

A New Era for Agriculture in Africa



Annual
Report
2015

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AGRA is focused on putting smallholder farmers at the centre of the continent's growing economy by transforming agriculture from a solitary struggle to survive into farming as a business that thrives.

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*AGRA is farmer-centred
- investing in millions of
hardworking men and women
typically farming on less than
a hectare of land. They are
the backbone of African
agriculture, African economies
and Africa's future.*

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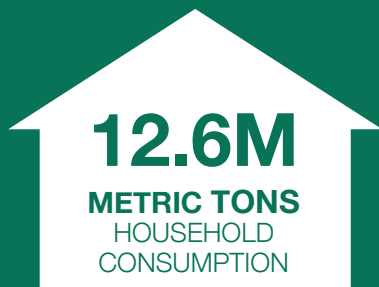
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AGRA Partners



2015 Highlights

2015 YEAR IN REVIEW



CUMULATIVE INCREASE

MORE THAN
18.2M

SMALLHOLDER FARMERS
REACHED WITH
IMPROVED SEED

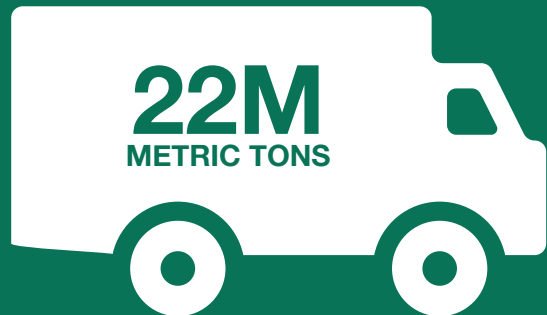
9.1M_{HA}

CUMULATIVE AREA
COVERED WITH IMPROVED
SEED

\$160M

CUMULATIVE FINANCE LEVERAGED
THROUGH CREDIT GUARANTEES

772 CUMULATIVE
PROJECTS FUNDED



22M
METRIC TONS

TOTAL CUMULATIVE INCREASE IN
PRODUCTION USING
IMPROVED SEED



18
COUNTRIES
& REGIONS

\$414M

CUMULATIVE
VALUE OF GRANTS GIVEN



Together with its partners, AGRA has built the systems and tools for Africa's agriculture: high-quality seeds, better soil health, access to markets and credit, stronger farmers' organizations and agriculture policies



AGRA is present in 18 countries and across the agro-ecologies of the Guinea Savannah Zone of West Africa, the East African Highlands, and the Miombo Woodlands Zone in Southern Africa.

2007 - 2015 Cumulative Outcomes



531 VARIETIES

The number of locally adapted, high-yield crop varieties generated by African crop breeders across 14 countries.



25,000 AGRO-DEALERS

Trained and certified in technical training & business management in twelve countries in Africa.



9906 FARMER GROUPS

Trained in governance, group dynamics, leadership and business development.




653,594 FARMERS

Trained in post-harvest management and structured trading with 594,603MT at a US\$10 - US\$50 price premium.



1.3M HECTARES

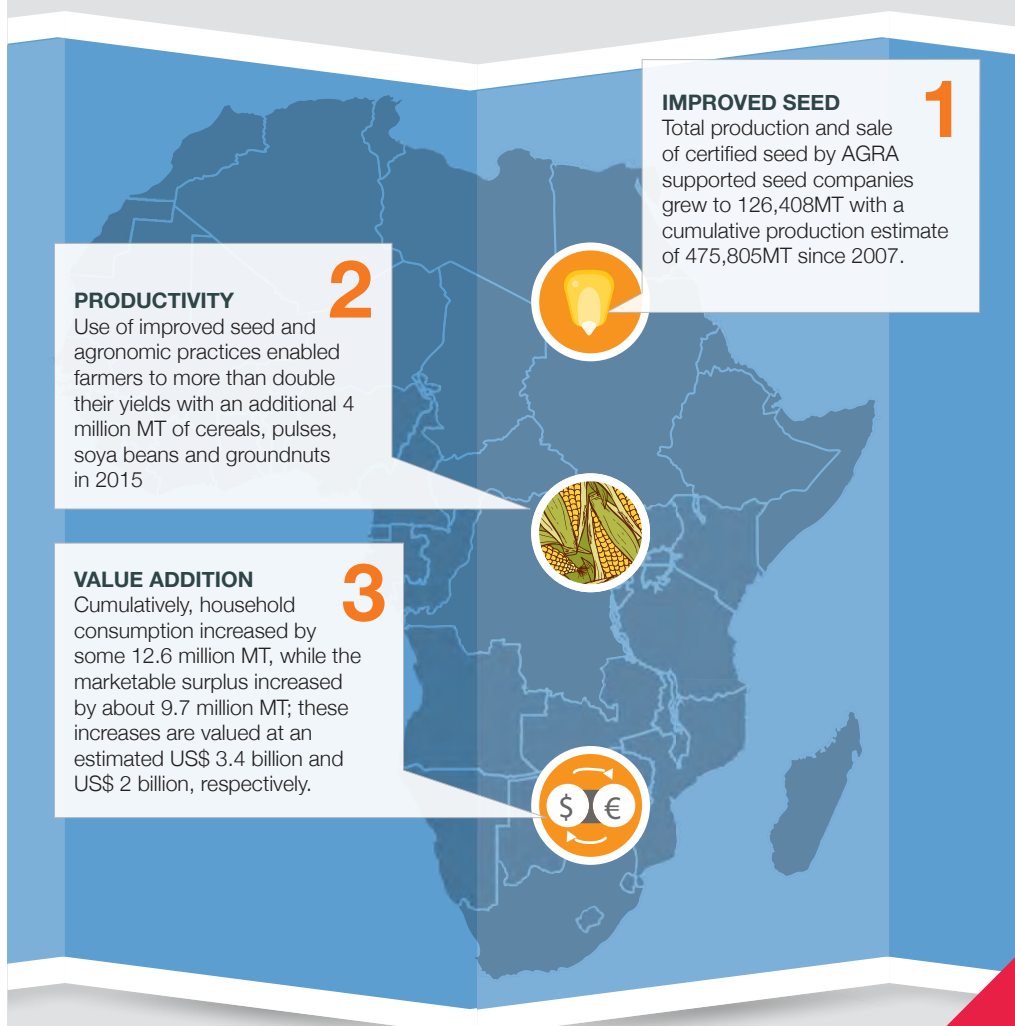
The amount of depleted land that farmers have revived through a combination of mineral and organic fertilization, and good agronomic practices.




