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Burundi Agribusiness Program: Quarterly Report

1 October - 31 December 2009

Under Contract # EDH-I-00-05-00004-00 Order # 222

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Submitted: February 2010

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Acronyms and Abbreviations

ADC	Agent de Développement Communautaire
AFAB	The Urundi Association of Women Entrepreneurs
ARFIC	Agence Régulateur de la Filière Café
ASBL	Association sans but Lucratif
BAP	Burundi Agribusiness Program
BBN	Burundi Bureau of Normalization
CAPAD	The Confederation of Agricultural Producer Associations for Development
CECM	Caisse d'Epargne et Credit Mutuelle
CERADER	Centre de Recherche Agronomique et du Développement Rurale (U Ngozi)
CNAC	Confédération National des Caféculteurs
CNTA	Centre Nationale de Technologie Agro-Alimentaire
COP	Chief of Party
COTR	Contracting Officer's Technical Representative
CQI	Coffee Quality Institute
CTO	Cognizant Technical Officer
CURDES	Centre Universitaire de Recherche sur le Développement Socio-économique
CWS	Coffee Washing Station
DCA	Development Credit Authority
DG	Directeur Général (Managing Director)
DPAE	Direction Préfectorale de l'Agriculture et Elevage
EAFCA	East African Fine Coffee Association
ESF	Economic Support Funds
EU	European Union
FAO	Food and Agricultural Organization of the United Nations
FBU	Francs Burundais
GAP	Good Agricultural Practices
GDP	Gross Domestic Product
GMP	Good Management Practices
GOB	Government of Burundi
HACCP	Hazard Analysis and Critical Control Point
IAB	Industrie Agro-alimentaire de Buterere (dairy)
IFAD	International Fund for Agricultural Development
IMF	International Monetary Fund
INADES	Institut Africain du Développement Economique et Sociale
IQC	Indefinite Quantity Contract
IRAZ	Institut de la Recherche Agronomique en Zootechnie
ISABU	Institut de Recherche Agronomique du Burundi
KTBH	Kenyan Top Bar Hive
LOE	Level of Effort
LOL	Land O'Lakes
MFI	Micro-Finance Institution
MINAGRIE	Ministère de l'Agriculture
MCC	Milk Collection Center
MOU	Memorandum of Understanding
MSU	Michigan State University
NGO	Non-Governmental Organization

OTF	On the Frontier
OCIBU	Office du Café de Burundi (Coffee Board)
PAGE	Projet d'Appui à la Gestion Economique
PRASAB	World Bank Funded Development Program in Burundi
PO	Producer Organization
PP/S	Participants per Session
SCAA	Specialty Coffee Association of America
SCEP	Service Conseil aux Efforts de Privatisation
SIVCA	Société pour la Valorisation Industrielle du Café
SODECO	Société de déparchage du Café
SOGESTAL	Société de Gestion des Stations de Lavage
STTA	Short Term Technical Assistance
UHT	Ultra-High Temperature
USD	US Dollar
USG	US Government
VC	Value Chain
WB	World Bank

Introduction

This activities report is for the first quarter of BAP's third Project Year. Administratively this quarter was characterized by end of the year reporting, data quality assessment/analysis and work planning- both annual and longer range strategic planning and then, in late November/early December we received our request for proposal for PY 3, including the Burundi Business Incubator component which is co-financed with the Dutch and began crafting our responses for submission. We received concurrence from USAID for the recruitment of a Deputy Chief of Party who will have "operations" in their portfolio and began the process of vetting candidates.

Technically, this quarter was a down time for the coffee sector, though the industry itself underwent a tectonic shift as the first 13 GOB Washing Station sales were finalized to a private investor "WEBCOR" , OCIBU was dissolved and a new Government Regulatory Agency for the sector "ARFIC" was born; additionally the private sector coffee sector actors began the process of creating their Interprofessional Trade Association, baptized InterCafe and elected their executive board. The Program hosted one inward buyer's visit, that of Taylor Mork of Crop to Cup Coffee and two STTA, one in coffee promotion and marketing and one from the coffee value chain manager M. Marc Schonland. BAP hosted two workshops, one on lessons learned by participants on exchange visits to Tanzania and Rwanda and one on Coffee Washing Station Management and Business Processes. We continued our weekly radio programming and hosted two panel discussions – the first on the benefits of privatization and the second on responses to coffee cyclicity. Both panels were well subscribed with farmers and coffee sector actors present and the first panel benefitted from the presence of His Excellency the Minister of Good Governance and Privatization. We began negotiations with ISABU and the University of Ngozi on a joint project to stabilize and then improve coffee productivity and with the CATALYST Project on identification of improved fertilization schemes. In Coffee quality we continued our experiment on the impact of drying on coffee quality longevity and began the process of negotiating MOU and developing grant dossiers for improving coffee effluent treatment at select washing stations. We continued our capacity reinforcement to farmer's cooperatives and associations treating themes related to both institutional and organizational viability and improved business practices as well as improved agronomic practices. Further, we began improving our repertoire of promotional materials, upgrading the coffee map for Burundi, developing a poster for inclusion in the exposition booth and drafting an article for Roast Magazine documenting the changes occurring in Burundi's coffee sector. The 2009 crop of coffee arrived at destination in a timely fashion and improvements in moving coffee from Burundi to destination have reassured international buyers and roasters. Still the challenge remains, because the ideal moment for Burundi coffees to appear on the US market is in December so they may be highlighted for Christmas Offerings, this means the coffee must be landed in the second half of November to allow time for distribution, roasting and packaging.

In Dairy we continued our efforts to improve fodder for animals to increase their overall yields, began working on capacity reinforcement of dairy farmers and their associations coupled with assistance in activities prioritization and planning and continued our efforts to augment the downstream capacity of the urban dairy processors.

In horticulture we attended a workshop on organic production and facilitated a workshop on good agricultural and agronomic management practices for a mixed group of project staff, DPAE representatives of key cooperating producer associations. We monitored the implementation of enterprise specific workplans and grant agreements while assisting in the development of grant requests by partner producer associations. Eight production manuals were translated from French to Kirundi and BAP began piloting improved packaging prototypes for fruit and vegetable transport from growing regions to commercial centers. Additionally BAP negotiated a protocol with EUCORD to support outgrower schemes with associations interested in producing white sorghum.

BAP's cross cutting activities began taking off during this quarter with intensified capacity reinforcement for producer associations, improved relations with women's associations and a lot of staff time devoted to prioritizing activities with partners, developing action plans and then using these action plans as a base for business plan and management tool development. Our pipeline for grants began to move. The program facilitated two workshops for Burundi's financial sector during this reporting period, the first concerned an analysis of constraints for financing agricultural sector activities and the second concerned coffee sector campaign financing options. Much time was spent with INTERBANK assisting in jumpstarting the Development Credit Authority and assisting in reporting to Washington. BAP assisted promoters interested in submitting credit dossiers to IBB and collaborated with IBB to understand the metrics against which dossiers would be analyzed and the timing of dossier submission/analysis.

BAP's community water component moved forward, albeit somewhat lethargically, identifying sites for effluent control system piloting, latrine construction and hygiene/sanitation training, preparing necessary bid documents and MOU while assisting communities with their organization and mobilization of resources.

Our Monitoring and Evaluation team was busy with year end reporting, data analysis and presentation but also with a series of studies and impact assessments they designed, implemented, analyzed and documented for the program.

The quarter saw an acceleration in activities and a diversification of partnerships, a phenomena whose momentum must be maintained in the coming quarters and project years.

Value Chains

Coffee

Discussion of Impact and Results from 2009

Results of the campaign from 2009 available in early 2010, shown below in Table 1, demonstrate a marked increase in the volume of direct sales to specialty buyers in 2009 (up 16%)—despite a very poor production year. This is attributable to two factors:

- The impact of BAP buyers missions which led to a multiplication of specialty buyer contacts with CWSs and saw a flourishing of direct sales contracts with new specialty buyers entering the market in 2009 and making direct purchases.
- Recognition of the possibility and interest of making direct sales on the part of both Producer Organizations and CWS management—which is best represented by the increase in bonus payments to producers in the Table below. (This represents the difference between the administratively set fixed price and what farmers actually get through the direct sales channel).

Table 1: Direct Sales to Specialty Buyers

Washing Stations	2008			2009			
	Bwayi & Kinyovu	Kagombe	Total	Bwayi & Kinyovu	Kagombe	Other Stations (20)	Total
Number of Producers selling cherries	3,727	4,097	7,369	3,918	3,105	9,084	16,107
Volume of Cherries Treated (Kg)	1,515,901	2,000,000	3,515,901	223,722	1,047,000	1,642,436	2,913,161
Volume of Specialty Sales (MT green)	52.8	298	350.8	24.6	123.9	257.5	406
Total Value of “Bonus” Paid to Producers (FBU)	23,848,785	40,000,000	60,211,000	18,526,216	24,092,581	61,213,972	103,832,769
Bonus Payment per Kg of Cherries (FBU)	16	20	17	83	23	37	36
Total Average Bonus per Producer (FBU)	6,177	9,763	8,171	5,967	6,149	6,739	6,446

Source: BAP figures as reported from SOGESTALS.

This provides confirmation that the BAP strategy of focusing on quality and strengthening business processes linking farmers to the specialty market is beginning to meet with success. It should be noted that the relatively small values for bonus payments per Kg of cherry result from the fact that many CWS are still unable to ensure traceability between specialty lots and individual farmers, meaning that the Specialty bonus is then distributed over all farmers selling to the CWS, regardless of whether their cherries were included in the higher quality specialty lots. Thus unless, virtually all of the coffee produced in a given station was specialty coffee, this significantly lowers the per KG and per farmer average figures. (The high per KG figures for Bwayi in 2009 attest to its high level of overall quality, allowing a high fraction of total production to be sold as Specialty Coffee.)

Quarter 1 Activities

With the quarter being a downtime in the coffee production calendar, the quarter was marked by a number of key strategic developments both in the sector as a whole and in BAP activities to plan for the next season. Key developments in the sector over the quarter include:

The installation of a management team for the only selected bidder, Webcor, in the GOB's CWS privatization. With a total of 13 CWSs actually privatized in Kayanza and Ngozi Provinces, Webcor announced its arrival by publicizing its approach for the next season in discussions with farmer groups and Coffee Industry players. Its business model, based on buying cherries with a policy of "cash on arrival of cherry" will represent a fundamental and major change that will send shock waves throughout the Burundi coffee industry. SOGESTAL's are particularly concerned with the need to mobilize financing to compete with Webcor and recognize that the gradual unwinding of the publically guaranteed "banking consortium" finance mechanism (which at best never provided sufficient financing for the entire crop) means that they will be hard-pressed to compete with private actors that have more or less total managerial leeway and financial strength from shareholders able to mobilize financing. BAP addressed this particular issue with a workshop and technical assistance from DAI finance specialist Mary Miller (see below, Enterprise Development).

The dissolution of OCIBU and its replacement with a new regulatory body, ARFIC, as well as the creation of a coffee sector coordinating body (the "Interprofession"). Although the mandate of ARFIC is essentially the same as OCIBU, it will be navigating in uncharted waters. The previous monopoly role of OCIBU as market organizer, regulator of quality and sponsor of production assistance will be increasingly challenged by private actors who can do all of this themselves. Also the money pipe into ARFIC/OCIBU will progressively dry up due to a reorientation of sales away from the "clef de reparation" system to direct sales—in which there will not be the automatic deduction that goes to ARFIC.

BAP activities in the major areas of the coffee workplan in the quarter are detailed below

Production

BAP began its production activities for Year 3 with the activities designed largely to help it define its future production assistance strategy, while waiting to hire three agronomists and new ADCs when funding becomes available with the anticipated obligation of year 3 funding, which did not happen in this quarter. Specific activities during the quarter are listed below:

1. The organization of a Workshop on coffee production and cyclical fluctuation held in Ngozi on December 18th. The Workshop included Producer Cooperatives, Provincial Federations, CNAC, SOGESTALS, ARFIC and private coffee actors (Webcor, COPROTRA, Sdl. Ubwiza Bw'ikawa and sdl. Gatukuza...), and representatives from the Ministry of Agriculture, ISABU and World Bank projects PAGE and PRASAB. The Workshop highlighted the somewhat fragmented view of major participants on how and who is responsible and capable of intervening to support production. Ministry of Agriculture and ISABU representatives deplored the World Bank's strategy of focusing only on privatization of washing stations, with little attention to production. World Bank representatives from the PAGE Project defended themselves by noting that that was their mandate given the terms of their project negotiated with the GOB and that production was delegated to ARFIC and the new Interprofession coffee sector governing body. ARFIC said that it, alone, was the organization responsible for production and that it was the body through which subsidized fertilizer was distributed through to Provincial farmer federations. Webcor also intervened to volunteer that it would be subsidizing extension agents and fertilizer in the areas serving its 13 CWSs. CNAC's representative deplored that fertilizer availability and agronomic extension were virtually absent for coffee farmers and that there was no effort to renovate the stock of old coffee trees. The proceedings of the Workshop were broadcast live in Radio Isanganiro in parts of Muyinga and Rutana Provinces.

Following the workshop, BAP staff noted that the only actor in the workshop that committed to engage its own funds in support of production raising activities was the private investor in the 13 stations in Ngozi and Kayanza—Webcor. The issue of funding extension and input costs will need to be addressed by BAP, as it is clear that the stream of funding from the traditional general levy on sales receipts that went through OCIBU/ARFIC has not only had little impact on coffee production, but that it will be progressively shrinking.

2. The elaboration of a protocol of collaboration with ISABU to diffuse coffee research station results. During the quarter the project decided to go forward on a project to collaborate with ISABU and the University of Ngozi to develop demonstration plots to diffuse improved coffee production techniques in order to reduce production cyclicity. This work will be critical in diffusing work that ISABU has already done on reducing coffee cyclicity, but which has had little diffusion beyond the ISABU research Station in Kayanza. Specifically two meetings were held at ISABU-Kayanza to develop a partnership MOU on the 4th and 23rd of December. The key technical elements of the package to be diffused are:

- The planting of pure and appropriate varieties

- The use of tailored fertilizer formulas appropriate for specific soils
- Organic fertilizer

BAP will integrate these demonstration plots into its normal program of farmer leaders based assistance with ADCs along with input and training from three new staff agronomist to be hired when USAID funds for year three become available.

3. Collaboration with CATALYST Burundi to develop a demonstration program for fertilizer and to put in place new sources of supply at a lower cost. One meeting was held during the quarter to discuss collaboration. BAP will explore in the next quarter how to link to the CATALYST program with possible grant support to POs to help fund sustainable systems for buying fertilizer.

