

Feed the Future Performance Evaluation of the Cereal Value Chain (CVC) Activity in Mali

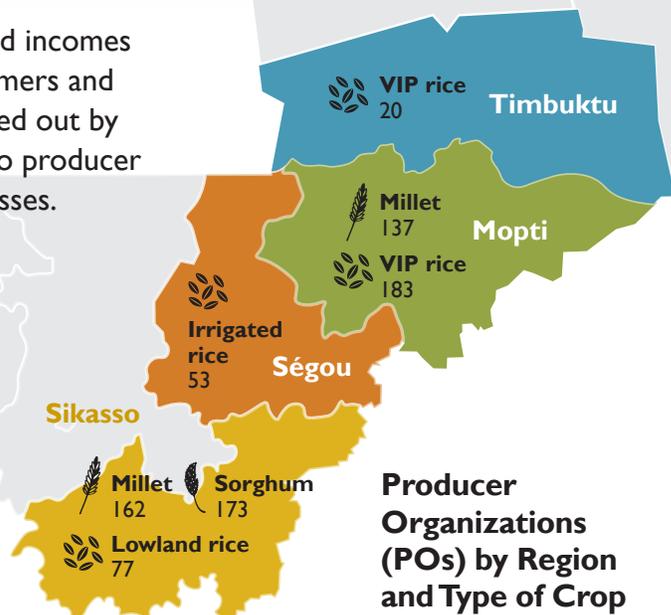
Evaluation Summary

Goal: Increase agricultural production, productivity, and incomes through direct interventions with men and women farmers and through value-added income generating activities carried out by value chain actors, including financial support service to producer organizations, input suppliers, and other private businesses.

Implementation Period: Oct. 2013 - Oct. 2018

Budget: \$24,971,628

Value Chains



Key Findings

Piloted a gender mentoring program using a training-of-trainer approach that helped women improve their knowledge of cereals production and marketing and empowered them to participate more within their POs and families.



Recommendations

- ✓ **Expand the gender mentoring pilot** by using the experienced mentors and mentees for the future projects.
- ✓ **Combine literacy programs with training and mentoring** to increase female participation in Community Agribusiness Teams (CATs) and PO Executive Boards.

“Now you can see that men ask their women about the management of the money gained from the harvest. They decide with women which things to invest in or buy, or things to buy for the children. This was unbelievable in the past.” (Mentor)

Created and trained:



754
CATs
82,325
PO members
43%
women

- ✓ **Strengthen existing CATs and scale up new CATs** in other regions by reinforcing past training and providing training in new areas.
- ✓ **Consolidate small POs into larger ones or federations** that can bulk sales and earn higher profits.
- ✓ **Increase the number of storage facilities** to allow POs to sell at higher prices during the lean season.

Key Findings

Implemented an “internal value chain financing model” through Planète Distribution. Planète distributed **\$12,017,500 in credit to small rice farmers in the most insecure regions of Mail**, compensating for the withdrawal of commercial lending in those regions.



Recommendations

- ✓ **Diversify Planète Distribution’s funding sources** and expand credit options for POs to ensure the sustainability of the internal value chain financing model.

“They trained us on getting credit from banks. After the harvest, we store the crops in the warehouse. They give us credit, and when prices are high, we wait until six or eight months to make contracts. We call them if prices rise before eight months, because we know that we can get more benefits at that moment.”
(PO member)



Linked large cereal traders with POs through formal contracts for group sales and trained CAT members to prospect

markets and develop durable commercial linkages with large buyers.

- ✓ **Develop further contracting mechanisms** to encourage cereals brokers and input suppliers to provide internal value chain financing to millet/sorghum POs.
- ✓ **Facilitate more relationships between banks and POs** to expand the internal value chain financing model.
- ✓ **Encourage the development of internal value chain financing** for millet and sorghum.

Supported financial intermediaries (FIs) and Association of Professionals in Financial Intermediation of Mali (APIFIMA) to mobilize **\$20,331,216 in loans** to **59,253 farmers and agribusinesses** expanding agricultural portfolios at **12 financial institutions**, improving creditworthiness at **120 wholesalers and agribusinesses**, and reducing loan default rates through APIFIMA tracking of loan repayments.

- ✓ **Work with commercial banks** to expand the APIFIMA FI network to other regions.
- ✓ **Incentivize APIFIMA** to engage with FIs to target millet/sorghum POs more proactively.
- ✓ **Encourage lenders to pay a portion of the commissions** for APIFIMA FIs to improve the network’s sustainability.
- ✓ **Publicize APIFIMA’s work with POs** to increase name recognition and market awareness.



Methodology

ME&A evaluators visited all CVC activity sites and used a mixed methods approach for data collection.

26

key informant interviews

+ 11

focus groups

+ 17

telephone interview

+ 11

documents reviewed

+ 4

regions visited

+ 1

annual survey analyzed

161
total respondents

Read the full evaluation report at

https://pdf.usaid.gov/pdf_docs/PA00WK8Q.pdf