623 SCIENTISTS

The number of specialists educated at MSc- and PhD-level to support national research organizations and to build capacity for agricultural systems across countries.

Outcomes By End of 2015





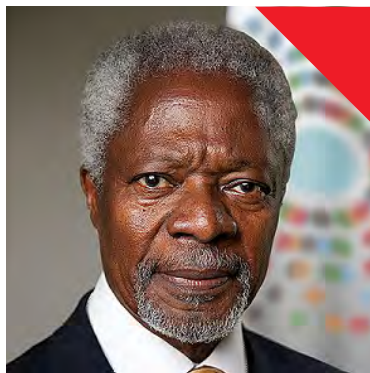
"I believe transformation of African agriculture could improve the lives of tens, if not hundreds, of millions of people on our continent. We know that agriculture can create jobs, we know that two thirds of Africans live on the farm and fisheries. We know that it can establish affordable, reliable supply of food, and generate faster, fairer growth across the value chain involving farmers, suppliers, transporters, processors, and a myriad other operators. You can just imagine the jobs that can be created if we went that route."

Koffi Annan, AGRA Board Chair Emeritus



AGRA's Leadership

The Board of Directors



Kofi A. Annan

Board Chair Emeritus & Former Secretary General of the United Nations (1997-2006)



Jeff Raikes

Board Member & Co-Founder, Raikes Foundation



Strive Masiyiwa

Board Chair & Chairman, Econet Wireless International



Prof. Joachim von Braun

Board Member & Director, Center for Development Research (ZEF), University of Bonn, Professor, Economics and Technical Change



Josette Sheeran

Board Member & President of the Asia Society



Judith Rodin

Board Member & President, The Rockefeller Foundation



L. K. Mohohlo (nee Tslako),

Board Member & Governor of The Bank of Botswana



Maria Isabel Andrade
Board Member & Seed Systems Specialist, International Potato Center (CIP)



Moise C. Mensah
Board Member & Commissioner, High Commission for Consultative Governance, Benin



Rodger Voorhies
Board Member & Managing Director, Global Development, Bill & Melinda Gates Foundation



Usha Barwale Zehr
Board Member & Director of Research, Maharashtra Hybrid Seeds Company Limited, India



Agnes Kalibata
President of AGRA



Victoria Chelangat Sabula
General Counsel & Board Secretary

Principal Staff Chiefs & Heads

Adam Gerstenmier	Chief of Staff
Joseph DeVries	Chief Agricultural Transformation Officer
Paul Tikani	Chief Operating Officer
Aubrey Phiri	Chief Finance Officer
Neil Anthony	Chief Human Resources Officer and Senior Adviser to the President
Sean De Cleene	Chief, Partnerships & Strategy
Victoria Chelangat Sabula	General Counsel & Board Secretary
Anne Mbaabu	Head, Markets & Post Harvest
Boaz Keizire	Head, Policy & Advocacy
Caroline Njeru	Head, Procurement
David Ameyaw	Head, Monitoring & Evaluation
David Maingi	Head, Communications
Fadel Ndiame	Regional Head, West Africa
George Bigirwa	Regional Head, East & Southern Africa
Graham McNeill	Head, Resource Mobilization
Hillary Tororey	Head, Internal Audit
Ignatius Mutula	Head, Grants Management
John Wakiumu	Head (Interim), Public Private Partnerships
Rebbie Harawa	Head (Interim), Farmer Solutions
Richard Jones	Chief of Party, USAID Scaling Seeds and Technologies Partnership
Sylvester Kisonzo	Head, Information & Communication Technology
Vuhya Amulyoto	Head, Human Resources

Chairman's Statement

Strive Masiyiwa
Board Chair



With the world population expected to reach 8.5 billion by 2030, the impact of climate change becoming increasingly apparent, and the amount of arable land dwindling, the world has a daunting challenge.

Notwithstanding the fact that Africa's agricultural transformation is a long and complex process, a vibrant agriculture and food sector is a powerful foundation for broad-based, inclusive economic growth and development that can create multiplier effects through out the entire economy.

Agriculture is not just the starting point for economic development, it is at the center of life and economies in Africa and offers a future free of hunger and malnutrition. Unlocking Africa's agricultural potential would also unlock its development.

Where political will, domestic investment, increased aid and effective plans have been combined, we see impressive results demonstrating the poverty-reducing potential of agriculture.

We are at a critical moment for Africa's agriculture sector, now at an inflection point and projected to grow significantly in the coming years.

Whilst Africa has historically invested relatively little in agriculture and in developing its rural infrastructure, it is clear that there has been resurgent interest for the sector in the recent 24 months with estimates suggesting that Africa has the potential to increase the value of its annual agricultural output fourfold by 2030.

It is noteworthy that progress over the past decade is undeniable. Where political will, domestic investment, increased aid and effective plans have been combined, we see impressive results demonstrating the poverty-reducing potential of agriculture. Countries where AGRA has its work including Ghana, Ethiopia and Burkina Faso have experienced rapid agricultural growth; in some cases outpacing growth in other sectors.

As countries begin the journey to mobilize resources and effort behind the newly signed Sustainable Development Goals (SDGs), the challenge for Africa's agriculture remains – the elimination of hunger and malnutrition and the creation of a more resilient and sustainable food systems to feed growing populations on the continent and beyond.

With the world population expected to reach 8.5 billion by 2030, the impact of climate change becoming increasingly apparent, and the amount of arable land dwindling, there is no doubt that achieving this goal will be a daunting challenge. Agriculture is not just the starting point for economic development, it

is at the center of life and economies in Africa and offers a future free of hunger and malnutrition. Unlocking Africa's agricultural potential would also unlock its development. AGRA and its partners understand that with higher agricultural productivity; gender-equal access to land, seed, and fertilizer; growth will reach the most disadvantaged and reduce incidences of abject poverty.

AGRA has been at the center of many of the improvements taking place in African agriculture. It has developed important competencies, technologies, and partnerships, and all of these together have positioned the institution to catalyze and sustain an inclusive agricultural transformation that will uplift farm livelihoods and secure adequate, nutritious food for the continent's population.