4. Explore possible cooperation with a new World Bank project. BAP's Coffee Value Chain leader was invited to take part in a working group involved in the design of the next World Bank project to take over from the current PRASAB project. This project (Projet de Productivité et de Développement des Marchés Agricoles—PRODEMA), will specifically address issues related to the development of the specialty coffee niche and will address the current input supply problems.

Quality and processing

Besides the specific activities listed below, BAP began the quarter by making the strategic decision to add a number of washing stations to its ongoing quality improvement efforts. The new stations are highlighted in the table below in the Year 3 column. The cornerstone of this decision is the principle that BAP assistance is best concentrated on those CWSs that have the most leeway to adopt operational procedures that can improve quality and which have the capacity of mobilizing counterpart financing funds for grants and for needed investments in the CWS. This effectively argues for a greater concentration of privately owned or operated CWSs—which is clear in the Table below. While BAP was working with 20 stations in 2009, the number will increase to 32 in 2010 with 50% of them being privately owned or operated.

Table 2 : BAP Assisted Coffee Washing Stations

Province	Year 1 Cws	Year 2 Cws	Year 3 Cws	Total
Kayanza	Bwayi	Kinyovu; Butegana; Kiryama	Coprotra; CPC; Ruhororo; Fh; SCQ; Cooperative KAZOZA N'IKAWA de Bwayi	10
Ngozi	Murambi	Rugabo ;Ruhama ; Gatukuza	Rutanga; Gitwa; Mihigo	7
Kirundo	-	Gasura	Buhimba	2
Muyinga	Ngogomo	Rugerero, Murago, Kagombe	Nyamasaka	5
Gitega	-	Kibuye; Butemba Mahonda		3
Muramvya	Teka	-		1
Bubanza	-	-	Ntamba	1
Cibitoke		Murwi ,Buhayira, Mugina		3
Total	4	16	12	32 (16 Private)

N B Stations in red are managed by private actors (Webcor, SOGESTALS, farmer cooperatives).

Specific actions to improve coffee quality during the quarter were limited to the following

Cupping evaluation of the results from pyramidal drying. The technique of pyramidal drying developed by BAP for use in pilot washing stations (in order to reduce prolonged heating of parchment that comes with exposure to the sun) is designed to contribute to improved taste profile and, most importantly, prolong the period in which the green coffee can be stored without losing much of its flavor. Two evaluations were held in September and November to establish baseline data points. More evaluations will be done in February and April/May 2010 to measure changes with respect to the earlier baselines. The cuppings are being done by: BAP's quality specialist; Domitien Bizimana, Q grader from Sogestal Kirundo-Muyinga; Gilberte Horugavye, Q grader and student at the University of Ngozi, Eliane Uwihaye, SIVCA Star Cupper; and Jérémie Ndayishimiye, Labo Ngozi.

Improving water treatment and sanitation in CWSs. The coffee Value Chain leader worked with the water and grants/finance specialists to begin the work of elaborating grant dossiers for improved effluent and sanitation in CWSs. One significant obstacle emerged when the DG of ARFIC states to the BAP team that, while he was well inclined to support the installation of infrastructure to improve water quality, he would not be able to commit ARFIC to meeting the 50% matching requirement that BAP has established for the grants. As a result, efforts were focused on privately owned or managed stations. Stations provisionally targeted include: Buhorwa and Kinyovu (SOGESTAL Kayanza), Ubwiza bw'ikawa (Private), Gitwa (SOGESTAL Ngozi), Gatukuza (Private). Of these, only Gatukuza appears reticent about the proposition of introducing improved effluent treatments.

Market development and promotion

One buyers visit occurred during the quarter, as BAP helped arrange the visit of Taylor Mork from Crop to Cup coffee who purchased coffee from Bwayi and Teka stations in the past year through Cafe Imports (importer). After this first year of experience, Mr. Taylor's visit was intended to permit him to develop direct partnerships with producers. Mr. Taylor visited SOGESTAL Ngozi, SIVCA and the CWSs of Gitwa (Ngozi), and Ruhororo (Ubwiza bw'ikawa) and Mutumba. Mr. Taylor is intending to increase the scale of his direct sales in 2010 and is particularly interested in working out a specific agreement with producers organized around a particular washing station. His report is attached to the quarterly report as an annex. See Annex 1.

In addition, marketing consultant Anne Ottaway traveled to Burundi in November to develop a forthcoming feature article that will appear in *Roast* magazine in early 2010. She also interviewed coffee sector actors to begin developing a support and staffing plan for the Interprofession organization.

Enterprise Development

Training Activities

Enterprise development training activities are centered both on individual producers (helping them increase their total revenues from coffee) and on POs. Each is described below

Training actions focused on coffee production

BAPs program of sub-colline level lead farmer trainers working with support from ADCs focused on the following themes during the quarter: seedling production, fertilization, insect prevention and treatment, and general pruning and coffee tree maintenance. These themes offered by ADC at the Coffee Washing Stations to Lead Farmers were the object of 37 training sessions during the quarter with 1,222 participants or an average of 33 lead farmers per session of whom 80% were men.

Training actions focused on producer organizations (POs)

These trainings are focused on members of the governance committees of producer associations and cooperatives at the Washing Station Level. They focus mainly on cooperative management and institutional structure as well as the development of new activities. There were a total of 51 training sessions with 1,479 participants during the quarter, an average of 29 participants/session. Eighty-one percent of participants at these sessions were men.

The total number of participants by theme for both producer and producer organizations are given below in Table 3

Table 3 : Producer and Producer Organization Trainings

THEME	Men		Women		TOTAL	Number of Sessions
	#	%	#	%		
Organization and Management of Producer Associations	706	84	134	16	840	20
Project Design and Business Plan Development	485	76	154	24	639	31
Pest Management	203	80	52	20	255	9
Agronomic Upkeep of Coffee Plantations	235	74	83	26	318	13
Fertilization	396	80	96	20	492	13
Coffee Quality and the Specialty Coffee Market	145	92	12	8	157	2
TOTAL	2170	80	531	20	2701	88

Figure 1: Distribution, by SOGESTAL, of Training Sessions with Lead Farmers during Q1, PY 3

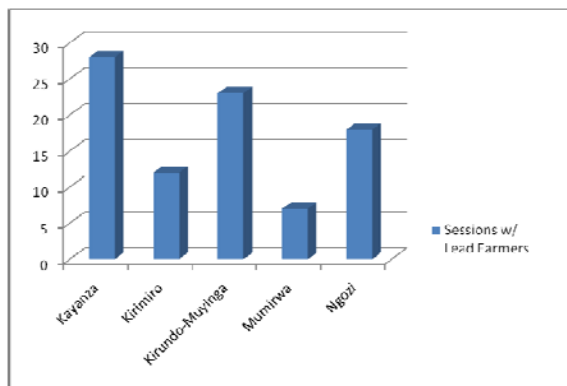
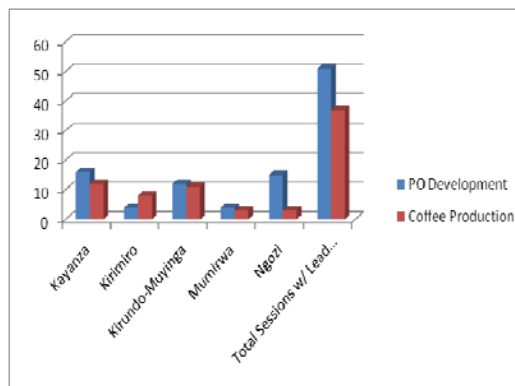


Figure 2: Distribution by thematic category and SOGESTAL of Training Sessions with Lead Farmers during Q1, PY 3



During this quarter more training sessions with lead farmers occurred in the SOGESTAL of Kayanza than in any other SOGESTAL (Figure 1). The fewest training sessions occurred in the SOGESTAL of Mumirwa. In every SOGESTAL except Kirimiro more attention was paid this quarter to Producer Association Development than to Agronomic themes (Figure 2). Women's participation averaged only 20% but was higher at sessions related to project conception and business plan development and agronomic upkeep of coffee plantations. Their participation was lowest at sessions related to coffee quality and the specialty coffee market.

Workshop on Coffee Washing Station Organization and Business Processes

BAP organized a Workshop on coffee washing station practices in Ngozi on December 17 and 18 in order to elicit lessons and recommendations from clients, partners and BAP staff on activities that have been ongoing since the beginning of the project. The Workshop was attended by Cooperative Presidents and the CWS production managers from all the BAP partner CWSs. In addition the Representative of ARFIC and the DGs of several SOGESTALs were in attendance. The objective of the Workshop was to plan on needed actions in the CWS and to identify weaknesses in the program and collect ideas on new approaches. This reflection is critical given all the important changes that happened or will happen in 2009-2010. Of particular importance to the function of CWSs are the following developments:

- The introduction of private Washing Stations in Kayanza and Ngozi either through new investment or through Webcor's purchase of ex-public stations.
- The birth of new cooperatives of producers who are seeking to enter into more formal partnership with CWSs (public and private)
- The creation of new regulatory structures and the freeing-up of privately held stations to operate outside the confines of the clef de reparation

A synthesis of major questions raised during breakout sections in the Workshop is as follows:

1 Why do producers not maintain coffee trees?

Causes	Solutions
Declining soil fertility	Improve soil fertility with fertilizer application (including organic)
Lazy or inexistent extension services from the DPAE and local administrations	Recruit new agronomists specialized in coffee into the extension services
Prices are too low to motivate coffee farmers	
Old aged of a significant portion of the coffee trees	Renew old coffee trees with new plantings
Absence and cost of fertilizer	Technical assistance to producers to raise quality to allow coffee to be marketed as specialty coffee
Irregular application of pesticides at non-optimal dosages	Facilitate access to inputs
Coffee trees often belong to the elderly ; younger people tend to be lazy	Promote financing to farmers
Unavailability of land and mulch	
Coffee trees are often cultivate by people other than the land owners	
Widespread poverty among coffee farmers	

2 Actions to be undertaken by producers and processors to increase quality.

Producers	Processors
Get training in good agricultural practices and on coffee quality factors.	Get equipped with a minimum of equipment needed to produce quality coffee (flotation tanks, drying tables, warehouse, etc...)
Farmer Organizations must start encouraging their members to do a better job of tree maintenance	Use only clean water
	Train CWS workers in quality processing practices
	Pay a good price on time
	Give performance pay to personnel in CWSs.

3 What is the state of relations between producers other actors in the value chain?

With CWSs

The participants signaled that with the training provided by BAP, the relation between CWS managers and workers and POs and Cooperatives is getting better and better as knowledge and understanding of what happens in CWS spreads to more producers and transparency and accountability increase. At many pilot washing stations, since the advent of the project, Producer Organizations actually designate people to be present to control screening of cherries at flotation and drying stages. CWS managers report that this does not pose them any problems and actually welcome it because they say more farmers understand what is acceptable cherry quality and what is not—and that it reduces conflicts. Many of the Producer representatives expressed the desire for a formalization of these informal practices with memorandum of collaboration that would be signed between CWSs and Cooperatives and which would describe mutual engagements of each party, as well as prescribe procedures for fixing prices.

With downstream actors

There is a general lack of close relations due to the fact that farmers are not generally a party to actions downstream from the production of parchment. Even CWS managers say they have little knowledge of sales or marketing arrangements as sales are the exclusive purview of the SOGESTAL Managing Directors. The only way of building relationships between farmers and downstream actors would be if farmers were themselves owners of coffee beyond the reception of cherries at the CWSs. It was noted that farmers wish to have more contact with both dry mills and, most importantly final buyers. They feel that they must better understand the requirements of buyers for quality in order to be able to deliver it. They also wish to be better informed of market prices and the final fob price at which green coffee is exported from Burundi.

4 What actions are needed to develop Cooperatives at the CWS level?

Actions identified by the participants are shown in the following Table.

Table 4 Priority Actions for the Development of CWS Cooperatives

Priority Action	Responsible Entity	Facilitators
Increasing Productivity	Producer Organizations	The GOB and its Agencies (Isabu,Arfic/Interprofession) Development projects (BAP, PRASAB, PAGE)
Sale of Inputs	Cooperatives	Projects and Private Companies (BAP/PRASAB/Webcor) Financial Institutions
Acquisition of 25% share in CWSs	Cooperatives GOB	BAP, Financial Institutions, Firms selected in Privatization bids
Construction of CWSs and « mini-stations »	Cooperatives	GOB via ARFIC BAP Financial Institutions
Producer Training	Development Projects & NGOs (DAI,PRASAB,INADES,ADISCO...)	Producer Organizations
Improvement and maintenance of access roads	GOB	Development Projects Producer Organizations Private coffee industry players

Development of Enterprise Projects/Grant for POs

The Coffee Value Chain staff worked on the development of ten grants application during the quarter. These are described in the Table below.

Table 5: Grants in development with Coffee Groups

#	Name of Applicant	Type of Project	Location	Planned Activities
1.	Coopérative KAZOZA N'IKAWA	Construction d'une mini SDL et collecte du café cerise	SDL BWAYI, Commune MATONGO et Province KAYANZA	-Acquisition des matériels nécessaires pour construire une mini SDL ; -Collecte du café cerise
2.	Coopérative YAGIKAWA	Collecte de café cerise	SDL KINYOVU, Commune MATONGO et Province KAYANZA	-Achat des matériels nécessaires ; -Collecte du café cerise
3.	Coopérative NZOYIYAGA	Achat de café cerise sur quatre centres de collecte	SDL BUTEGANA, Commune et Province KAYANZA	-Acquisition des matériels nécessaires -Collecte du café cerise
4.	Coopérative BARIMYI B'IKAWA TERIMBERE	Collecte de café cerise vente du café vert	SDL MURAMBI, Commune BUSIGA et Province NGOZI	-Acquisition des matériels nécessaires -Collecte du café cerise
5.	Coopérative DUTEZIMBERIKAWA	Collecte et vente de café cerise	SDL RUGERERO, Province MUYINGA	-Location maison servant de bureau de travail ; - Achat des matériels nécessaires, - Collecte et vente de café cerise
6.	Coopérative TWIYUNGE	Collecte de café cerise vente du café vert	SDL TEKA, Commune MBUYE et Province MURAMVYA	Achat des matériels nécessaires ; -Collecte du café cerise
7.	Coopérative TWISUGANYE	Collecte de café cerise vente de café vert	SDL BUTAMBA, Commune MBUYE et Province MURAMVYA	-Acquisition des matériels nécessaires ; -Collecte du café cerise ;
8	SQC	Construction d'une mini-station	Commune Kayanza(exploitation Sebatigita)	Acquisition des matériels nécessaires pour construire une mini SDL ; -achat cerises
9	Cooperative Rusha	Encadrement des producteurs Lutte contre l'érosion Production des plants Production de la fumure organique par compostage	Colline Rusha Commune Bukeye	Acquisition des intrants Assistance en formation
10	CPC	Construction d'une mini station	Commune Muruta	Acquisition d'équipements

All these request present numerous problems that will need to be addressed by the ADCs. None is judged to be acceptable in the current state.

