

# Annual Report

December 31

# 2009

This document provides an update of the projects implemented by EUCORD in the year 2009. Any important changes in EUCORD structure is also explained in this report.

## 2009 Global projects & Financial Statement



# Projects worldwide

---

## MALI

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

**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 Micro dosing 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 rain fed 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.

**Total project budget:** USD 700,000

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

**Project title:** Multiplication of groundnut seeds

**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.

**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.

**Evolution during the year 2009:**

This project has reached the end of its third year on March 31, 2009 and was evaluated in July, 2008. The external evaluation team concluded that the project was well implemented, was reaching its targets and that the private sector as well as the NGO partners made their contributions on time. The donor, the Common Fund of Commodities (CFC) considers this project as one of their flagship projects. The fundamental concept of the project was the creation of a public private partnership with the private sector. The private sector partners are interested in procuring large amounts of local raw material (in this case sorghum) while the public and the civil society organizations wish to assure that the commercial benefits of such new value chain end up in the pockets of the (smallholder) farmers rather than with intermediate traders. All partners are interested in raising agricultural productivity, i.e. the application of best agricultural practices, as this makes the agricultural sector more competitive, raises farmers income, and ultimately will lead to lower prices of the raw material.

Table 1 shows the progress in volumes of commercialized sorghum in both countries.

Table 1. Commercialized volume in successive project years (MT sorghum)

Year	Ghana	Sierra Leone	Total
<b>Pilot year (before start of project)</b>	140	20	<b>60</b>
<b>2006-2007</b>	905	40	<b>945</b>
<b>2007-2008</b>	1,350	60	<b>1,410</b>
<b>2008-2009 (projected)</b>	<b>2,500</b>	<b>160</b>	<b>2,660</b>

It seems that this last year the project has really taken off. The number of participating farmers in Ghana has surpassed 5,000 while the number of benefiting households in Sierra Leone is an estimated 1,000. The increase in volumes is partly due to a significant increase in farm-gate prices offered by our commercial partners.

**Challenges:** Despite the continuing success there are some challenges remaining. The main one is developing a high yielding sorghum variety.

Sorghum Varieties. In both countries, the project collaborates with local sorghum breeders in order to develop new varieties but this is a slow process and definite improvements are unlikely before the completion of the project.

**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.

**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.

Regarding the November 2008 –March 2009 seed multiplication campaign itself, the main activities were as follows:

- expansion of seed production sites and seed multipliers network in the Koubia, Lélouma and Tougué “préfectures”
- use of 20.4 additional hectares in 25 sites linked to 129 project beneficiaries (94 women and 35 men); revolving funds were used for the inputs, including funds reimbursed by farmers from the first campaign
- a total of 21,686 kilos from AGRICO varieties and 12,600 kilos of Nicola variety were planted (net weights after deduction of transit losses)
- extension and advising of farmers by official extension and plant protection services, under the implementing agency supervision, as per MOU’s
- introduction of “vermicompost” (bio fertilizer plus bio-pesticide) in 7 demonstration plots, following positive results during the inter season and recommendations by the Agronomic Research Center of Bareng.

Based on the assessment of the first campaign, volumes and quality of seeds and eating potatoes produced are expected to be higher during the second campaign.

The Senegal component was initiated in the second year of the overall project. Mr. Arona Niang, horticulture specialist has been appointed as the national coordinator. 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, of course, key to the success of the CFC-sponsored potato sector. A loan to farmers, from project funds, 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. In addition, substantial decrease of potato losses during storage due to improved conservation techniques and preventive treatments (5 to 10% losses in 2009, as compared to 50% upward before the project) has been observed;

**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.

**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.

**Accomplishments during first two years:**

- Conducted Organizational Capacity Assessment/Technical Organizational Capacity Assessments (OCA/TOCA) and systems strengthening activities for 9 ISPs;
- 251 ISPs staff and volunteers trained on F&N, 228 trained on OVC care and support, 662 care givers trained on IGA, 24 ISPs staff oriented on USAID compliance and 380 ISP staff and Peer educators trained on Peer Education models, 37 ISP staff trained on MPPI/PITT while 15 ISP M&E staff were trained on M&E;
- Provided 4,819 OVC (2,577 Males, 2,242 Females) aged 0-17 with minimum of one care service which is 96.% of FY10 target of 5,000;
- 2,681 (1,169 Males, 1,512 Females) reached with prevention intervention which represents 54% of the FY10 target of 5,000;
- 2,848 OVC (284 Males, 2,564 Females) caregivers enrolled into the program;
- 241 volunteers have been enrolled and active in provision of services to the OVC and their households.