In the past year, AGRA developed a new strategy to 2020, geared at delivering greater resilience and sustainable productivity gains and inclusive growth in the agricultural sector. We now seek to double the incomes of at least 30 million smallholder farm households and contribute to inclusive economic growth through productivity gains across 11 focus countries.

AGRA's on-the-ground engagement in individual countries will concentrate on investments in systems and capacity building for farmers towards higher value commercialized farming, support structured trading systems and agriculture financing to bolster smallholder farmers' resilience.

This also entails deep stakeholder networks at national level to advocate for enabling policies and increased government prioritization and investment in the sector so as

to limit systemic disruptions due to global shocks.

Notwithstanding the fact that Africa's agricultural transformation is a long and complex process, a vibrant agriculture and food sector is a powerful foundation for broad-based, inclusive economic growth and development that can create multiplier effects through out the entire economy.

AGRA engagements to 2020 takes into consideration that ultimately, every country will need to chart it's own course towards agricultural development. To achieve this, African nations will need to follow the pattern of economic transformations elsewhere: a more productive, more profitable agricultural sector that diversifies and, eventually, shrinks the number of people involved in production.

As fewer farmers grow more food, others will leave their farms to create a thriving rural economy that moves beyond primary production to add value to harvests. Eventually, people will leave the rural sector altogether and contribute to growth and innovation in other sectors. This is the model that the world's emerging economies have all followed, and African countries are poised to move next.

There is no other sector whose success can simultaneously revolutionize the health and nutritional status of 1 billion people, slash poverty on the continent, and build the foundation for long-term African prosperity. We have the opportunity to change the continent by investing in a smallholder-centered, African-led, partnership-driven agriculture. It is time to seize the moment. ■

President's Keynote



Agnes Kalibata
President, AGRA

I was in Mali recently where I met a woman, Maimouna Coulibaly, who several years ago left her job in the United States and returned to her home country to start a seed company called *Faso Kaba*. She quickly and confidently ramped up production, from 100 tons per year to over 1,000. However, her eagerness to keep expanding has been compromised by financing challenges.

The bumper crop in Tanzania in 2015 benefited farmers with access to storage facilities and links to market opportunities. Many farmers in Africa are contending with the significant “problem of a good year” – lots of surplus produce rotting before they see a market.

In Burkina Faso, farmers need around 100,000 tons of certified seed annually,

but seed availability is only 16,000 tons. Local companies – struggling to find capital to fill this demand.

In many instances, progress on the ground is tempered by barriers that need to be addressed. In spite of these drawbacks, there is also an unmistakable optimism in the continent. Mali, for example, boasts of having stopped importing cereal crops over the last five years and exported more than 500,000 tons of maize to its neighbors in 2015 alone.

Further, many African countries and their leaders are increasingly taking ownership of their own national plans for agricultural transformation as a driver of broader economic transformation. Between the Sustainable Development Goals endorsed by world leaders in 2015

and the Malabo Declaration endorsed by African leaders in 2014, the continent's leadership is becoming more focused on goals for poverty reduction, food security, nutrition, and inclusive growth that will require a sustained agricultural transformation.

As an alliance, AGRA depends on our partners. Besides the farmers themselves, our most important partners are the governments of the countries where we work. These governments have developed national agriculture plans, and our work aligns with those plans. At the ground level, we help farmer organizations and small businesses working directly with farmers to do the day-to-day work described in those national plans. At the global level, we help research institutions, foundations, and donor governments support those plans in the most effective and efficient ways possible.

AGRA's has focused on the capacities required to prepare Africa for a green revolution. In 2015, we have gone far beyond the farm and are delivering:

- Locally-adapted seeds and other technologies to enable a step-change in yields;
- New delivery channels that create access to new technologies among farmers;
- Africa's expanding input systems through support to new and existing local privately owned seed and fertilizer companies;
- Effective networks of private agro-dealers, enhanced post-harvest and financial tools that are more accessible to farmers and businesses;

- Stronger farmer organizations and markets;
- Environment to cultivate a new generation of African agricultural leaders; and
- An improved policy environment that enables the agricultural sector to flourish.

Because of AGRA's efforts and voice and the efforts and voices of partners working in this space, several countries including Tanzania, Ghana, Rwanda, Ethiopia, Burkina Faso and Mali have started to make steady progress - making the right commitment and necessary policy and investment decisions to support smallholder agriculture.

Of course, getting the whole continent to do the same is a complex undertaking for any one organization. But as an alliance, we can drive the shared vision of a sustainable agricultural transformation in Africa. Beginning with the CAADP Partner Platform meetings in Accra in April 2016 and working toward the African Green Revolution Forum in Nairobi in September 2016, these months represent an opportunity for African leaders and development partners to work together in new ways and at a much higher level.

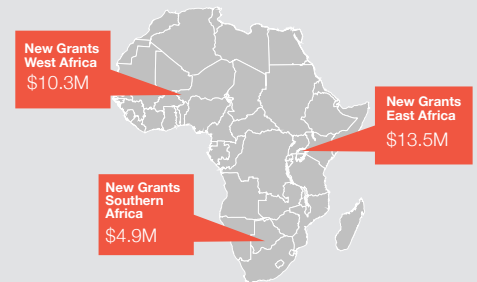
In doing this, AGRA in partnership with African Heads of State, the *African Union*, *NEPAD*, the *African Development Bank* and development partners have launched a catalytic campaign - *Seize the Moment*, to focus attention on the legacy opportunity that exists and drive a key moment to ensure sustained interest and investments benefiting hundreds of millions of African smallholder farmer households.

Cont. Pg16



IMPACT IN 2015

772 GRANTS TO DATE



13

NEW GRANTS
AWARDED IN
SOUTHERN
AFRICA

43

NEW GRANTS
AWARDED IN
EAST AFRICA

36

NEW GRANTS
AWARDED IN
WEST AFRICA

CATALYZING POLICIES



10

Seed



5

Soil



14

Staple Food
Market



1

Land



13

Environment

TOP 3 DONORS

BILL & MELINDA
GATES foundation

USAID
FROM THE AMERICAN PEOPLE

The ROCKEFELLER
FOUNDATION

President's Keynote (Cont.)