Diffusion of results

In collaboration with radio Isanganiro, the BAP Coffee Team continued to contribute to programs on coffee sector developments that are given each week. At BAP's urging the weekly radio show will be rebaptized in December to be called AKEZA KARIGURA (quality is worth money), changing from the old title of "Coffee farmer : you can speak." The list of people contributing to these shows with BAP's support as well as the topics appears in Annex 2

Actions for next quarter

- The finalization of a plan for supporting production and hiring agronomists
- Continued support to producer groups around CWSs
- Reinforcing institutional collaboration with Public entities and the interprofession.
- Training of Trainers for cupping in Cup of Excellence Methodology
- Determining a placement strategy for a CQC
- Support for the Burundian delegation to EAFCA and the hiring of a marketing specialist
- Continued training on quality for CWS managers and PO Leaders
- Continued communication activities to diffuse information on quality and the changing institutional environment.

Dairy

During the quarter, dairy activities were concentrated on the development of fodder nurseries, the analysis of financing request and following-up with dairy processing enterprises. Each is described below.

Raising Productivity

Production of improved fodder crops. The VC Leader works with ADCs and PO leader trainers to make sure that nursery maintenance in the 4 Producer Organization nurseries was proceeding according to plan. During the quarter field work was done by farmer group members particularly weeding of planting bands, filling up seeding bags, and applying fertilizer and phyto-sanitary treatments. All fertilizer and phytosanitary products were contributed directly by the Producer Organizations.

Transplanting into farmer field has already begun. However the average number of plants by farm is only 400, whereas the project had foreseen doing 600. The reason for the lower figure is that the Producer Organizations experienced more demand than for seen resulting in them deciding to allocate fewer plants by member household. Larger quantities will have to be ordered for the next campaign (in may-august 2010). The distribution of new fodder plants sourced from ISABU will help farmers diversify their fodder plantings which are done now 80% with trypsacum and the rest with pennisetum

Diversifying fodder species. Most Burundian farms have only a few types of fodder crops under cultivation. In particular the use of fodders with high protein content is useful in compensation for the unavailability of concentrated feed mixes. To look for new sources of improved fodder the Value Chain Leader met with technicians in the ISABU stations of Mahwa and Moso to look for fodder crop seed sources. Afterwards, the Value Chain Leader has negotiated with two private farms (the Ferme Latiere de Bukeye and to Bernard Biranyuramwa) to conduct trials and multiplication. The main types of fodder to be multiplied for the next year are:

Leguminous fodder crops ordered by BAP in larger quantities are

- Lablab
- Stylosanthes
- Desmodium
- Leucaena diversifolia
- Calliandra calothyrsus.

Smaller quantities were also ordered of the following leguminous fodder plants : Vigna unguiculata, Cajanus cajan, Cadariocalix, Phaseolus mungo, Pueraria, and Neonotonia. Grasses ordered were: pennisetum (cameroon, keyberg, bana grass, mott et french Cameroon) and brachiaria hybrids (molato I, molato II et malandu) and panicum maximum. The IFAD-financed PARSE program has place large orders for grasses with ISABU and BAP will using some of the ISABU base seeds used to produce sees for PARSE.

Les champs de multiplication et des essais avec les paysans sont en cours de sélection ; la mise en place aura lieu pendant le deuxième trimestre.

Training Sessions for Dairy Farmers facilitated by ADC in Q 1

ADC in two provinces, Muramvya and Ngozi held a total of 10 training sessions with dairy farmers during this quarter. Eight of these concerned the incorporation of forage species as hedgerows on contours to create micro-terraces. A total of 209 persons attended the training sessions. Female participation at these sessions only averaged only 19%. Women's per session participation was highest for the session on project conception and business plan development and lowest for the organization and management of farmer's associations.

Table 6: Participation at Dairy Farmer Training Sessions by Theme and Province

Theme	Muramvya				Ngozi				TOTAL			
	H	F	T	#s	H	F	T	#s	H	F	T	#s
Project Conception and Business Plan Development	34	8	42	1					34	8	42	1
Incorporation of forage species as hedgerows on contours to create micro-terraces	109	36	145	8					109	36	145	8
Organization and Management of Farmer's Associations					21	1	22	1	21	1	22	1
	143	44	187	9	21	1	22	1	164	45	209	10

Assistance to dairy processors

IAB

During the quarter, IAB finally began to produce pasteurized milk on its production line. This opens up new possibilities for resuming market linkage efforts with farmers in Muramvya. However, because the IAB line has entered into production during the rainy season with lots of milk available, IAB has not sought to source milk beyond the immediate zone of Bujumbura.

Other processors

- Contact was made with the Israeli firm Tessa to investigate the sourcing of small scale milk factories that may be more suited to Burundian conditions.
- The Value Chain Leader met with the dairy Nyabisabo to introduce a credit application for a small UHT line with IBB.

- Meetings were held with small Producer Organizations to develop small grants for cheese making projects in Kiganda and Rukeco.
- Bernard Biranyuranwa is in the course of conduction a study for a dairy in Mugamba,

Reception of grant dossiers

A total of 3 dairy grants applications were received in the quarter:

- A project for a small scale unit to manufacture concentrated feed mix for dairy cows in Gitega.
- An expansion of a farm to include the production of irrigated fodder.
- A program for improved milk production in the commune of Ryarusera.
-

Of the three proposals, the milk production dossier at Ryarusera is by far the most viable technically.

Dairy Sector Dossiers received for financing

#	Applicant	Project	Location	Foreseen Activities
1.	Burundi Bio Agricultural Corporation represented by par NDAYIRUKIYE Evariste	Modern Dairy Raising	Commune Muramvya, zone Ryarusera	-Increase production of forage crops and leguminous shrubs; -Train pilot herdsman in basic animal health ; -Improve herds of targeted dairymen
2.	Animal Feed Center promoted by Mr SAKUBU Lucien	Fabrication and distribution of improved animal feed	Commune & province GITEGA	-Purchase raw products and packing material; -Marketing and Sales to dairy farmers
3.	NSENGIYUMVA Sicaire	Extension of the Songa farm	Commune GITEGA, Province GITEGA	-microterracing using leguminous forage species, -Dry season irrigation of forage crops -Purchase improved race cows ; -Produce, market and sell milk

Other Activities

The Value Chain Leader participated in deliberation of the National Livestock Commission under the Ministry of Agriculture. Major axes of this Committee's strategy are:

- Intensification of sustainable production systems
- Implement a series of institutional reforms to improve management of the sector
- Assist in the professionalization of actors in the sectors
- Promote agro-industrial projects
- Public-Private Partnerships

Actions for Next Quarter

- Initiate trainings in milk production and hygiene
- Conduct a strategic review of the sector with experts from Land of Lakes
- Install multiplication and trial plots for improved fodder crops

Horticulture

Activities during Q1

Activities during the first quarter of PY3 are discussed below.

Participation in organic agriculture workshop

The horticulture sector Value Chain Leader attended a workshop on Organic Agriculture which was organized by the Burundi's Standardization Office (BBN) for the actors of the agro-industrial sector, horticultural exporters, the Ministry of Agriculture and livestock, the Ministry of Environment, STABEX, BAP and other agricultural stakeholders. Two exporters working in partnership with BAP (DME and ETRO) also attended the workshop. The following subjects were presented during the workshop:

- ✓ The benefits of organic production;
- ✓ The best organic agricultural practices;
- ✓ Overview of the organic agriculture sector in East Africa;
- ✓ Certification standards;
- ✓ Organic Agriculture and options for coffee production.

The workshop was a good opportunity to announce the foundation of BOAM (Burundi Organic Agriculture Movement) which will join the other countries of the East African community in OSEA (Organic Standard for East Africa). When BOAM will be implemented, the cost of certification for organic production will be reduced because it will be done by a local organization.

Training of Trainer's (ToT) workshop on GAP, GMPs and IPM

In November 2009, the horticulture specialist based in Burundi spent two weeks on the translation of training documents from English to French and from French to Kirundi for the training workshop for ADCs and DPAE on Good Agricultural Practices (GAP), Good Management Practices (GMP) and Integrated Pest Management (IPM). During the same period, the DVD program containing the IPM training developed by MSU in Rwanda was revised to verify the quality of the translation to French and Kirundi/Kinyruanda.

The workshop was led by the International Value Chain Manager and the Value Chain. The workshop was held in Ngozi from December 1-3, 2009. 24 people attended the workshop,

including 12 ADCs, 8 representatives of the DPAEs, 2 students of Ngozi University and 2 presidents of farmer organizations.

The methodology combined presentations in French and Kirundi, videos that complemented the information presented, and group work where case studies were discussed and where groups competed with each other to generate the correct answers. This teaching technique was highly effective to motivate the trainees to learn the content of the training program and to validate the quality of the training material to be developed. The training material will be used by the trainees in their training of farmers in the following months.

The guides in Kirundi for GAP and GMP were validated by the attendees and will be printed in a practical, easy-to-carry fashion.

Details on the training provided in each subject area are given below.

Good Agricultural Practice. Good Agricultural Practices (GAPs) constitute a set of guidelines aimed at producing crops in ways that are socially and environmentally sustainable. They emphasize the rational use of pesticides for controlling pests and for protecting the health of the consumer first by conforming to pesticide residue regulations and second by reducing risks of microbial contamination, especially through sanitary measures that ensure products are not exposed to contaminated water or human contact with the edible parts of fresh food crops.

Another key important GAP standard for importing countries in international markets is full product traceability from farm to table for every retail unit. As a practical matter, Burundi's horticulture sector has to start from square one when it comes to GAP standards. Horticulture producers and exporters have not been exposed to GAP standards and there is no public awareness campaign organized either by the GoB or industry stakeholders. One of the top challenges for Burundi is the fact that the production of fruits and vegetables is highly atomized in the hands of hundreds of thousands of small, subsistence farmers and GAP standards are not followed.

From the standpoint of the human health and environmental risks associated with unregulated pesticide use, Burundi's agriculture has the "natural advantage" of having extremely low pesticide availability and use and thus can in most cases meet GAP standards in this area after a three-year period of documented non-use. This may also be an advantage in attaining organic certification though in the absence of formal training in organic production, there are other rules that are currently not known and documented by farmers. Consequently, once higher production volumes for export begin, there will be a need to comply with all of the market-

specific organic production requirements. Therefore, it is imperative to start now with the trained team (ADCs and DPAE's) and to take advantage of lessons from other countries.

Good Manufacturing Practices (Post Harvest). Like GAPs, Good Manufacturing Practices (GMPs) are a set of guidelines governing how products are handled after harvest. These practices are applied mostly to avoid contamination of the product with harmful physical defects (stones, filth, and extraneous materials), biological contaminants (insects, rodent-vectored pathogens, and other microorganisms) and chemical residues (from cleaning, storage or post harvest treatments). For this purpose, it has been emphasized that the water used to clean and wash food products must be of high microbial quality and workers must also observe basic personal hygiene rules.

GMP standards are not applied in Burundi presently, but will be required in the future for packing and/or processing fresh fruits and vegetables and other food products for export.

Presently, Burundi has a long way to go to have efficient gathering, sorting and packing operations to export horticultural products to markets that require high quality and high safety standards and where excellent, consistent performance will be required even as product volumes are expanded by a factor of five, ten or more.

While this may seem daunting at first, in the experience of the diagnostic team, it is possible to achieve this kind of capability in a relatively short period of time, particularly in taking into consideration some of Burundi's comparative advantages such as an ample supply of easy-to-train labor, short distances between production and shipping sites, and a good regional road infrastructure, among others.

IPM. The MSU Value Chain Manager presented an introduction to IPM through a video developed in Rwanda by the team of experts from MSU. The workshop was held in English, but the DVD was translated in French and Kinyarwanda, which makes it easy to understand for Burundians. IPM is a new concept that started less than fifty years ago and was applied in agriculture. Its aim is to integrate many management systems in one rationale. As a practical matter, IPM is a combination of tools and strategies in order to maintain the pests' population and the crop damages at acceptable economic levels, taking in account the impact in short and long term on the agricultural production, the environment and the society in general. As a new concept that requires a minimum level of scientific knowledge, IPM will be gradually applied in Burundian horticulture sector. Those trainees who will be interested by scouting to identify pests will make the first steps that will lead farmers to efficient decisions.

Results

A final evaluation was made on the technical content and methodology employed.

- For the content, 75% of the attendees got 70% and 25% got more than 80%. The lowest score was 61% and the highest was 100%.
- The quality of the presentations and the methodology were also highly appreciated.
- Attendees thought the workshop could be offered in 4 or more days instead of three intensive days.
- Attendees expressed they have acquired basic elements that will be transmitted to the members of farmer organizations.
- The workshop report was made in December and electronic copies of the presentations will be distributed to all attendees.

The two students from the University of Ngozi were very interested and we think it was a good opportunity for BAP to raise awareness about the importance of these topics as potential areas in the regular curriculum of the Faculty of Agronomy. A copy of the presentations will be given to the University so that these materials are available to instructors and students. At the end of the training, a certificate was delivered to all attendees.

Follow-on specific companies work plans and Grant Agreements (ATB, FRUITO);

ATB: The first disbursement for the ATB grant was made on September 16, 2009 and the order confirmation was sent on November 13, 2009. Delivery was planned 10-12 weeks after receipt of the order, but two weeks later the supplier of tomato seeds asked for more details about the import permit and the phytosanitary certificate. This information was sent to the supplier on December 24, 2009.

FRUITO: The grant request was signed on September 23, 2009, but FRUITO preferred to import seeds instead of seedlings in order to reduce transportation costs. A seed supplier was located in November in Madagascar and the total amount of BAP's support changed from \$9,950 to \$7,349. The first disbursement of \$6,525 was signed on December 21, 2009.

Follow-on small grant requests for farmer organizations

From the 15 association identified in September-October 2009, eight of them have already submitted their grant requests. Those requests were analysed and returned to promoters assigned to the farmer associations for the needed amendments. The promoters in charge are being supported by the specialist in charge of the horticulture sector, the responsible for small grants and the ADCs to address their weaknesses in project development. Four

dossiers (DME, ACEPE, TWIYUNGE and DUFATANEMUNDA) will be analysed by the selection committee around January 15, 2010.