**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.

## **Accomplishments:**

- During the first six month significant progress has been made in both countries. During 2009 Heineken's daughter company Bralima SA has been able to procure more than 5,000 MT rice locally. This implies a local infusion of more than USD 2 million into the local rural economy where in the previous years all rice used by the brewery was imported.
- In Burundi the focus has been on mobilizing farmers to plant more white sorghum. As a result Heineken's daughter company in Burundi, Brarudi SA expects to procure 500 MT during 2010. This is more than Sierra Leone has been able to deliver after four years of project activities.

**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)

# Board of Directors and Officers

---

## Board Members

**FRANK EX**

**CHARLES VAN DER STRATEN WAILLET**

**MONIEL VERHOEVEN**

**HEINRICH TOEPFER**

**Laurence Cockcroft**

**HANS MEGENS**

**FRANK TUGWELL**

## Key staff

### *Headquarters*

**Henk Knipscheer**  
Managing Director

**Niels Hanssens**  
Deputy Managing Director

**Pierre Antoine,**  
Director F&A

**Marie Thirion**  
Operations Manager

**Astère Simbashizweko**  
Project Coordinator in Burundi

**Joseph Egwuonwu**  
Nigeria representative

**Alpha Diallo**  
Project Coordinator in Guinea

**Magatte Ndoye**  
Project Coordinator in Senegal

### *On the field*

**Sako Karamoko**  
Regional Coordinator in Mali

**Frédéric Mbaki**  
Country Programme  
Coordinator in DRC

**Paul Muthangya**  
Project Coordinator in Kenya

# Financial Statement

Liabilities			
Values			
Row Labels		Sum of Amount in EUR	Sum of New Amount in USD
14	€	(318,067.50)	-419484.611
<b>Grand Total</b>	€	<b>(318,067.50)</b>	<b>-\$419,484.61</b>
<b>(Profit) and loss of the Year</b>			
	€	<b>(18,081.10)</b>	<b>\$ (100,457.99)</b>
Values			
Row Labels		Sum of Amount in EUR	Sum of New Amount in USD
44	€	(25,032.52)	-34912.4594
45	€	(26,124.94)	-38312.0337
49			
492000	€	(1,373.94)	-2069.186747
493000	€	(686,042.26)	-914350.61
<b>Grand Total</b>	€	<b>(738,573.66)</b>	<b>-\$989,644.29</b>
<b>TOTAL Liabilities</b>	€	<b>(1,074,722.26)</b>	<b>\$ (1,509,586.89)</b>

Assets			
Values			
Row Labels		Sum of Amount in EUR	Sum of New Amount in USD
23	€	18,781.12	27292.75
24	€	55,127.22	76127.04
26	€	0.00	0
<b>Grand Total</b>	€	<b>73,908.34</b>	<b>\$103,419.79</b>
Values			
Row Labels		Sum of Amount in EUR	Sum of New Amount in USD
28	€	2,491.50	3746.07
<b>Grand Total</b>	€	<b>2,491.50</b>	<b>\$3,746.07</b>
Values			
Row Labels		Sum of Amount in EUR	Sum of New Amount in USD
40	€	245,522.32	353109.7055
41	€	2,247.68	3385
<b>Grand Total</b>	€	<b>247,770.00</b>	<b>\$356,494.71</b>
Values			
Row Labels		Sum of Amount in EUR	Sum of New Amount in USD
49			
490000	€	158,176.42	238213.69
491000	€	84,591.96	100035.56
<b>Grand Total</b>	€	<b>242,768.38</b>	<b>\$338,249.25</b>
Values			
Row Labels		Sum of Amount in EUR	Sum of New Amount in USD
55	€	409,045.60	576822.6966
57	€	151,721.85	209653.2435
58	€	(52,983.40)	-78801.15102
<b>Grand Total</b>	€	<b>507,784.05</b>	<b>\$707,674.79</b>
<b>TOTAL Assets</b>	€	<b>1,074,722.27</b>	<b>\$ 1,509,584.60</b>

<b>Charges</b>		
	<b>Values</b>	
<b>Row Labels</b>	<b>Sum of Amount in EUR</b>	<b>Sum of New Amount in USD</b>
60	471.60 €	\$674.83
61	623,490.60 €	\$884,248.03
62	610,589.25 €	\$864,784.02
63	38,387.95 €	\$53,776.57
65	55,471.91 €	\$9,514.93
<b>Grand Total</b>	<b>1,328,411.31 €</b>	<b>\$1,812,998.37</b>
<b>Revenues</b>		
	<b>Values</b>	
<b>Row Labels</b>	<b>Sum of Amount in EUR</b>	<b>Sum of New Amount in USD</b>
+ 70	-1,341,570.20 €	-\$1,909,661.42
+ 74	-435.75 €	-\$631.78
+ 75	-4,486.46 €	-\$3,163.16
<b>Grand Total</b>	<b>-1,346,492.41 €</b>	<b>-\$1,913,456.36</b>
<b>Profit and Loss</b>	<b>18,081.10 €</b>	<b>\$ 100,457.99</b>