From Pg. 15

The campaign priorities include:

- An initial group of six African countries will re-commit to prioritizing agriculture, bringing forward refreshed National Agricultural Investment Plans and developing their multi-year financing frameworks.
- Development partners to commit to transformational investments in Africa's agriculture sector. In this regard, the upcoming AGRF and 2017 G7 and G20 meetings in Italy and Germany respectively, are opportune moments among others to come together to make history.

With our new strategy to 2020, AGRA is now ready to scale up our achievements over the last 10 years through a new integrated programming approach. AGRA has developed business plans for each of the 11 target countries responding to national priorities and working with local players to build internal capacities for agriculture transformation, one country at a time.

The good news is that, to overcome challenges faced by Ms. Coulibaly in Mali and other agriculture investors and farmers on the continent, we need not start from scratch but rather appropriate our collective experience and truly bring about Africa's agriculture transformation. ■



Photo Credits
Mark Irungu / AGRA



2015 Progress

2015 Progress

	Research Capacity Building	Research & Development	Input Production & Distribution	Awareness Creation on Agriculture Transformation	Adoption	Production Postharvest & Marketing
Overall 2015 Progress	<p>33 MScs funded in Crop Science</p> <p>5 MScs funded in Soil Science</p>	<p>33 Varieties released</p> <p>40 Varieties commercialized</p>	<p>10 Seed companies supported</p> <p>126,408 MT of seed produced</p> <p>2,887 Agrodealers trained</p> <p>59,859 MT inorganic fertilizer sold by the agrodealers</p>	<p>7,719 Lead farmers trained in ISFM</p> <p>3,922 Extension agents trained on ISFM</p> <p>721 FOs trained on ISFM</p> <p>18 Lab technicians trained</p> <p>131,410 Farmers trained on PHH, quality, storage and structured trading</p> <p>249,773 Farmers with knowledge on ISFM</p> <p>163,082 Farmers trained in governance, group dynamics and leadership</p>	<p>107,713 Farmers using ISFM technologies</p> <p>92,293 Ha cropped with ISFM technologies</p>	<p>90,560 MT Commodity aggregated at a value of US\$ 21.5M</p> <p>250,212 Farmers linked to sell to SMEs</p> <p>144,419 MT Volume of commodity sold to SMEs at a value of US \$84.3M</p>
Burkina Faso	<p>8 MSc graduates in Crop Breeding</p> <p>2 MSc students supported in Crop Science (1) and Soil Science (1)</p>	<p>2 Varieties released (sorghum)</p>	<p>6,335 MT Volume of seed produced</p> <p>1,219 MT Inorganic fertilizer sold by AGRA supported agrodealers</p>	<p>805 Lead farmers trained in ISFM</p> <p>10,067 Farmers trained on PHH, quality, storage and structured trading</p> <p>1,075 Farmers with knowledge on ISFM</p> <p>8,147 Farmers trained in governance, group dynamics and leadership</p>	<p>739 Farmers using ISFM technologies</p> <p>2,096 Ha cropped with ISFM technologies</p>	<p>1,169 MT Commodity aggregated at a value of US\$ 0.34M</p>
Ethiopia	<p>2 Phd graduates in Crop Breeding</p>	<p>5 varieties released</p> <ul style="list-style-type: none"> • Soybean (1) • Faba bean (2) • Sorghum (1) • Maize (1) 	<p>48,187 MT Volume of seed produced</p> <p>14,120 MT Inorganic fertilizer sold by AGRA supported agrodealers</p>	<p>1,253 Lead farmers trained in ISFM</p> <p>1,754 Extension agents trained on ISFM</p> <p>251 FOs trained on ISFM</p> <p>33,925 Farmers with knowledge on ISFM</p>	<p>19,637 Farmers using ISFM technologies</p> <p>15,179 Ha cropped with ISFM technologies</p>	
Ghana	<p>2 Phd graduates on Crop Breeding</p> <p>4 MSc students supported in Crop Science</p>	<p>4 Varieties released (maize)</p>	<p>984 MT Volume of seed produced</p> <p>509 MT Inorganic fertilizer sold by AGRA supported agrodealers</p>	<p>3,480 Lead farmers trained in ISFM</p> <p>272 Extension agents trained on ISFM</p> <p>27,113 Farmers trained on PHH, quality, storage and structured trading</p> <p>27,040 Farmers with knowledge on ISFM</p> <p>30,936 Farmers trained in governance, group dynamics and leadership</p>	<p>12,856 Farmers using ISFM technologies</p> <p>8,655 Ha Cropped with ISFM technologies</p>	<p>17,771 MT Commodity aggregated at a value of US\$ 5.1M</p>

Country	Research Capacity Building	Research & Development	Input Production & Distribution	Awareness Creation on Agriculture Transformation	Adoption	Production Postharvest & Marketing
Kenya	2 PhD Graduates in Crop Breeding	4 Varieties released (1 maize; 3 cassava) 3 Varieties commercialized	1 Seed company supported by AGRA 2,672 MT Volume of seed produced 1,073 MT Inorganic fertilizer sold by AGRA supported agrodealers	129 Lead farmers trained in ISFM 125 Extension agents trained in ISFM 174 FOs trained on ISFM 18 Lab technicians trained 11,640 Farmers trained on PHH, quality, storage and structured trading 2,999 Farmers with knowledge on ISFM 163,082 Farmers trained in governance, group dynamics and leadership	26,790 Farmers using ISFM technologies 4,471 Ha Cropped with ISFM technologies	46,239 MT commodity aggregated at a value of US\$ 7.6M
Malawi	1 PhD graduate in Crop Breeding 1 MSc supported in Crop Science	3 Varieties released (rice) 6 Varieties commercialized	3,403 MT Volume of seed produced 191 MT Inorganic fertilizer sold by AGRA supported agrodealers	55 Lead farmers trained 250 Extension agents trained on ISFM 5,900 Farmers trained on PHH, quality, storage and structured trading 92,649 Farmers with knowledge on ISFM 1,169 Farmers trained in governance, group dynamics and leadership	6,462 Farmers using ISFM technologies 15,739 Ha Cropped with ISFM technologies	1,671 MT Commodity aggregated at a value of US\$ 0.6M
Mali	3 MSc students supported in CropScience	8 Varieties commercialized	3,123 MT Volume of seed produced 13,138 MT Inorganic fertilizer sold by AGRA supported agrodealers	21 Lead farmers trained in ISFM 60 Extension agents trained on ISFM 157 FOs trained on ISFM 8,465 Farmers trained on PHH, quality, storage and structured trading 8,000 Farmers with knowledge on ISFM 10,249 Farmers trained in governance, group dynamics and leadership	5,000 Farmers using ISFM technologies 9,000 Ha Cropped with ISFM technologies	3,791 MT Commodity aggregated at a value of US\$ 1.7M
Mozambique	1 MSc Student supported in Crop Science	1 Variety released (rice) 1 Variety commercialized	854 MT Volume of seed produced 20,803 MT Inorganic fertilizer sold by AGRA supported agrodealers	370 Lead farmers trained 268 Extension agents trained on ISFM 34,093 Farmers trained on PHH, quality, storage, structured trading 6,001 Farmers with knowledge on ISFM 30,704 Farmers trained in governance, group dynamics and leadership	4000 farmers using ISFM technologies 9,000HA cropped with ISFM technologies	5,285 MT Commodity aggregated at a value of US\$ 2.0M