#	Applicant	Project	Location	Activities foreseen
1.	Association DUFATANEMUNDA I	Vegetable Production	Commune GIHANGA, Province BUBANZA	-Production and sale of 2 ha of tomatoes, green pepper & cabbage
2.	GITEGA Rural Training Center & association TWIYUNGE	Processing and sale of agronomic products	Commune GIHETA, Province GITEGA	-Production of pineapple, passion fruit, japanese prunes, green beans, carrots, zucchini & tomatoes -Improved conditioning, processing, and sale of agricultural products.
3.	Association des cultivateurs et des éleveurs pour la protection de l'environnement, ACEPE	Production of Garden Vegetables	Commune GIHANGA, Province BUBANZA	-Produce and sell 5 ha. of vegetables : onions, green pepper, egg plant, cabbage, and amaranth
4.	Association de Lutte contre les Violences sexuelles (A.LU.CO.VI.S)	Production & Sale of garden vegetables	Province CIBITOKÉ, Commune RUGOMBO	-Increased production of irrigated tomatoes and cabbage -Marketing of produce
5.	Association pour le Développement Agro-Pastoral-A.D.A.P TUGWIZUMWIMBU	Production & Sale of garden vegetables	Commune MUGWI, Province CIBITOKÉ	Not yet determined
6.	Association des Cultivateurs et Vendeurs d'Ananas de MUGWI, ACUVAM-TUGWIZUMWIMBU	Increase pineapple production	Commune MUGWI, PROVINCE CIBITOKÉ	Not yet determined
7.	Association DUFASHANYE	Production & Sale of garden vegetables	Commune BUGANDA, Province CIBITOKÉ	Not yet determined
8.	Assn for the production of fruit trees-APPROPF represented by NIYONKURU Egide	Production of improved fruit varieties	colline ZEGE, Province et commune GITEGA,	Not yet determined

Two applications were received by honey producers

#	Applicant	Project	Location	Activities Foreseen
1.	Association DUTEZIMBERUMWUGA	Modern Beekeeping	Commune et province BUBANZA	-Acquire improved hives ; -Plant mellifluous plants; -Process and sell honey
2.	Associations DUKORESHE IBIDUKIKIJE	Modern Beekeeping	Commune Gihanga, Province BUBANZA	-Acquire improved hives ; -Plant mellifluous plants; -Process and sell honey

Translation of the production manuals in Kirundi

In November 2009, all the production manuals in French (Tomato, eggplant, cucumber, pepper, watermelon, strawberry, passion fruit and apple banana) were translated to Kirundi.

Developing improved packaging prototypes for fruits and vegetables.

Tomatoes and other fruits and vegetables are actually packed in unfitting baskets and banana leaves. To avoid the risk of crushing and rotting, 10 wooden boxes were made and 4 of them were distributed to ALCOVIS and DUFASHAYE associations in Cibitoke province. Those samples will be an example for local carpenters who are supposed to make them on a large scale for lower prices. It is expected that once farmers and traders try the new boxes, they will adopt them and will pay for their own set of boxes. Since the boxes can be labelled, it is expected that each farmer association will make the investment once they confirm that these packaging fashion diminishes post-harvest losses significantly.



This is simple technology that has been used successfully throughout Latin-America for several decades. Each box can carry 25 kg of tomatoes. The box is ventilated, easy to transport by lorry and it can be used many times. The exhibition and the extension of the wooden box will be facilitated by the ADCs and during visits to the major wholesale areas of Bujumbura and the rural areas.

Partnership between EUCORD and PAIR.

On December 15, 2009, the horticulture specialist had a meeting with the ADC of Cibitoke province and the representative of EUCORD, Mr Pascal NGABONZIZA. The aim of the meeting was to present the sorghum project EUCORD is implementing with the local Heineken brewery to the Cibitoke ADC and prepare an MOU between EUCORD and BAP for institutional support by PAP to the partner associations responsible for growing sorghum.

Training Sessions for Horticultural Associations

During this quarter ADC held a total of 13 training sessions for horticultural associations. A Total of 226 people attended these sessions of whom 44,7% were women. These sessions occurred in five different provinces: Bubanza, Cibitoke, Gitega, Kirundo and Ngozi. The Provinces holding the most training sessions with horticultural sector actors were Gitega (6) followed by Ngozi (3) and Cibitoke (2). Three themes were developed: Creation of Farmer's Associations, Project Development and Conception of Business Plans and Best Agronomic Practices for Horticulture. Eleven of 13 training sessions (85%) concerned the creation of new farmer's associations. Participants at these training sessions represented 94% of all participants.

Table 7: Participation at Training Sessions by Horticultural Farmers disaggregated by province, gender and theme

Theme	Bubanza				Cibitoke				Gitega				Kirundo				Ngozi				Total			
	H	F	T	#s	H	F	T	#s	H	F	T	#s	H	F	T	#s	H	F	T	#s	H	F	T	#s
Best Agronomic Practices	1	11	12	1																	1	11	12	1
Creation of Prod. Assn.					8	26	34	1	37	31	68	6	23	6	39	1	45	26	71	3	113	89	212	11
Project Design and Business Plan Development					1	1	2	1													1	1	2	1
Total	1	11	12	1	9	27	36	2	37	31	68	6	23	6	39	1	45	26	71	3	115	101	226	13

Planned activities for quarter 2, FY 10 Work plan

- Follow up to specific company work plans;
- Expand research on local and regional markets to link them to farmer associations
- Assist the group of “Confiture de Bugarama” on improved product development;
- Analyse grant requests for farmer associations;
- Follow up to specific associations work plans
- Coordination of farmer associations training on GAPs by ADCs;
- GMP workshop targeting food services and intermediaries;
- Follow up to training activities on small scale irrigation practices through BAP ADCs
- Training kit for best trellising practices for several products;
- Creation of GMP training materials in French and Kirundi;
- Training on solar dehydration for fruits and vegetables;
- Development of a soil conservation practices training kit;
- On demand assistance on product development services

Cross Cutting Components

Microenterprise and Gender

INTRODUCTION

The first quarter of PY3 was marked by the finalization of the annual report for the component and the definition of the workplan for the year. Four main areas of focus for the quarter besides these basic planning tasks were:

1. The drafting of terms of reference for a new post in PY3 for a Gender and Microenterprise Assistant—which was approved by the BAP COP. This new PY3 post will focus mainly on issues related to strengthening Producer Organizations.
2. Control of the monthly reports from the ADCs field agents. This control showed that not all ADCs are currently adequately fulfilling their role and that BAP must revise its supervision and planning in how to use them
3. Working with AFAB and CAPAD to implement the first phase of a training program to improve the English capacity of their female leaders. A total of 30 candidates in 5 groups from both organizations were trained beginning in late September. They were tested by the International Language Center. This training is only the first part of a continuing program.
4. Organization of ADC meetings for the North, Center and Western zones.
5. Identification of Women's' Associations that will be supported in Year 3.
6. Elaboration of a data base with detailed information on Producer Organizations (POs).
7. Training for the newly hired ADC placed in Ngozi during the quarter and site visits to project activities in Muramvya, Gitega, Cibitoke and Bujumbura Rural.

Details of Activities

Preparation of terms of reference and recruitment of a new Assistant for the Gender and Microenterprise component. After approval of the Terms of Reference, the new assistant was hired on October 12, 2009 and started immediately systemizing the project's records on Producer Organizations as inputs into the construction of a PO data base.

Control of ADC reports from October to December 2009. A review of ADC reports revealed that several ADCs were having problems adhering to the BAP institutional strengthen program and that there was a lack of coherency between reports and activities reported in the preceding months. These insufficiencies are in the process of being corrected.

Monitoring of English language training for women leaders from AFAB and CAPAB members. The results of test from this first phase of training for groups at 5 different levels organized by BAP are shown in Table 8. One group was unable to take the final test by the end of December. It will be given then in the next quarter. Of the 22 candidates initially enrolled, 19 actually followed the whole program.

Table8-Results from Initial English Language Training Offered to Women Entrepreneurs

Nom et Prénom	Organisation	LB	UB	LI	UI	LA	TN	TF
1.CITEGETSE M Clémence	CAPAD	X					31%	88,7%
2.KARENZO M Thérèse	CAPAD	X					4%	58,87%
3.MUREKERISONI Calinie	CAPAD	X					40%	87,9%
4.NDAYISENGA Viola	CAPAD	X					25%	91,12%
5.NDAYISHIMIYE Léanne	CAPAD	X					35%	74,19%
6.NIRAGIRA Jacqueline	CAPAD	X					38%	87,09%
7.BUDIGOMA Joséphine	AFAB		X				52%	70%
8.INGABIRE Germaine	AFAB		X					82,5%
9.KANYAMUNEZA Ange	AFAB		X				50%	79%
10.NTAWUYAMARA Gabriella	AFAB		X				51%	84%
11.AGATONI Jeanne D'Arc	AFAB			X			65%	67,94%
12.NDAYIZEYE Isidora	AFAB			X			65%	82,05%
13.HAVYARIMANA Fidélie	AFAB				X		73%	63%
14.NSENGIYUMVA Immaculée	AFAB				X		77%	75%
15.RUGIGANA Liliane	AFAB				X		75%	75,5%

ADC regional meetings. Meetings were held during the quarter with ADCs in all three regions: West, North and Center. Specific points from these meetings are given below, by Value Chain

Coffee. During the meetings ADCs were told to focus efforts to accompany and train PO groups in institutional structuring with a particular emphasis on ensuring that women are represented on a 50/50 basis in governance committees at both the Colline and Sub-Colline levels. Particular CWSs target are Bubanza (Ntamba), Cibitoke (Buhayira, Murwi and Mugina), Gitega (Butemba, Buraza and Kibuye), Muramvua (Teka). At all these stations, ADCs were told to help

the POs that are member ensure that the leaders are able to take notes and organize training sessions.

Dairy. ADCs were tasked with collecting data on the localization of dairy producers in their districts in order for the project to develop a map of major milk-producing zones. Data to be collected will be: number of head by administrative entity, composition by variety, forage types produced, identification of livestock groups (even if informal), IFAD and FAO-supported groups, and public services for livestock.

Horticulture. ADCs were informed that the horticulture component was requesting that they play a role in identifying POs that have the potential to invest in high value horticulture activities. The Project will be distributing to them technical profile sheets in early 2010 specifying the requirements necessary for several specific products supported by BAP.

Identification of Women's Groups for support in Year 3. Around 40 Women's' Groups were selected for support from BAP after investigations by ADCs and BAP VC Technical Leaders. These are shown below.

TABLE 9 : WOMENS GROUPS TARGETED IN YR 3

Number	Name of Group	Province	Members		Activities/Crops
1	ACEPE	BUBANZA, Gihanga	H:5	F:10	Eggplants, red onions
2	Dukorehamwe	BUBANZA, Gihanga	H:0	F:23	Tomatoes
3	Garukirabakenyezi	BUBANZA, Gihanga	H:2	F:26	Tomatoes, rice
4	Garukirimpfuyi	BUBANZA, Gihanga	H:3	F:22	Rice, cabbage
5	AFAOVVD	BUBANZA, Gihanga	H:0	F:23	Tomatoes
6	Twiungunganye Bakenyezi	BUBANZA, Gihanga	H:0	F:22	Tomatoes, rice
7	Dufatane munda I	BUBANZA, Gihanga	H:0	F:22	Tomatoes, peppers
8	Vyukakare	BUBANZA, Musigati	H:0	F:14	Pineapples
9	Tubumwe	BUBANZA, Musigati	H:1	F:22	Peanuts, corn
10	Turibamwe	BUBANZA, Musigati	H:0	F:28	Peanuts, corn
11	Muco	BUBANZA, Musigati	H:0	F:12	Eggs
12	Girumwete	BUJA RURAL, Kabezi	H:2	F:15	Onions, eggplant
13	Ubumwe	BUJA RURAL, Mutimbuzi	H:0	F:53	Cassava, rice, peanuts
14	Abakenyezi twisununure	BUJA RURAL, Mutimbuzi	H:1	F:14	Flowers
15	Ivunumusase tuduze	BUJA RURAL, Mutimbuzi	H:4	F:12	Tomatoes, eggplant, watermelon
16	Nkenyerakivi	BUJA RURAL, Kabezi	H:0	F:25	Tomatoes, oinons, cabbage
17	Abakutsakivi	BUJA RURAL, Gatumba	H:0	F:180	Vegetables
18	Twizerane, Union	CIBITOKÉ, Murwi	H:18	F:629	Pineapples
19	Turemeshanye	CIBITOKÉ, Murwi	H:0	F:14	Banana juice

20	Dufashanye	CIBITOKE, Buganda	H:0	F:10	Tomatoes, onions, watermelon
21	Haraniribikorwa	Cibitoke, Rugombo	H:3	F:12	Cassava processing
22	Twumvikane	Cibitoke, Rugombo	H:2	F:13	Palm nut processing
23	ALUCOVIS	CIBITOKE, Cibitoke	H:28	F:40	Tomatoes, peppers, hot pepper
24	Bizoza	Gitega, Bukirasazi	H:0	F:25	Basket weaving and sewing
25	Agahimbare	Gitega, Bukirasazi	H:0	F:17	Fruit processing
26	Akatabonetse	Gitega, Makebuko	H:0	F:14	Fruit juice
27	Garukawumve	Gitega, Buraza	H:0	F:15	Fruit Juice
28	Twiyunge	Gitega, Giheta	H:5	F:9	Fruit
29	Tudzukivi	Kayanza, Muruta	H:3	F:8	Vegetables
30	Tujijuke	Kayanza, Muruta	H:0	F:16	Vegetables
31	Twonserimwe	Kayanza, Muruta	H:0	F:22	Vegetables
32	Twungungane	Kirundo, Ntega	H:0	F:20	Rice
33	Tugarukirabakenyezi	Kirundo, Ntega	H:0	F:20	Rice
34	Twiyungunganye	Kirundo, Ntega	H:0	F:20	Rice
35	Grenier du miel	Muyinga, Muyinga	H:3	F:27	Honey
	Dufashabakenyezi	Muyinga, Muyinga	H:0	F:21	Fruit processing & basket weaving
36					
37	Twiyungunganye	Muyinga, Giteranyi	H:4	F:16	Pineapples
38	Twiyungunganye II	Muyinga, Muyinga	H:4	F:11	Sewing/basket weaving/ juice
39	Tujijuke	Mwaro, Gisozi	H:0	F:23	vegetables
40	Intamuheba	Mwaro, Gisozi	H:2	F:12	
41	Abazimyamuriro	Mwaro, Kayokwe	H:2	F:14	Fruits & vegetables, cassava
42	Twiyungunganye	Mwaro, Kayokwe	H:0	F:16	Cassava
43	Jeho kuki ?	Ngozi, Ngozi			Processing of cereals
44	Akeza ka Bukeye	Muramvya, Bukeye	H:3	F:17	Pottery

Training Sessions with Women's Associations facilitated by ADC

During this reporting period a total of 30 sessions were organized for women's associations in five provinces of the Project Zone-Bubanza, Cibitoke, Gitega, Kayanza and Kirundo. The greatest numbers of sessions were organized for women in Kayanza, followed by Gitega, the least for women Kirundo. A total of 845 participants were recorded, an average of 28.2 participants per training session of whom 15,5% were men. The themes developed included: Organization of Women's Associations, Project Conception and Business Plan Development and Hygiene and Food Processing.

