply chain of beverage industries.

Project description: This project, which started on February 1, 2009, is focusing on the inclusion of smallholder farmers into the rice and sorghum value chain, including access to credit and markets. The project permits a simultaneous enhancement of agricultural supply chains for the food and beverage industry while sharing and minimizing the associated risks. It will contribute to improving the livelihood conditions of the households involved by improving food security and generating a regular income. Moreover, by mobilizing social investment funds, the program will involve the community in the development of social projects, such as improving access to primary education in both isolated and impoverished areas. This project is especially focused on the promotion of rice culture in the DRC. A smaller component of the project will support sorghum production in Burundi.

Activities:

Objective 1. Increase agricultural capacity production of rural households.

- Develop and strengthen producers groups and/or associations.
- Train farmers in improved rice and sorghum cultivation and post-harvest technologies.
- Leverage short term credit.

Objective 2. Limit DRC and Burundi dependency on imported food products.

- Establish six long-term partnerships between producer groups, intermediaries and agro-processors.
- Develop marketing capacities.
- Facilitate transport and other logistics.

Objective 3. Improve primary school conditions and increase school enrolment for children in rice and sorghum producing communities and for children in Kinshasa.

- Mobilize and manage the social funds.
- Support school construction and school facilities.

Evaluation/testimonials: N/A for this reporting period.

Total project budget: USD 4 million

Funders: Dutch Ministry and Heineken International

Project funders

Corporations

East African Breweries Ltd., Diageo

Heineken International

CropLife International

IER

Foundations

Rabobank Foundation

Government agencies

Ministry of Foreign Affairs from the Netherlands

Multilaterals

Common Fund for Commodities (CFC - UN)

Nonprofits

Alliance for a Green Revolution in Africa (AGRA)

USAID

Research institutes or universities

International Crops Research Institute for the Semi Arid Tropics (ICRISAT)

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Financial Statement

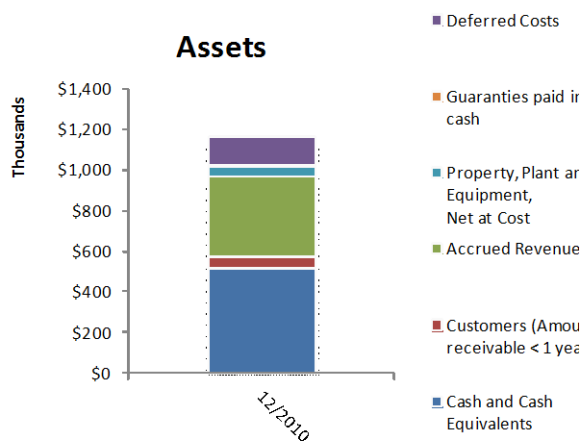


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Financial Statements

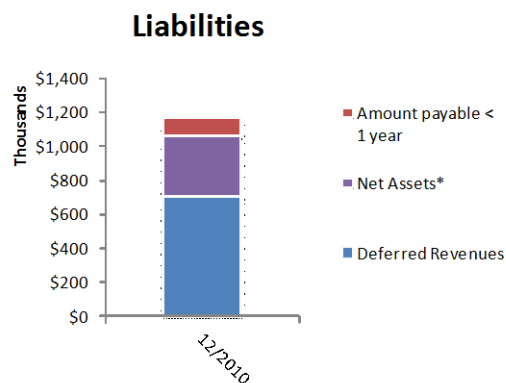
ASSETS

Year	12/2010
Current Assets	
Cash and Cash Equivalents	\$518,995
Customers (Amounts receivable < 1 year)	\$56,821
Accrued Revenues	\$389,220
Deferred Costs	\$137,691
Total Current Assets	\$1,102,728
Investments	\$0
Property, Plant and Equipment, Net at Cost	\$51,712
Guaranties paid in cash	\$6,003
TOTAL ASSETS	\$1,160,442



LIABILITIES AND NET ASSETS

	12/2010
Deferred Revenues	\$704,902
Amount payable < 1 year	\$101,952
Noncurrent liabilities	\$0
Total Liabilities	\$806,854
Net Assets*	\$353,588
TOTAL LIABILITIES AND NET ASSETS	\$1,160,442



* 2011 Result was affected to a special category for Severance liabilities.



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	2010	**
Turnover - Contracts and Operating Grants	\$3,410,925	
- Depreciation	-\$51,708	
- Raw materials, consumables, services	-\$2,816,919	
- Remuneration, social security costs & pensions	-\$702,669	
- Other operating charges	-\$8,333	
= Operating Surplus	-\$168,704	
+ Financial income	\$16,955	
- Financial charges	-\$45,152	
= Gain (loss) on ordinary activities	-\$196,901	
+ Extraordinary income	\$55,301	
- Extraordinary charges	-\$33,225	
TOTAL SURPLUS (LOSS) of the period	-\$174,825	
Change in Net Assets	-\$174,825	
Net Assets at the beginning of Year	\$528,413	
NET ASSETS AT CLOSURE DATE	\$353,588	

** In 2010 and 2011, large gross revenues were acquired for the sub-awards (ISPs) from the CH project on which no ICR can be charged. This is why the turnover is going down. But this fact doesn't affect our surplus.

Operating surplus