2015 Progress

Country	Research Capacity Building	Research & Development	Input Production & Distribution	Awareness Creation on Agriculture Transformation	Adoption	Production Postharvest & Marketing
Niger	2 PhD graduates in Crop Breeding 3 MSc students supported in Crop Science (2) and Soil Science (1) 5 MSc graduates in Crop Science		3,241 MT Volume of seed produced 6,627 MT Inorganic fertilizer sold by AGRA supported agrodealers	200 Extension agents trained on ISFM 10,927 Farmers trained on PHH, quality, storage and structured trading 10,000 Farmers with knowledge on ISFM 291 Farmers trained in governance, group dynamics and leadership	1,000 Farmers using ISFM technologies 1,107 Ha Cropped with ISFM technologies	1,171 MT Commodity aggregated at a value of US\$ 0.6M
Nigeria	1 PhDs graduate in Crop Breeding 2 MSc students supported in Crop Science	2 Varieties released (maize) 6 Varieties commercialized	10,188 MT Volume of seed produced 132 MT Inorganic fertilizer sold by AGRA supported agrodealers	50 Lead farmers trained 240 Extension agents trained on ISFM 14,500 Farmers with knowledge on ISFM	7,000 Farmers using ISFM technologies 7,503 Ha Cropped with ISFM technologies	
Rwanda	1 PhD graduate in Crop Breeding 1 MSc graduate in Crop Science		166 MT Volume of seed produced 28,231 MT inorganic fertilizer sold by AGRA supported agrodealers	90 Lead farmers trained 270 Extension agents trained on ISFM 999 Farmers with knowledge on ISFM	3,060 Farmers using ISFM technologies 1,000 Ha Cropped with ISFM technologies	4,704 MT Commodity aggregated at a value of US\$ 1.0M
Tanzania	1 PhD graduate in Crop Breeding 3 MSc students supported in Crop Science	4 Varieties released (3 cassava, 1 maize) 9 Varieties commercialized	3,351 MT Volume of seed produced 4,091 MT Inorganic fertilizer sold by AGRA supported agrodealers	1,416 Lead farmers trained in ISFM 343 Extension agents trained on ISFM 157 FOs trained on ISFM 19,677 Farmers trained on PHH, quality, storage and structured trading 22,448 Farmers with knowledge on ISFM 13,997 Farmers trained in governance, group dynamics and leadership	17,169 Farmers using ISFM technologies 16,932 Ha Cropped with ISFM technologies	7,838 MT Commodity aggregated at a value of US\$ 2.1M
Uganda		2 Varieties commercialized	34,678 MT Volume of seed produced 885 MT Inorganic fertilizer sold by AGRA supported agrodealers	100 Extension agents trained on ISFM 10,139 Farmers with knowledge on ISFM	1,500 Farmers using ISFM technologies 1,111 Ha Cropped with ISFM technologies	123,283 MT Commodity aggregated at a value of US\$ 81.1M

Country	Research Capacity Building	Research & Development	Input Production & Distribution	Awareness Creation on Agriculture Transformation	Adoption	Production Postharvest & Marketing
Zambia	2 MSc supported in Crop Science	4 Varieties commercialized	8,654 MT Volume of seed produced 68 MT Inorganic fertilizer sold by AGRA supported agrodealers	50 Lead farmers trained 100 Extension agents trained on ISFM 3,528 Farmers trained on PHH, quality, storage and structured trading 20,000 Farmers with knowledge on ISFM 63,052 Farmers trained in governance, group dynamics and leadership	2,000 farmers using ISFM technologies 500 Ha cropped with ISFM technologies	921 MT Commodity aggregated at a value of US\$ 0.42m
Liberia Cumulative 2007-2015	9 MSc students enrolled in Crop Science 9 MSc graduates in Crop Science		3 Seed companies supported 994 MT of seed produced			
Sierra Leone Cumulative 2007-2015	8 MSc students enrolled in Crop Science 8 MSc graduates in Crop Science	16 Varieties released: Cassava (8) Rice (8) 12 Varieties disseminated	3 Seed companies supported 230 MT of seed produced			

AGRA in Burkina Faso

Burkina Faso has had an impressive 7.2% annual growth rate in agricultural production between 2005 and 2012 as a result of several key structural reforms made by government, as well as interventions supported by AGRA, development partners and private sector players.



527,431

Farmers using improved seeds

47,983

Farmers trained in post-harvest handling, quality standards, storage, structured trading

National Systems

11

PhDs funded in plant breeding and agronomy

27

MSc students funded in crop science and soil science

1,379

Agrodealers trained

Technologies

104,734

Hectares cropped with ISFM technologies

17

Seed varieties released

Building Systems

34

AGRA funded grants in Burkina Faso at a cost of US\$21.5 million

6

seed varieties commercialized

Government expenditure on agriculture has been above 10% target (as per the Maputo Declaration) in the past few years, although much of this investment has focused on cotton. Despite various agricultural investments over the years, Burkina Faso is still at an early stage of agricultural development.

The adoption rate of certified seeds of improved varieties remains very low, at around 12%; There is limited supply of fertilizer blends suitable for a given crop-soil combination for all the four targeted crops (white sorghum, rice, cowpea and maize); Poor access to markets for farmers' produce that is coupled with inadequate capacity in post-harvest management, quality standards, storage and structured

trading; and Low access to finance by agri-business SMEs and farmers in Burkina Faso (agriculture accounts for only 4% of total lending).