Table 10-Training Sessions facilitated for women's associations disaggregated by province, theme and gender

Theme	Bubanza				Cibitoke				Gitega				Kayanza				Kirundo				Total			
	H	F	T	#s	H	F	T	#s	H	F	T	#s	H	F	T	#s	H	F	T	#s	H	F	T	#s
Organizing Women's Associations	0	65	65	3	10	19	29	5	4	72	76	8	117	517	634	11	0	12	12	1	131	685	816	28
Project Conception and the Development of Business Plans					0	19	19	1													0	19	19	1
Hygiene and Food Processing									0	10	10	1									0	10	10	1
Total		65	65	3	10	38	48	6	4	82	86	9	117	517	634	11	0	12	12	1	131	714	845	30

PO /Industry Data Base Construction. Two files were elaborated with data from ADC and Technical Staff records on producers in the value chains in which BAP is active. Data was also consolidated on a smaller number of industrial concerns. This data base will allow BAP to track activities with specific POs over time and help inform project decision makers on strategic decisions involving project partners.

Site Activities and Field Visits. The Microenterprise and Gender Advisor visited the following potential partners during the quarter:

Association ALCOVIS in CIBITOKÉ. The group has 68 members of which 40 are women. It has sub-groups in all the communes of Cibitoke Province. Main activities are the cultivation of tomatoes, cassava and peppers.

ALCOVIS was judged to have potential but suffers from bad production processes. Its members do not use support sticks (tuteurs) for tomatoes with the result that tomatoes fall on the ground and are subject to diseases and damage. Members say they used support sticks once, and got

Association AKATABONETSE in Gitega. This group is involved in fruit juice processing. It has 14 members who benefitted from past training by the CNTA with APRS funding. The Association uses equipment that was installed for training purposes inside the Gitega Town Hall. The president has a University level education while most members are primary school leavers.

The group has had management training from MIPALEC. It produces 300 bottles of juice by week and also some pilipili.

AKATABONETSE was judged to have significant potential. It has significant resources and a good market for its products. Three areas will require support:

- Hygiene and food safety
- Supply problems that limit production
- Problems in financial management, as members report that their monthly remuneration is in arrears.

It should be noted that a new ADC was assigned to Ngozi after the resignation of the previous ADC.

Cascading Training by Lead Farmers on their hillsides

Only the ADC in the provinces of Kirundo and Muyinga furnished this information. A total of 72 sessions were held on the hillsides with an average participation of 34,3 participants/session. A total of 22 hillsides and 24 sub-hillsides participated in these training sessions. Populations on hillsides serving the coffee washing station of Murago were most intensely served with training this quarter.

A total of six themes were developed during this quarter. One half of these concerned improved agronomic practices for coffee, one concerned creation of associations by farmers and two were related to coffee quality, processing and the specialty coffee market.

The most subscribed sessions this quarter were Agronomic Upkeep of coffee plantations (27 sessions, 1079 total participants in the draw zones of 4 CWS), followed by Coffee Pest Management (28 sessions, 963 total participants in the raw zones of 4 CWS).

Women's participation averaged 41.8%. Women's participation was greatest at sessions concerning processing of coffee (57.1% pp or an average of 24 pp/session) and fertilization (44.6%pp or 18.7 pp/session). The least subscribed sessions by women were those which revolved around organizing farmers into associations (32,6% average participation with only 9.3 women participants/session). We note however that the participation of women at training sessions on the hillsides is double that of women attending the training sessions for lead farmers.

Table 11-Training Sessions offered by Lead Farmers on Hillsides disaggregated by theme & gender

Theme	Men	Women	Total	Sessions	Mean pp/s	CWS
Fertilization	139	112	251	6	33.7	Gasura, Rugerero, Murago
Agronomic upkeep of coffee plantations	650	429	1079	27	39.4	Gasura, Ngogomo, Rugerero, Murago
Pest Management of Coffee	594	369	963	28	34.6	Gasura, Ngogomo, Rugerero, Murago
Organizing Producers in Associations	58	28	86	3	26	Murago, Kinyangurube
Improving Coffee Quality and the Specialty Coffee Market	117	73	190	6	29.9	Rugerero, Murago
Processing of Coffee	36	48	84	2	42	Murago, Buhimba
TOTAL	1594	1059	2653	72	34.3	

Principal Activités for Q2 :

- Reinforcements of PO capacities in management, finance, enterprise and English ;
- Linkages between institutions of microfinance and women's' groups and identification of appropriate loan products
- Development of a training module on microfinance
- Investigation of needs and capacities of basket weaving associations in the Northern zone.

Grants and Financial Intermediation

Introduction

During this quarter two seminars were facilitated, twenty grants dossiers were under review (see details in Value Chains), assistance was offered to SOGESTAL for the development of loan requests and to Interbank, Ecobank, Fin Bank and Twitzimbere for the structuring of pilot loans for the 2010 coffee campaign.

Description of Q1 Activities

Field Visits

The grants and financial intermediation specialist made the following field visits/client support meetings to support grants and credit dossiers during the quarter.

Visit to Muramvya and Gitega provinces in October. This field trip was organized to help ADCs move forward with actions to formalize cooperatives and to develop business plans. In Muramvya the specialist worked with the Cooperative Twiyunge (Teka) on the elaboration of a credit demand for seasonal coffee finance. In Gitega Province, the Specialist met first with the Centre de Formation Rural (CFR) at Giheta. The meeting was set following the submission of a grants dossier by the CFR. The CFR has trained a team of 14 rural youth from the Twiyunge cooperative on processing to produce fruit juices, jellies, soya milk, purees and flour under the label "UTUNDI AFRICULTURE". The program intends to develop a grant dossier with the CFR to help it expand its network of farmer suppliers to increase the quantity of fruit—linking to the horticulture component. The specialist also met with two model dairy farmers in the Songa colline of Gitega province. These visits were organized to help the farmers develop necessary documentation for the construction of a credit dossier for the acquisition of improved race bulls and heifers and for the import of concentrated feed supplements from Tanzania.

Assistance to dairy processor NYABISABO. The Grants and Financial Intermediation Specialist met with the owner of Nyabisabo dairy to help the development of a credit dossier. The project from Nyabisabo for the acquisition of UHT equipment will be developed as a eligible loan for the IBB DCA guarantee.

STTA and Workshop on Seasonal Coffee Financing from DAI consultant Mary Miller

The objectives of this short term technical assistance mission were as follows:

1. Disseminate the findings of the prior mission to commercial banks with an interest in lending to the coffee sector outside of the controlled "Banking Consortium" mechanism. This was done through a workshop, as described below.

The day-long workshop was held in Bujumbura on November 10, 2009 for the banks and MFIs, with strong attendance from government representatives, OCIBU, coffee washing station owners (both SOGESTALS and private), dry mill representatives, coffee producer associations, and NGOs. The presentation portion of the workshop comprised three parts:

- Summary of results from the last workshop on financing (held on 8 October 2009)
- Presentation of PAIR/BAP's work in upgrades and enhancements to the coffee sector
- Coffee loan structure – primer on short and long term lending, discussion of possible financing structures described in the prior access to finance report

Major results of the workshop were:

- Many participants, and particularly the Producer Organizations, were looking for some guarantee mechanism that they expected to come from BAP. This seems largely the result of partial knowledge of the existence of IBB's DCA guaranty.
- A cooperative organization is best for the producers, and a good mechanism for delivering technical assistance on growing coffee.
- The cooperatives are weak, and need assistance in management and organizational development. The short and long run goals should be increasing the quality and quantity of coffee produced, including replanting coffee orchards.
- Cooperatives and washing stations need help with development of good business plans and loan applications. As they become registered and get more experience they should be more credible to the lenders. A partnership between the washing stations and the cooperatives will also strengthen their position for requesting credit.
- The drying mills need to complete the privatization process, and should be adapted for the treatment of specialty coffee.
- There is interest in taking coffee stocks as collateral, and particular interest in the development of tierce detention capacity.
- The financial institutions need to open more outlets near the cooperatives and washing stations.
- PAIR/BAP should provide technical assistance at all levels. For finance this particularly means work on business plans and loan applications, and monitoring and performance evaluation of borrowers after loans are secured, as the lenders would be partially relying on the project's role in supporting the borrowers.

2. Develop a 'pilot portfolio' of credit applications for a limited number of CWSs whose managers/owners wish to obtain financing for the next season outside of the Banking Consortium. The team met with several coffee producer cooperatives to review their draft loan requests. Work on this is ongoing.

The team met with five producer cooperatives and one washing station owner to discuss their operating projections and planned loan applications. In some respects these were thoughtfully prepared documents that recognized the need to look at financing needs on a month by month basis. However, in general they were incomplete, and failed to take into account that considerable costs would be incurred after the coffee cherry was purchased. Applications were received from the following groups: *Cooperative Kazoza N'lkawa, Cooperative Yagizawa, Cooperative Nzoyiyaga, Cooperative Muramdi, SOGESTAL Ngozi*. Major findings on these dossiers considered collectively were that:

- The amount of loans requested relative to the investment to be made by all the cooperative is extremely high. Realistically, no lender will do 100% financing of inventory purchase, and there is little provision for costs other than cherry purchase. It may be feasible for PAIR /BAP to do some sort of matching funding with the cooperatives to beef up the owner contributions.
- There does need to be work on collecting realistic costs of fixed assets. While some of the costs are accurate down to the last franc, too many of the bigger ticket items have simply been estimated, and need to be costed out, such as construction of storage facilities. PAIR/BAP could work with a few cooperatives on getting bids for such items so the costs have more grounding.
- Perhaps more important, the full costs of processing the coffee are not known, and this seems to be generally true across the industry, where all the participants have simply relied on the OCIBU formula of allowing a certain percentage of the final purchase price to go to producers or processors at a certain stage. In the future this information is critical, because there should be a single cost or limited range of cost for drying, for example, whether the coffee is sold locally or is sold as specialty coffee. For the latter the producers should reap a greater profit, rather than having to share it all along the line on a percentage basis.
- While the cooperatives typically were established and registered more than a year ago and do have some capital, on the whole they perceive themselves as not having been active to date. While work varies from cooperative to cooperative, there is some track record that can be cited, including publicizing technical assistance and tracking cherry quality and quantities. Overall a major role of the cooperatives is in this type of work rather than directly in finance, and the coops would benefit from PAIR/BAP assistance in organizational management and planning. In addition to serving members better and attracting new members, this institution-building also makes them more credible and attractive to lenders.
- It may be more realistic for a coop to start by managing a collection center than a mini washing station, and the costs to get into the business would be considerably lower. If it is feasible for PAIR/BAP to work with a coop to develop a separate sales contract for a few collines, this may be a

feasible way to segregate the coffee going through the washing station. A major benefit of this approach is that traceability for specialty coffee may be feasible.

- It is also more realistic for the cooperatives to look at forming partnerships or cooperation agreements with the washing stations. The cooperatives are already looking for the washing stations (plus PAIR/BAP) to find specialty buyers, and the washing stations are more likely to be able to get loans from local banks, since they also have fixed assets that can be pledged as collateral on loans, in addition to coffee parchment or green coffee. Conversely, the cooperatives can ensure that farmers are following best growing and harvesting practices, and that output is being delivered to the partnership.
3. Provide technical assistance to Interbank Burundi (IBB; or another bank if warranted) on the structuring of a pilot loan program for seasonal coffee finance.

One important item emerging from the discussions with the banks is that they do not informed on the fact that OCIBU is going away, and are not getting information on the privatization process. Thus they are wary of lending to the sector as a whole. Specific discussions on seasonal coffee campaign finances were held with IBB, Finbank, Ecobank and the MFI Twitezembere. The results of these meetings is provided below.

Interbank Burundi (IBB)

IBB would like referrals from PAIR/BAP of customers who would be new to the bank. It is particularly interested in developing business in the horticulture sector (fruit and flowers for export), dairy and meat cattle and dairy processing, and in coffee, in that order. IBB specifically indicated that it was only interested in lending at the processor level (for coffee and other commodities) and expects that MFIs should provide credit at the farmer and farmer association level. Based on these comments, it is unlikely that IBB will use the DCA credit enhancement to lend to producer cooperatives. IBB was late in its semi-annual reporting on outstanding loans with DCA coverage, and was waiting for a letter requesting this information (which was provided). We did indicate that in the future the bank should simply expect to report using the CMS web format. The bank does have several DCA projects under consideration, as shown below. Note, however, that several of these are larger than the maximum loan size under the facility, the BFU equivalent of US\$300,000. These were presented as follows:

- US\$300,000 to set up three washing stations in Murindo and Kurunyo. The borrower would be C&A Business, owned by a woman who was at the workshop. Her husband was president of the national exporting company, Burundi Coffee Company. The bank is interested not only in financing coffee exports, but also in transformation projects, and coffee for local consumption.
- Processing and exporting mangoes – BFU 500 million (US\$416,000)

- Smaller sugar production unit – promoter contacted them, and is now acquiring the land, and negotiating tax breaks with the government. This project would be BFU 800 million (US\$ 667,000).
- Flowers grown for export. This project is not interesting, will be dropped.
- Milk processing, Kirundo region, about US\$300,000. The bank is waiting for a financial proposal on this. This would create a lot of employment in the region.
- Development of an export unit for a plant substance used in malaria medicine (kinkina), US\$300,000. This would be for an existing customer, the former prime minister who does a lot of other exporting, e.g. of green beans.
- The bank has been approached on a tea factory project but does not find it very interesting.
- BFU 1.5 billion (\$1.250 million) for a plantation that grows plants that go into cosmetics, near Kayanza. Much of the production is contracted with small farmers in the area. The borrower, however, is on the Central Bank's black list, so they cannot lend to him.