Further, Burkina Faso has extremes of weather within months of each other and a weak policy environment that creates distortions along the agricultural value chain.

AGRA is working with the Burkina Faso government and other agricultural stakeholders to catalyze a market-led agricultural transformation that will double the incomes of 1.3 million smallholder farmers and contribute to national goals of food security and inclusive economic growth.

AGRA is now employing an integrated approach focused on increasing farmers' access to quality inputs and reducing post-harvest losses while advocating for an enabling policy environment to ensure that agriculture is more profitable to smallholder farmers.

AGRA program covers pre-production, production, post-production and creating enabling policy environment to support agricultural transformation in Burkina Faso. Our approach is augmented by a solid asset base of technologies, competencies, local partnerships in farming systems across value chains and knowledge gained over the past decade. ■

AGRA is working in Mozambique to help smallholder farmers gain ground through integrated approaches in order to enhance agricultural productivity and downstream value chains for increased employment and the private sector involvement.



92,217

Farmers trained in post-harvest handling, quality standards, storage, structured trading

1,029,413

Estimated farmers using improved seed varieties

National Systems

6

PhDs funded in plant breeding

42

MSc students funded in crop science and soil science

1,114

Agrodealers trained

Technologies

164,905

Hectares cropped with ISFM technologies

45

Seed varieties released

Building Systems

98

AGRA funded projects in Mozambique at a cost of US\$48.1 million

37

seed varieties commercialized

Agriculture is a critical sector in Mozambique's economy accounting for about 32% of GDP, and about 6% of the country's exports and a source of livelihoods for about 80% of the country's population.

Over the last decade, Mozambique has made strides towards an agricultural transformation, spurred on by the commitment and action of the Government as well as the efforts of AGRA, donors and other partners in the agriculture sector.

Despite the progress made, agricultural productivity in Mozambique is below its potential,

impacting Mozambique's economy, food security and nutrition.

AGRA started working in Mozambique in 2007 improving the country's agricultural input system - seed variety development, seed production, and distribution, as well as limited fertilizer production and marketing channel development.

AGRA supported Mozambican extension system by enhancing the capacity of lead farmers and efforts to reduce post-harvest losses and increased access to markets. By 2015, AGRA had invested USD 48.1 million in the agricultural sector.

Through its new strategy to 2020, AGRA is now working with government and other partners to catalyze a market-led transformation in agriculture in Mozambique that targets 1.53 million smallholder farmers and contributes to national food security and inclusive economic growth goals. AGRA's program in Mozambique is employing a farmer-centered, integrated, market-driven approach to transform agriculture. ■

AGRA has invested widely in Ghana, especially in the northern region in the area established as the breadbasket of the country.



238,270

Farmers using improved seeds

73,982

Farmers trained in post-harvest handling, quality standards, storage, structured trading

National Systems

18

PhDs funded in plant breeding and agronomy

35

MSc students funded in crop science and soil science

5,250

Agrodealers trained

Technologies

212,557

Hectares cropped with ISFM technologies

46

Seed varieties released

Building Systems

95

AGRA funded grants in Ghana at a cost of US\$8.9 million

36

Seed varieties commercialized

Ghana is close to meeting its pledge in the Maputo Declaration of allocating 10 percent of its national budget to agriculture. The new Medium Term Agricultural Sector Investment Program (METASIP-2) signaled Ghana's commitment to an economic development strategy that is focused on smallholder farmers.

AGRA's work in Ghana addresses fundamental challenges that make it difficult for smallholder farmers to obtain seeds for high-yield crop varieties, fertilizers to revive their depleted soils, and market opportunities to justify consistent investments in production improvements. This chronic lack of inputs is a key reason yields of staple crops are far below what farmers are capable of achieving.

Cassava farmers often lack processing capacity and other infrastructure support necessary for higher incomes for surplus. However, this is changing as market demand for cassava—as flour, chips for animal feed, and for making beer—is steadily growing.

AGRA has also tapped into Ghana's well developed mobile broadband penetration, to support a new agribusiness information platform called *mFarms*. Farmers use this platform to connect with buyers, input suppliers, transport providers and warehouse operators.

There is consensus that Ghana's smallholder farmers can rapidly increase production and incomes if the necessary interventions are put

in place. AGRA is now pursuing a holistic and integrated approach to agriculture development with a focus on four crops—maize, rice, cassava and soybean—in 28 districts spanning two regions of the country: Brong Ahafo and the Northern Regions.

With a goal to double yields and incomes for at least 400,000 farming families by 2020 we seek to: Increase adoption of high-yield crop varieties and improve fertilizer quality and use; Reduce post-harvest losses and provide extension services and technical guidance to farmers; Sustain advances in production by linking farmers to a wider array of market opportunities; and Implement policies that enable smallholder farmers to operate as profitable businesses.■

Over the past five years, Ethiopia's agriculture sector has grown an unprecedented 29% in value, spurred on by strong leadership and investment in the sector.



53,027

Farmers using ISFM technologies

3,469,767

Farmers using improved seeds

National Systems

17

PhDs funded in plant breeding and agronomy

49

MSc students funded in crop science and soil science

1,249

Agrodealers trained

Technologies

24,959

Hectares cropped with ISFM technologies

18

Seed varieties released

Building Systems

39

AGRA funded projects in Ethiopia at a cost of US\$17.5million

8

Seed varieties commercialized

AGRA believes that Ethiopia – a country in the early stages of agricultural transformation – can best accelerate the pace of transformation by strengthening linkages to markets and greatly increasing smallholder farmer access to seed of improved varieties, blended fertilizers, and agronomic practices.

This is in line with the aspiration to optimize impact in Ethiopia by focusing resources and funding on wheat, maize, tef, haricot beans, and sorghum in four of Ethiopia's principal production zones: Amhara, Oromia, Southern Nations Nationalities People (SNNP), and Tigray.

The government has also invested strongly in the development of fertilizers blended for specific agro-

ecologies, which has given crop yields an added boost. The International Food Policy Research Institute (IFPRI) recently reported that the adoption of modern inputs doubled in Ethiopia during the period 2004-2014.

However, the country still struggles with several difficult issues, including: Low yields due to limited use of improved seed varieties and poor agronomic practices; and Low prices for farmers due to weak links between farmer organizations and private sector markets and the overall weakness of the private sector.

AGRA's experience has shown that addressing these issues should accelerate the growth of the sector to the point of meeting domestic and export demand, while ensuring that

transformation is inclusive of Ethiopia's vast population of smallholder farmers.

In this regard, several interventions are envisioned to 2020. These include: Increased access to finance for private agri-businesses; Improving farmer access to inputs; Funding targeted technology and resilience research; Supporting seed multiplication and distribution by strengthening local seed production; and strengthening Ethiopia's agro-dealer network and cooperatives outlets. Other interventions such as investing in the capacity of farmer organizations to engage with private buyers, and providing strategic grants for improved infrastructure, will drive market access and awareness. ■

AGRA in Tanzania

Tanzania's Agricultural Sector Development Program is focused on intensifying food production and commercial ventures all supported by policies that encourage private sector investment in smallholder farmers.



1,392,904

Farmers using improved seeds

108,129

Farmers trained in post-harvest handling, quality standards, storage and structured trading

National Systems

14

PhDs funded in plant breeding and agronomy

27

MSc students funded in crop science and soil science

6,748

Agrodealers trained

Technologies

149,895

Hectares cropped with ISFM technologies

42

Seed varieties released

Building Systems

98

AGRA funded grants in Tanzania at a cost of US\$1.29 million

29

Seed varieties commercialized

The Tanzanian government has made it clear that smallholder agriculture is the key to the country's economic development. It has embraced *Kilimo Kwanza* (Swahili for "Agriculture First") as the centerpiece of an effort to harness the power of agriculture.

Working closely with AGRA and its partners, the seed sector has matured and a new generation of local seed start-ups are supplying Tanzanian farmers with dozens of high-yield crop varieties developed to match local production conditions. There has been a proliferation of crop aggregation centers across the country that are opening up new business opportunities for

smallholder farmers to increase incomes for their surplus crop. AGRA is also working in partnership with Tanzania's top universities to training new generations of seed and soil scientists.

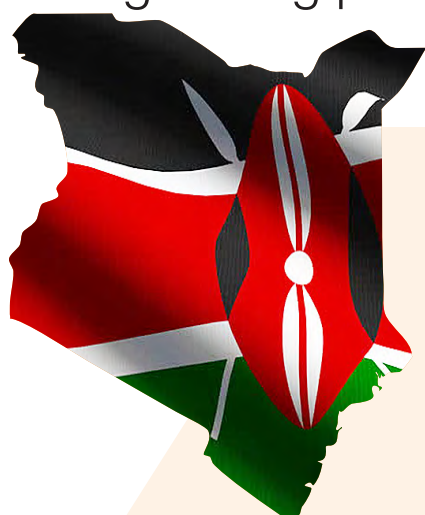
In recent years, Tanzania's farmers have made considerable progress. They have produced a surplus in key commodities including maize, rice and beans. However, progress has been uneven among smallholder farmers. For example many farmers are unable to deal with high yield surges leading to significant post harvest challenges.

AGRA's investment in Tanzania will benefit from a new effort to scale-

up an integrated approach to reach many more farmers. AGRA is building capacity in all aspects of agriculture production and deploying resources in ways that encourage systemic change. This is geared at stimulating far greater investments by smallholder farmers themselves, the Tanzanian government, the domestic private sector, the international private sector and development partners.

The goal is to enable at least 1.5 million farming households in Tanzania to double yields and income by 2020 in the Southern Highlands, in the Northwestern regions of Kigoma and Kagera, and to the east in Arusha, Manyara and Kilimanjaro. ■

AGRA is focus on supporting initiatives in Kenya that use market pull to sustain an agriculture transformation by strengthening private sector investment in staple crops.



725,746

Farmers using improved seeds

127,628

Farmers trained in post-harvest handling, quality standards, storage and structured trading

National Systems

24

PhDs funded in plant breeding and agronomy

28

MSc students funded in crop science and soil science

5,087

Agrodealers trained

Technologies

142,641

Farmers using ISFM technologies

94

Seed varieties released

Building Systems

86

AGRA funded projects in Kenya at a cost of US\$42.84 million

71

Seed varieties commercialized

Kenya is food insecure, reliant on imports to meet food demand and has high rates of poverty amongst smallholder farmers mainly growing food staples. The country is however perceived to have a vibrant private sector invested in the agriculture sector

AGRA focus is on supporting initiatives that use market pull to sustain an agriculture transformation by strengthening private sector investment in staple crops. Investment has been significant in pre-production and production, with the government investing in subsidies for fertilizer and seed and irrigation systems. In post-production, the private sector has invested heavily in processing capacity, with current capacity for maize processing at 1.35 million MT

per annum . However, the connection between farmers and market actors is limited. In this regard harvest management and aggregation require support.

AGRA's is addressing the 'missing middle' in crop value chains, primarily through supporting smallholders to grow produce at the quality and quantity required by market actors and unlock investment from the private sector.

Specific interventions include: Supporting harvest management and connection to markets; Supporting the delivery of improved financial products and services; Undertaking policy efforts to facilitate private sector development; Supporting mechanization to supplement

government driven and resourced services; Exploring and developing Public and Private Partnerships (PPPs) to unlock investments; Supporting the development and release of improved crop varieties; and Supporting the uptake of improved technologies through linkages to private sector technology delivery mechanisms. ■