Finbank

Finbank is not interested in lending for coffee growing, but would look at post-harvest loans, using the coffee as collateral. It assumes that most banks are only interested in lending at the washing station level, but it is willing to look at lending to producer cooperatives. Following are particular points from that emerged in the team's meeting with Finbank:

- The lending and custody of the coffee stock collateral would need close monitoring, someone on the scene – and the coffee stock would be jointly managed by the owner and the bank. For this reason the bank would only want to work in areas where it has a presence.
- They are concerned about the management capacity of the producer cooperatives. They do recognize that the cooperatives are supported by BAP, which is important to them.
- The price of coffee is unpredictable, and it is unclear what the quality of the coffee produced will be, hence the price. They suggest getting letters from buyers that guarantee a minimum price. This should be possible with specialty buyers but will be hard for the commercial grade buyers.
- What would the equity contribution of the cooperative be? The bank does not do 100% financing.
- The preference would be for the sales contract to be FOT Bujumbura, to reduce the risk of the bank in the transportation arrangements to Dar or elsewhere – can the buyer accept the risk of accepting delivery in Bujumbura rather than Dar. Some international buyers can manage this.
- The bank would be looking for operating history on the producers and would need to check out backgrounds – they would do site visits and interviews to confirm everything presented on paper.
- The bank would set credit limits for the sector, probably not more than 4-5% of the portfolio in

- We also discussed control of funding (i.e., loan disbursements as needed for cherry purchase and other costs) and the need for justification of use of proceeds (e.g., price quotations for costs).

Ecobank

Ecobank's concerns are with collateral, where it expects to get more collateral than just the coffee (i.e., bank guarantee, property, or a letter of credit), and would also be looking for irrevocable commitments from a buyer. There is some interest in financing washing stations. In general they do not appear to have thought through the process.

Twitezimbere (IMF)

This microfinance fund has done coffee finance before, lending to farmers when they delivered cherry to the washing stations, and later repaid through the SOGESTALS receiving payments through OCIBU. It expects to be doing solidarity group lending to farmers in the future, and is already doing this in the rice and tea sectors. Funding for loans, and the spread received by the IMF, are issues.

Recommendations and Next Steps

1. Continue to call on the banks, and particularly develop a way to keep them up to date on the coffee privatization process. This may initially be providing them with a summary to date, perhaps with one or two significant documents that will give them background on the process. Thereafter the update could be a monthly or bi-weekly e-mail. This could also be a good workshop topic.
2. Develop and circulate coffee processing cost estimates that can be provided to show lenders what expected cash flow characteristics would be from coffee processing investments.
3. Similar estimates on fixed asset costs should be developed. These can be done on an application by application basis, and information generalized later.
4. **The greatest potential for success in developing credit products likely will come from a washing station-producer cooperative joint effort.** BAP should focus on identifying "most likely" pairings, and introduce these to the banks, particularly to **Finbank**, which appears to be the most attuned to experimenting in lending.

Planned Activities for Q2

- Staff meetings to analyze financing requests
- Institutional Strengthening sessions for POs
- Technical Assistance for Cooperative/PO dossiers for Financing (DCA and Root Capital)
- Training for ADCs on business planning and financing dossier assistance
- Coordination with financial institutions to follow dossiers in process
- Women's' leadership training in finance and business planning.
- Preparation of new dossiers during field visits.

Community Water

Identification of new sites for coffee effluent treatment pilots and collection of baseline data

In the transition from OCIBU to ARFIC, neither organization was able to commit to providing resources, as cost share, to pilot effluent control measures nor did improvements to hygiene at GOB owned, SOGESTAL managed, washing stations; even though environmental cleanup of coffee washing station effluents is a stated GOB priority.

In order to advance this dossier, the Program identified a number of “private” washing station sites, namely Gitwa, Ruhororo, Mihigo and Rutanga as replacements for the initial list. BAP worked with the station owners to identify sites for future latrines and effluent control systems. The effluent control systems are designed for separation and decantation of water from the pulp with eventual composting of the pulp and filtration using a combination of sand limestone and charcoal.

The following table details the activities to be undertaken by Coffee Washing Station and partner in the project zone

Activity	Coffee Washing Station	Partners
Construction of latrines at CWS and training in hygiene and sanitation	<ul style="list-style-type: none"> - Stations: Buhorwa and Kinyovu; - Stations Mihigo, Rutanga and Gitwa; - Station Buhimba ; - Station Ruhororo ; - Station Bwayi and Ngogomo 	<ul style="list-style-type: none"> - Sogestal Kayanza - Sogestal Ngozi - Sogestal Kirundo / Muyinga - Association “ Ubwiza bw’ Ikawa” - ARFIC
Coffee Effluent Control Measures	<ul style="list-style-type: none"> - Stations: Buhorwa et Kinyovu; - Station Gitwa; - Station Buhimba ; - Station Ruhororo ; 	<ul style="list-style-type: none"> - Sogestal Kayanza - Sogestal Ngozi - Sogestal Kirundo / Muyinga - Association “ Ubwiza bw’ Ikawa”

Preparation of Bidding Documents

Bidding documents for the design and oversight of community water infrastructures were prepared and distributed to 10 potential bidders having known capacities in this area. The objective is to provide BAP with the appropriate technical documents, feasibility analysis and quantified estimates of materials to be used in the renovation of each system. Further, BAP will need a qualified external engineer to provide oversight and sign off on infrastructure modifications. This engineer will work under the supervision of BAP’s Community Water Specialist.

A technical and cost evaluation for the effluent control systems and latrines to be built at pilot washing stations was performed in order to determine total costs and cost share components for MOU between BAP and the owners/managers of the targeted washing stations.

By the end of the reporting period BAP was finalizing its analysis of offers submitted for rehabilitation of the community water systems, the construction of latrines and training in hygiene and sanitation. Our observation is that the offers received are almost double the amounts budgeted for this work and will require a lot of negotiation and perhaps some budgetary alignment before finalization.

Memoranda of Understanding with Partners

By the end of this reporting period five MOU were being finalized with partners, two in the Sogestal Ngozi.

Sensibilization for Mobilization of Community Contributions

The population of Murima has already collected a percentage of the sand and stones necessary for the renovation of their water system as part of their community participation.

PAIR has already performed a technical analysis of the principal breakdowns in Murima's water system and is currently preparing a dossier for the renovation work to this system.

Participation in Meetings and Seminars

BAP's Community Water Coordinator participated in two seminars during this reporting period:

- 1) A diagnostic of the challenges of Agricultural Sector financing; and
- 2) A seminar on the development of a prototype for environmental protection of coffee washing stations and their adjacent land and surface waters.

Constraints

Three major constraints were encountered during this reporting period. They are:

- 1) Seven of eight pilot washing stations chosen by BAP for effluent control, hygiene and sanitation interventions were GOB owned, SOGESTAL managed stations. With the transition from OCIBU to ARFIC occurring at the end of November, the Managing Director's of the two organizations proved unable (unwilling?) to commit the necessary resources for cost share for renovation of these facilities. Because the facilities are only managed by, not the property of, the SOGESTAL they too refused to commit resources to this effort. In the end BAP was obliged to refocus its efforts toward privately owned washing stations in the target area.

- 2) BAP has spent much time and effort preparing and distributing bid documents to engineering firms and NGO having the requisite experience/reputation to assist us in the renovation of community water systems and training populations in proper hygiene and sanitation. However these firms have been slow to respond to bids and have proposed budgets for their interventions which largely surpass our projected costs.
- 3) The coffee campaign for 2010 will be early and production is anticipated to surpass 30.000 mT of green. Very little time remains before the washing stations will open (on or about March 15th) to improve targeted washing station's effluent management systems. Priority should be given to separation of pulp from the water, as prolonged contact leads to fermentation, leaching and acidification. If the separation systems can be fast tracked then we can follow with the water filtration and treatment facilities without impeding the through flow of the washing station. Our intention is to have at least 50% of the systems operational before the peak of the coffee harvest.

Priorities for Q2

- Finalize the technical studies of the community water systems and conclude contracts with partners for the implementation of necessary construction to render these systems operational
- Conclude the MOU and grant documents and begin implementation of effluent control renovations at targeted pilot washing stations
- Commence latrine construction, hygiene and sanitation capacity reinforcement for populations in targeted communities and adjacent to the pilot washing stations.

Monitoring and Evaluation

During the first quarter of this fiscal year BAP's Monitoring and Evaluation in addition to finalizing our results from PY 2 and participating actively in the data quality analysis activity with USAID, also accomplished the following activities:

- 1) Undertook a study on coffee productivity among partners in the project zone in order to see what sort of impact BAP's capacity reinforcement activities through lead farmers and cascading replication on the hillsides was having on coffee productivity. The study resulted in four major conclusions. These are:
 - a. Productivity is highest in the SOGESTAL Kayanza, but is highly cyclical.
 - b. Farming families who are members of associations have higher productivity than farmers who have chosen not to join the associations. This is because farmers who are members of associations benefit differentially from improved access to agricultural inputs and agronomic advice.
 - c. The productivity of lead farmers is lower than that of those who are not leaders. This is because lead farmers tend to be leaders in their communities and are beginning to dedicate a significant percentage of their time to community rather than agronomic activities such as conflict resolution, water management committees, health committees, etc.. These activities are benevolent and voluntary and do not compensate the leaders for their time. The farmers are no longer able to dedicate the time necessary to their plantations and thus must hire day labor to maintain their farms. Many only have resources sufficient to engage a minimum of external day labor, as a result their crop yields have begun to suffer.
 - d. Female headed households, on average, have higher yields than male dominated ones. Women headed households have smaller plantations with fewer trees and are thus able to invest sufficient labor, time and materials to each tree in their plantation, something which is lost as plantations increase in size.

For more details see Annex 3

- 2) SWOT Analysis of a cross section of project partners. Our M&E officer performed analyses of three enterprises, partners of the Program during this reporting period-IAB, FRUITO and the farmer's cooperative of Rutegama. Following this analysis recommendations were promulgated destined to improve BAP assistance to these enterprises
- 3) Recruitment and Supervision of an intern. For the second quarter in a row M&E hosted an intern. Fifteen candidates from five universities applied for this position, BAP choice went to an Economics student at the University of Burundi. During the past three months the intern has learned to populate the M&E data base, to perform basic analyses and to query the database for

specific informational parameters. Further he has developed questionnaires for field studies and participated in the collection and analysis of data in the field. We note that the second ranking candidate for this internship was recruited to replace one of BAP's Community Development Agents in the Province of Ngozi.

- 4) Development of a Lessons learned document from PY 2. In order to improve data collection and analysis in PY 3, our M&E officer developed a paper on lessons learned and best practices recommendations for the collection and exploitation of data related to project impact.
- 5) Development of a draft map highlighting the intensity of program activities in target zones.
- 6) Participated in the analysis of field agent monthly reports providing feedback to assist the ADC in data reporting.

Priorities for Q2

- Finalize the map of project interventions through PY 2 and add projected intervention sites for PY 3
- Facilitate a workshop on project conception, monitoring and evaluation
- Assess the institutional and organizational viability of newly partnered producer organizations
- Develop a baseline of information on project grantees so that BAP may judge the impact of the grants on the performance of the grantees.

Conclusion

BAP's first quarter of PY 3 is characterized by an acceleration and intensification of field activities in all sectors. Much emphasis was placed on using prioritized activities of interest to our clients as the basis for the development of business plans and management tools.

While from the inside we felt we were investing vast amounts of time in reporting and planning for year 2, the reality is that our field activities and partnership dynamics were diversifying. Our pipeline of micro-projects is robust and we are interacting more consistently with the financial sector concerning the challenges of financing Burundi's Ag-Industry needs. We perceive that certain roadblocks which have been restraining the dairy processing industry are starting to ease and are registering great interest among women's groups and horticultural sector associations for our assistance. Our challenge now is to move forward with the installation of the milk collection centers in the production zones and the facilitation of supply contracts with the urban dairies.

This quarter saw a radical transformation in the coffee sector from which we doubt the government can now backtrack on privatization. The moves made and transformation which is now undertaken has reassured international buyers and should serve the industry well in the coming campaigns. There are, however, challenges which remain as certain structures gain credibility and accumulate power, respect and authority at the expense of other institutions or posts.

We are optimistic but cautious as we begin the second quarter of PY 3. There is much to be done and many opportunities, but there is a new political overlay which must be considered during this election year and already certain tendencies are appearing which could limit proximity access to our clients on a continual basis.

Annexes

Dear Ben, Tharcisse and Emile,

Thank you very much for the hospitality, logistics and insight that your entire team provided to me over the past 4 days. I was not expecting to come away from the trip with as much as I did; it is really quite incredible how much I was able to do in 3-4 short days. I visited almost a dozen washing stations, met with SOGESTAL and processing usine management, OCIBU and many varied players along the way, who were able to provide valuable insight into a) how coffee works in Burundi and b) the specific opportunities in place for a company like Crop to Cup. The trip was a 100% success, as I now have a very clear idea about options for the future, and - more importantly - how these can be turned into reality during the next harvest.

Although I was unable to meet with Dreyfuss (but will continue to be in email contact with Francois), my 1.5 days with Schluter reinforced Emile's thoughts that there is really nothing to worry about logistically. There seem to be plenty of partners on the ground - including BAP, Schluter and more - to ensure that any coffee we purchase from Burundi is a) from traceable sources and entrepreneurial farmer groups, b) of high quality and to our quality specifications (at both the washing station and usine level), and c) can actually get on a truck and turn up in New York! Surely there are delays and hurdles to expect, but the important part is that they are all laid out on the table and proper expectations can be set.

Overall, my trip was extremely educational, eye-opening and a ton of fun. Somehow we even found time for a few laughs and quite a bit of tasty poisson du lac in Bujumbura and Ngozi!

As I told everybody throughout the trip, C2C is interested in coffee with both a quality AND development focus. Our company grew out of development work with farmers in Uganda, and it is our passion to continue with this same focus on improving quality of life *through* coffee. If we can develop *reliable long-term* relationships with farmers and help them receive a better price for *volumes* of coffee - not just the top cream of the crop - then our real goals will be met. Our ideal is not to cup hundreds of samples from across Burundi each season then take only 50 bag lots from the winning washing stations. I believe that our blessing is that we have a quite varied customer base, with demands from day lots for the specialty restaurants and roasters (those top crop 50 bag lots), to the bulk roasters and the food service industry that just want a good, reliable and ethical coffee (the rest of the harvest that is too often forgotten).

Ideally we will want to build a relationship with one washing station and show commitment even before the first samples can be sent. Depending on financing and the buy-in that we can find from current and prospective customers of C2C, we would gradually build up the program (throughout the years) to be able to take 100% of a community's annual harvest, and pay fair premiums to farmers for every bean they pick, not just the ones that end up in top lots. And herein lies the beauty: quality incentive will not be lost! Farmers will see that higher premium (for AA, high scores or whatever parameters we set) is a heck of a lot better than a lower premium!

Here are the steps I envision to move forward:

- over next weeks, Crop to Cup to internally discuss goals, budget available, final focus, etc
- over next few months C2C to assess market demand and buy-in from current and prospective clients for high grades and lower grades of coffee. I have adequate Burundi

type samples to start the search with something that people can actually taste, although the story and goals behind this project, I think, will form at least half the appeal.

- over the next few months settle on perhaps 1 or 2 washing station options. I visited many great options, although a few really stand out. I am intrigued by some of the brand new washing stations as well as the more established ones, so the field is pretty open.

Discussions with partners in Burundi will help us to settle on one whose quality is expected to be adequate and whose farmers are adequately organized.

- after hearing back from customer base, determine the volume of coffee to contract
- before season starts, begin discussions with logistics partner, SOGESTAL, usine, BAP etc and set MOU/commitment with washing station
- upon receipt of first samples (perhaps 3-5 weeks into the harvest) set contract for quality and process requirements, etc. (with SOGESTAL, usine, logistics partner, etc)
- harvest, processing, import, etc
- next year continue the relationship with the washing station, improve quality over prior year, etc

Those are my general thoughts. Perhaps things will change as I look over my notes and we begin to build the project in more detail, but right now that's how I see us moving forward.

I would very much welcome your feedback and thoughts on this, and I'll surely keep you updated as I discuss this with my partner, Jake. Let's keep in close contact to keep the momentum going. You all have my contact details already, but if you need to get a hold of me between now and my return to the US on the 22nd, my phone number in Uganda is +256 785 302 266. My skype name is wartaymor.

Thank you again for your hospitality and such an educational trip! I look forward to a great future in Burundi.

Best regards,

Taylor Mork
Crop to Cup Coffee Co
www.croptocup.com
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Les programmes radiophoniques diffusés

Au cours de ce trimestre, le programme a continué à produire l'émission Akeza karigura produite en partenariat avec la radio Isanganiro et qui est diffusé 2 fois par semaine. Dans l'ensemble, l'émission a fait intervenir 88 personnes dont 6 femmes. Le temps de diffusion est de 720 minutes soit 6 heures et les thèmes développés ont été :

- Evaluation des activités de paillage et taille dans la région de Kayanza
- Préparation de la campagne de pulvérisation
- Campagne 2010-2011 dans la région de Kayanza après la vente de 8 SDL de cette région
- Une nouvelle société dans la région caféicole de Ngozi: point de vue des anciens intervenants à commencer par les agriculteurs
- Avancement du processus de réforme de la filière café
- Cérémonie de remise des 13 SDL vendue à WEB COR
- Processus de la mise en place de nouveaux organes (ARFIC et INTERPROFESSION)

- Traitement des eaux usées

- Protection de l'environnement

- La Productivité



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**Programme pour la Promotion de l'Agro-Industrie
Et des Entreprises Rurales (PAIR)**

**La productivité du café au Burundi : Cas des SOGESTALs Kayanza,
Kirundo-Muyinga, Ngozi et Kirimiro**

Bujumbura, Octobre, 2009

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I. INTRODUCTION

Le Programme pour la Promotion de l'Agro-Entreprise et des Entreprises Rurales (PAIR) est un programme d'une durée de trois ans avec possibilité d'extension de deux ans. Il est exécuté par DAI (Development Alternatives Inc.) sur financement de l'agence américaine de développement USAID. Le but du programme est : **«Augmenter et diversifier les opportunités économiques en milieu rural à travers des actions de promotion de l'agro-industrie, qui ajoutent de la valeur et qui favorisent la croissance économique accélérée d'une manière durable en respectant et améliorant les conditions environnementales »** et cinq objectifs spécifiques concourent à l'atteinte de ce but :

- Appuyer le secteur privé et les entreprises paysannes à augmenter leurs revenus en milieu rural par la différenciation et la diversification de leur production;
- Diversifier les opportunités économiques des clients du programme (Organisation des Producteurs, Sociétés privées et fournisseurs de services);
- Renforcer les maillons de chaînes de valeur dans les filières porteuses, susceptibles à accroître les revenus des partenaires, soit des cultivateurs, soit des entreprises de transformation, de l'exportation, et/ou de distribution, soit les fournisseurs des intrants et autres services;
- Accroître l'adoption de nouvelles techniques et technologies porteuses qui rendent les filières plus efficaces en réduisant leurs coûts et en même temps augmentant le volume et la qualité des produits;
- Promouvoir l'utilisation des techniques et technologies contribuant à la gestion durable des ressources naturelles et la protection de l'environnement, y compris la biodiversité.

Au niveau opérationnel, le programme intervient à travers trois chaînes de valeur en l'occurrence la chaîne de valeur café, la chaîne de valeur lait et la chaîne de valeur horticulture. En plus de ces chaînes de valeur, des actions transversales sont menées notamment l'intermédiation financière, le renforcement des capacités des partenaires en genre et développement de l'entrepreneuriat, l'amélioration de la desserte en eau de qualité autour des sites d'intervention du programme ainsi que le traitement des eaux usées sont inscrites dans le plan d'action du programme.

Dans la chaîne de valeur café, le programme contribue à l'amélioration de la qualité et de la quantité du café vendu sur le marché international afin que toutes les parties impliquées dans le secteur puissent y tirer un profit substantiel. L'approche du programme dans ce sens est d'abord l'amélioration de la transformation et la commercialisation et surtout le renforcement des capacités des producteurs à augmenter la productivité qui constituent le poumon de la chaîne de valeur. A ce niveau justement, le programme organise des formations des leaders des associations au niveau des stations de lavage sur les différentes techniques agricoles du café et le renforcement de leurs organisations ainsi que toutes les nouvelles pouvant faire avancer la filière café surtout dans le contexte actuel de la privatisation. Les leaders à leur tour vont répercuter les connaissances et les informations acquises au niveau des collines et des sous collines.

Dans le but de mesurer l'effet des activités du programme sur la productivité du café dans la zone d'action, le programme PAIR a entrepris une étude de la productivité du café dans sa zone d'action. Dans le cas de cette étude, il s'agit de savoir si les différentes formations organisées à l'endroit des leaders des associations sur les stations de lavage pilotes par les agents du programme et par les leaders au niveau des sous collines sont entrain d'apporter un plus sur la productivité du café.

D'une manière spécifique l'étude devrait permettre de répondre aux questions suivantes :

- Est-ce que la productivité du café des ménages en associations est plus meilleure que celle des non associés ?
- Est-ce que la productivité des ménages sous la responsabilité des hommes est meilleure que celle des ménages sous la responsabilité des femmes ?
- Est-ce que la productivité diffère d'une SOGESTAL à une autre ?
- Est-ce que la productivité des leaders des associations est meilleure que celles des non leaders ?

II. METHODOLOGIE

La mesure de la productivité du caféier nécessite deux éléments en l'occurrence la production et le nombre de pied. En d'autres termes la productivité est ici entendue comme le rapport de la production et le nombre de pieds. Pour avoir les informations relatives à la production, il a été recruté des agents pour noter la production des ménages préalablement. Les informations relatives à la production ont été tirées sur les fiches de vente disponibles sur les stations de lavage pilotes. Il a été relevé la production des trois dernières années (2007-2008-2009) afin de mesurer dans le temps le rendement d'un pied de caféier. Le relevé a été réalisé une station de lavage par SOGESTAL. Il s'agit de la station de lavage de Bwayi dans la SOGESTAL de Kayanza, la station de lavage de Murambi dans la SOGESTAL de Ngozi, la station de lavage de Ngogomo dans la SOGESTAL de Kirundo-Muyinga et la station de lavage de Teka dans la SOGESTAL de Kirimiro. Les données relatives au nombre de pieds par ménage avaient été collectées en 2007 par les agents et les leaders des associations des producteurs du café du programme.

Au départ, l'étude avait prévu de mesurer le rendement des cinq dernières années mais cela n'a pas été possible. En effet, la contrainte a été que dans certaines directions générales des SOGESTALS, les fiches sur lesquelles sont inscrites les productions annuelles individuelles des ménages sont détruites après trois ans. C'est cette raison majeure qui a fait que l'étude considère seulement les années 2007, 2008 et 2009. Dans la planification, il était prévu de mesurer la productivité de 780 ménages dont 520 ménages membres des associations 260 ménages non membres des associations. Sur le terrain, il n'a pas été possible d'atteindre ces chiffres car comme on devrait trouver la production de chaque ménage sur les trois dernières années, la tâche n'a pas été facile. En effet, la production de certains ménages ciblés n'était pas disponible sur les stations de lavage. Certains ménages vendent leur café sur les pieds pendant les périodes de disettes ou quand ils subissent n'importe quel autre choc social. D'autres ménages contractent des dettes en nature comme des engrais chimiques à la station de lavage qui devraient être

remboursées au moment de la paye mais pour éviter de rembourser, ils vendent le café à la station de lavage sous un autre nom. D'autres ménages encore vendent leurs production chez les associations qui à leur tour vont acheminer le café à la station de lavage. Tous ces facteurs ont fait que le nombre de ménages ciblés au départ ne soit pas atteint. Ainsi, les données ont été collectées pour 323 ménages au total.

En plus de ces données quantitatives, des informations qualitatives ont été collectées par l'unité de suivi et évaluation du programme afin d'expliquer certains phénomènes révélés par les données quantitatives. Comme outil, c'est l'interview semi-structurée et l'observation directe des champs qui ont été utilisées. Les interviews ont été menées auprès des chefs des stations de lavage, des membres des associations et de leurs leaders et des non membres des associations.

III. LES RESULTATS

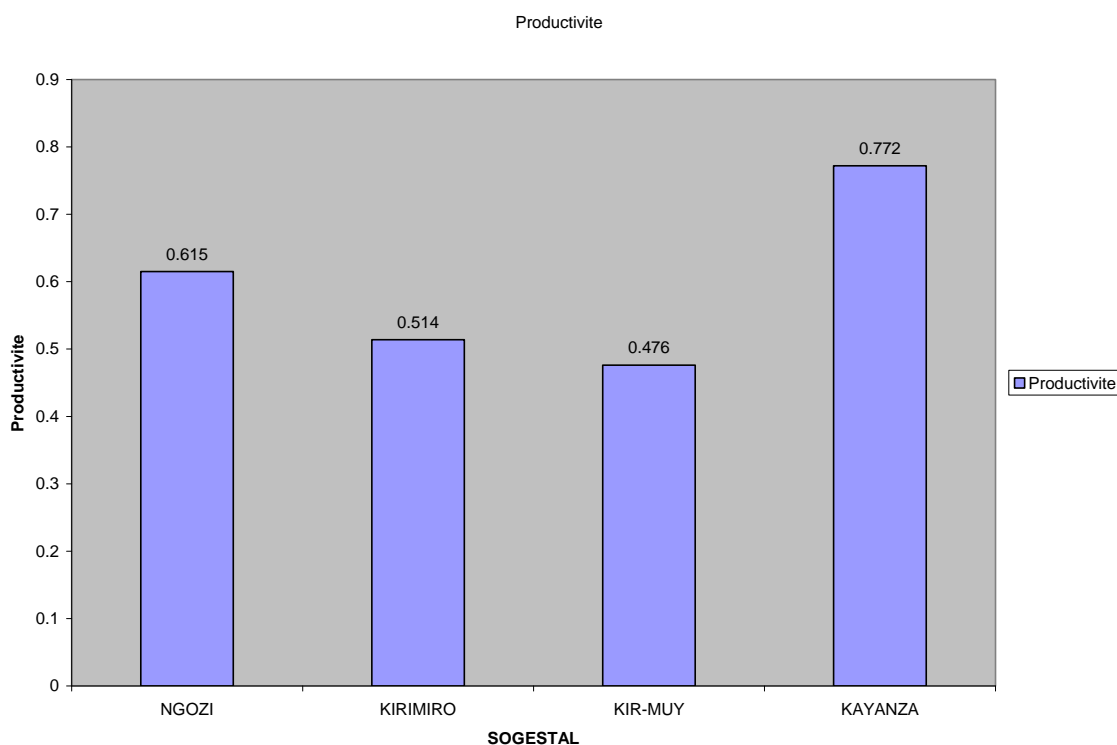
III.1. LA PRODUCTIVITE DU CAFE PAR SOGESTAL (2007-2009)

Les données du tableau ci-dessous montrent clairement que sur les trois dernières années, la SOGESTAL Kayanza a enregistré la plus grande productivité, suivi par la SOGESTAL Ngozi, la SOGESTAL Kirimiro et enfin la SOGESTAL Kirundo-Muyinga. Dans le temps, la productivité a été très grande en l'an 2008 avec 1,02 kg par pied de caféier alors qu'elle a sérieusement chuté au cours de l'année 2009 avec une productivité de 0,29 kg par pied de caféier. Ces données confirment encore la cyclicité du verger caféicole burundais. En effet, la production évolue en dents de scie ce qui ne rassure pas les acheteurs internationaux car ils ne sont jamais sûrs de trouver une quantité constante de café burundais. Il est important aussi de constater que la productivité diffère d'une SOGESTAL à une autre.

Tableau 1 : Evolution de la productivité du café au niveau des SOGESTALs

	Productivité 2007(kg/pied)	Productivité 2008 (kg/pied)	Productivité 2009 (kg/pied)	Moyenne par SOGESTAL (kg/pied)
S.NGOZI	0.41	1.17	0.26	0.62
S.KIRIMIRO	0.53	0.75	0.27	0.51
S.KIRUNDO- MUYINGA	0.41	0.71	0.31	0.48
S.KAYANZA	0.52	1.46	0.34	0.77
Moyenne annuelle	0.47	1,02	0.29	0.60

FIGURE 1 : PRODUCTIVITE MOYENNE DU CAFE PAR SOGESTAL (DE 2007-2009)

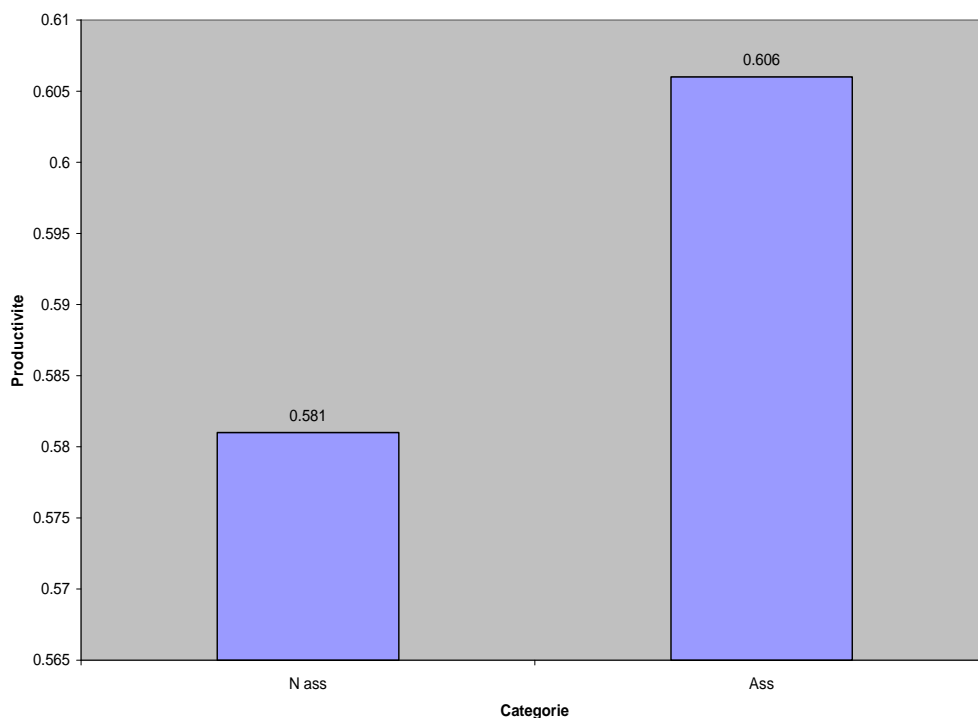


III.2. LA PRODUCTIVITE DU CAFE PAR CATEGORIE DE PRODUCTEURS

III.2.1. La productivité du café des ménages en associations et des ménages non en associations

Dans l'ensemble, la productivité des membres en associations est plus élevée que celle des membres qui ne sont pas en associations. En effet, la productivité des membres en associations est de 0,61kg/pied alors que celle des membres qui ne sont pas en associations est de 0,58 kg/pied. Selon les informations collectées sur terrain, les membres des associations ont accès facile aux intrants agricoles (engrais chimiques, les produits phytosanitaires) et les utilisent correctement ce qui augmente la production. En plus, les personnes en associations sont normalement parmi les plus dynamiques de la société et font les travaux d'entretien du café mieux que les personnes non associées.

FIGURE 2 : LA PRODUCTIVITE DU CAFE DES MEMBRES DES ASSOCIATIONS ET DES NON MEMBRES DES ASSOCIATIONS



Quand on analyse la productivité des membres des associations et des non membres des associations au sein des SOGESTALs, on remarque que dans les SOGESTAL de Kirimiro et de Kayanza, la productivité des ménages qui ne sont pas en associations est meilleure que celle des ménages qui ne font partie des associations. Par contre la productivité du café des ménages en associations est plus élevée dans les SOGESTALs de Ngozi et de Kirundo-Muyinga. En définitif, ces informations démontrent que la productivité du café des membres en association n'est pas partout plus meilleure que celle des ménages qui ne sont pas en associations.

Tableau 2 : La productivité des membres des associations et des non membres par SOGESTAL

		PRODUCTIVITE (KG/PIED) 2007	PRODUCTIVITE (KG/PIED) 2008	PRODUCTIVITE (KG/PIED) 2009	PRODUCTIVITÉ MOYENNE PAR SOGESTAL
S.NGOZI	N associés	0.47	0.99	0.24	0.57
	Associés	0.36	1.32	0.28	0.65
S.KIRIMIR	N associés	0.61	0.90	0.28	0.59
	Associés	0.46	0.61	0.26	0.44
S.KI-MUY	N associés	0.28	0.57	0.32	0.72
	Associés	0.52	0.83	0.30	0.88
S.KAY	N associés	0.65	1.53	0.34	0.84
	Associés	0.44	1.41	0.34	0.73

III.2.2. La productivité du café des leaders des associations et des non leaders

Au niveau global, la productivité du café des leaders des associations est inférieure à celle des non leaders. C'est une situation paradoxale parce que les leaders des associations devraient servir de modèle en faisant correctement l'entretien du café ce qui devrait permettre d'augmenter la productivité du café de ces derniers. Après investigations faites sur terrain, il ressort que les leaders des associations des caféiculteurs sont non seulement leaders dans ce domaine mais aussi dans d'autres. Ces activités sont faites juste pour servir la communauté sans y tirer un profit matériel qui permettrait d'engager une main d'œuvre qui travaillerait dans le caféier pendant que le leader se donne pour les autres. Cela a comme conséquence une tendance à un mauvais entretien des champs de café des leaders.

Tableau 3 : La productivité des leaders et des non leaders

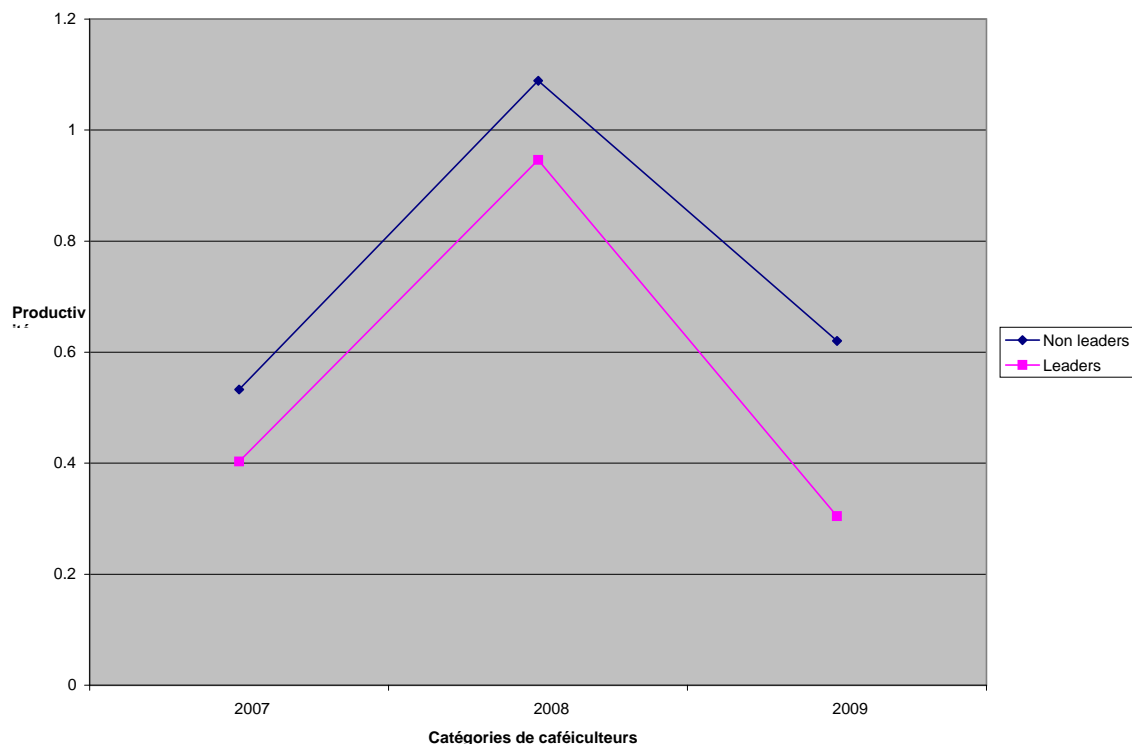
CATEGORIES	PRODUCTIVITE (KG/PIED)
Non leaders	0.747
Leaders	0.551

Au niveau des SOGESTALs, la productivité des non leaders des associations est toujours plus grande que celle des leaders excepté la SOGESTAL de Kayanza où la productivité du café des leaders est plus importante.

Tableau 4 : La productivité des leaders et des non leaders par SOGESTAL

		PRODUCTIVITE (KG/PIED) 2007	PRODUCTIVITE (KG/PIED) 2008	PRODUCTIVITE (KG/PIED) 2009	PRODUCTIVITÉ MOYENNE PAR SOGESTAL
S.NGOZI	N leaders	0.42	1.18	0.26	0.62
	Leaders	0.35	1.09	0.24	0.56
S.KIRIMIR	N leaders	0.81	1.16	2.36	1.44
	Leaders	0	0	0	0.00
S.KI-MUY	N leaders	0.48	0.68	0.31	0.49
	Leaders	0.27	0.4	0.28	0.32
S.KAY	N leaders	0.52	1.35	0.39	0.75
	Leaders	0.59	1.57	0.36	0.84

FIGURE 3 : EVOLUTION DE LA PRODUCTIVITE DES LEADERS ET NON LEADERS DES ASSOCIATIONS



III.2.3. La productivité du café selon le sexe du chef de ménage

Les données sur la productivité du café des ménages sous la responsabilité des hommes et des femmes montrent que globalement, les ménages sous la responsabilité des femmes ont une grande productivité que celle des ménages dont les hommes sont les chefs. Selon les personnes rencontrées, la seule explication possible est que les femmes ont généralement un petit nombre de pieds de café par rapport aux hommes ce qui l'entretien comme le paillage plus facile.

Tableau 5 : La productivité du café selon le sexe du chef de ménage

Chef ménage	Productivité 2007	Productivité 2008	Productivité 2009	Moyenne annuelle
Homme	0.51	1.06	0.34	0.64
Femme	1	1.85	0.85	1.23

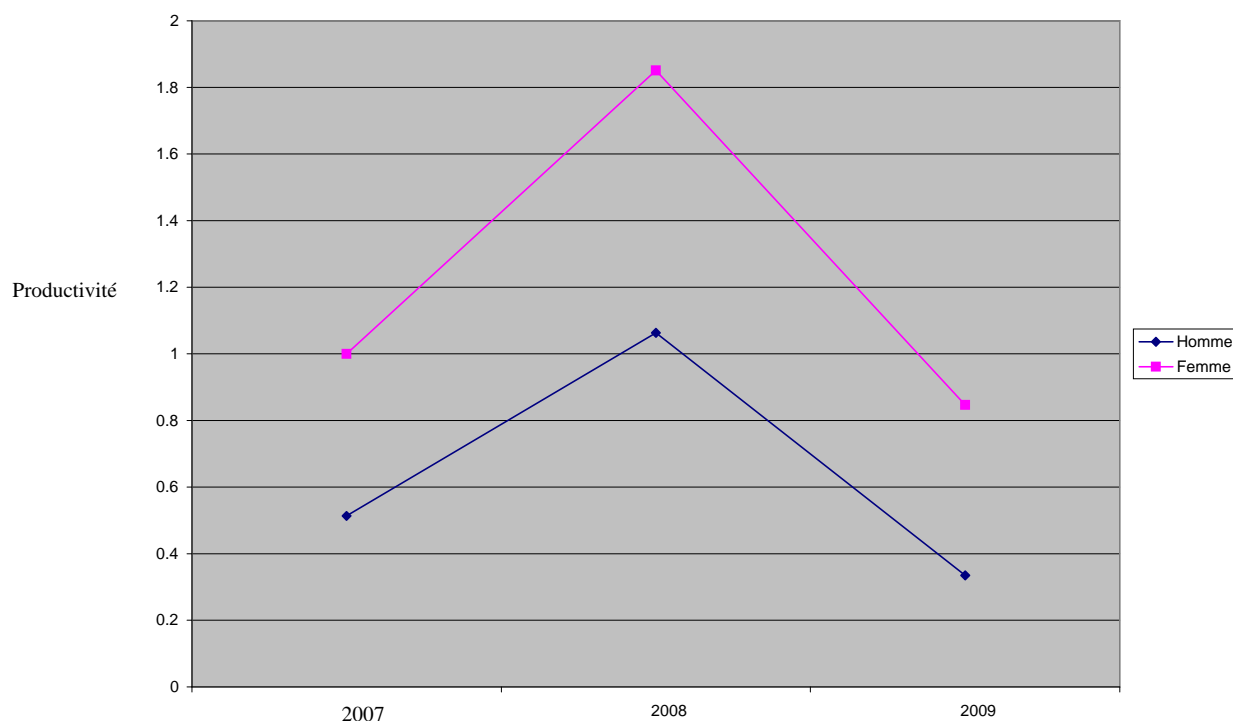
Au niveau des SOGESTALs , la productivité des ménages sous la responsabilité des hommes est presque égale à celui des femmes dans les SOGESTALs de Kayanza et Kirimiro. Par contre, dans la SOGESTAL de Kirundo-Muyinga, la productivité des ménages sous la responsabilité des hommes est meilleure alors que dans la SOGESTAL de Ngozi, la productivité du café des

ménages sous la responsabilité des femmes est meilleure que celle des ménages sous la responsabilité des hommes. A ce niveau, la productivité du café des ménages dont la femme est chef n'est pas meilleure dans toutes les SOGESTALs.

Tableau 6 : La productivité du café selon le sexe du chef de ménage/SOGESTAL

		PRODUCTIVITE (KG/PIED) 2007	PRODUCTIVITE (KG/PIED) 2008	PRODUCTIVITE (KG/PIED) 2009	PRODUCTIVITÉ MOYENNE PAR SOGESTAL
S.NGOZI	Hommes	0.67	1.90	0.43	0.57
	Femmes	0.53	2.34	0.12	
					0.79
S.KIRIMIR	Hommes	0.53	0.75	0.27	0.51
	Femmes	0.52	0.73	0.32	0.52
S.KI-MUY	Hommes	0.46	0.65	0.30	0.47
	Femmes	0.21	0.51	0.37	0,36
S.KAY	Hommes	0.52	1.46	0.34	0.77
	Femmes	0.66	0.98	0.63	0.76

FIGURE 4 : EVOLUTION DE LA PRODUCTIVITE DU CAFE DES MENAGES DES HOMMES ET DES FEMMES (2007-2009)



IV. CONCLUSION

L'étude sur la productivité du café dans 4 SOGESTALs sur les 5 que comptent le pays a montré quelques faits importants qu'il sied de mettre en exergue dans cette conclusion :

1. La productivité du café est la plus importante dans la zone de la SOGESTAL de Kayanza que dans les autres trois SOGESTALs (Ngozi, Kirundo-Muyinga et Kirimiro). Comme le démontrent toujours la plupart des études, la productivité sur les trois années (2007, 2008 et 2009) est instable.
2. Les ménages producteurs du café en associations ont une plus grande productivité que celle des ménages qui ne sont pas dans des associations. Cette situation est liée au fait que les ménages en association ont accès plus facile aux intrants et aux autres informations qui permettent l'amélioration de la productivité.
3. La productivité du café des leaders des associations est inférieure à celle des non leaders. C'est une information inattendue. Les investigations réalisées sur le terrain ont montré que les leaders ont tendance de consacrer plus de temps aux activités communautaires qu'à leur verger caféicole.
4. Dans l'ensemble, les ménages sous la responsabilité des femmes ont une grande productivité du café que celle des hommes. En effet, les femmes ont un petit nombre de pieds de café que les hommes ce qui rend leur entretien plus aisé.