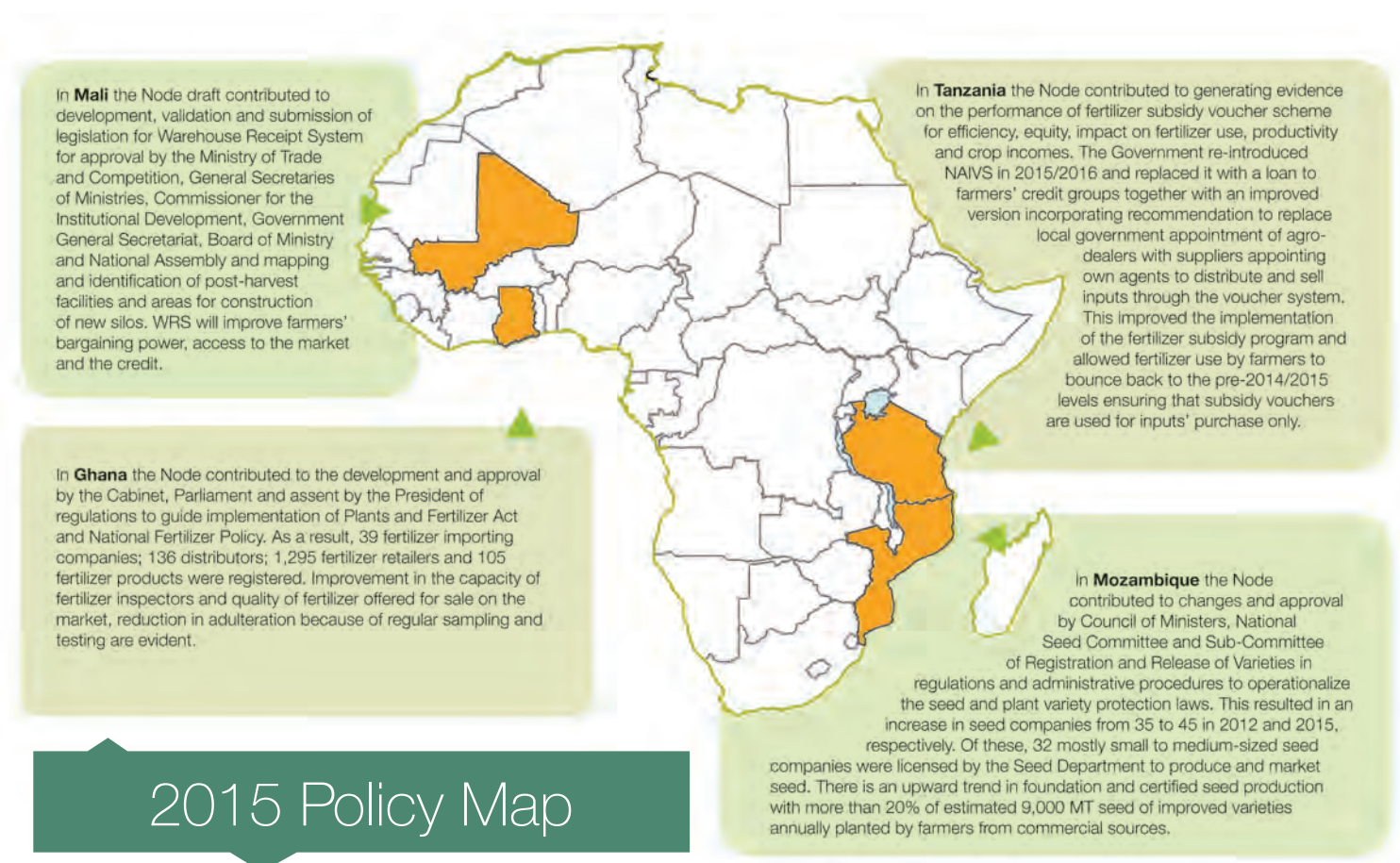


Photo Credits
Karel Prinsloo / AGRA



2015 Milestones

AGRA's Policy & Advocacy



AGRA continued to create and strengthen policy support systems for government and private sector evidence based policy making and advocacy.

In 2015, the 6-year Policy Action Nodes and Hubs project came to an end. With a focus on Ghana, Mali, Mozambique and Tanzania the project generated local evidence and policy uptake actions for African agricultural transformation.

At the *East Africa Commission (EAC)* region, the Secretariat contributed to the development and approval of EAC seed legislation and regulatory and fertilizer policies and regulatory frameworks.

AGRA, through its Micro Reform in African Agribusiness (MIRA) created

a strong foundation to improve the quality and status of the Enabling the Business of Agriculture (EBA) Indicators developed by the *World Bank* for the initial set of countries in Africa.

At macro level, AGRA continued to broaden its alliance including *African Union*, *NEPAD* and Regional Economic Communities, UN institutions, CGIARs, CNSA. We also participated in defining clear contributions to the *CAADP* result framework at programmatic levels within selected value chain interventions and at high policy level engagements.

Other Key Global Regional Programmatic Highlights include:

- AGRA President and the Commissioner for Rural

Economy and Agriculture of the *Africa Union* signed an agreement for institutional cooperation in implementing the AU Malabo Declaration on Accelerated Africa Agriculture Growth and Transformation.

- Development of a continental framework for measuring policy implementation - the Strengthening of Agricultural Policy Practice in Africa (SAPPA) that was piloted in Ghana, Tanzania, and Mozambique.
- AGRA continues to shape global discussions on issues like nutrition by supporting the development of policy briefs on nutrition alongside the Global Council on Nutrition. ■

Financial Inclusion for Smallholder Farmers in Africa Project (FISFAP)



Photo Credits: Shutterstock

In 2015, through a partnership comprising AGRA and the Mastercard Foundation and worth US\$15.5m, the Financial Inclusion for Smallholder Farmers in Africa Project (FISFAP) launched to facilitate 700,000 farmers in Ghana, Kenya, and Tanzania to access financial services including insurance, payments, savings and credit.

To transform agriculture, smallholder farmers need to access financial services as a way of growing their businesses, however, most financial service providers consider smallholder farmers, and agriculture in general, a high-risk segment.

The high costs associated with establishing and maintaining branches in the rural areas, and the lack of financial information (cashflow and credit history) relating to this segment of clients creates reluctance by financial service providers to offer services to farmers.

But this is changing. The emerging digital technology and broadband in the target countries allows financial services to reach farmers at lower costs principally via branchless banking solutions. FISFAP supports the development, piloting and roll-out of these digital products and services

by providing business cases for partners involved and an end-to-end solution for smallholder farmers.

Mastercard Foundation and AGRA share a common value -client centric focus on rural communities comprised to a large extent by small holder farmers who are underserved and underbanked.

Because of the relationship shared between AGRA and the foundation, we have superimposed the shared ideals into the agriculture value from inputs to markets, ensuring a functioning and holistic environment for farming communities. Our technical support systems ensures that rural communities have the skill suite for inclusive financial access.

FISFAP provides technical and structural support to partnerships created between financial institutions, value chain actors and technology providers. This enables them develop appropriate and affordable financial services and products for smallholder farmers. AGRA is extending financial services to rural communities in our target countries.

In Kenya, AGRA has partnered with two commercial financial institutions: Kenya Commercial Bank (KCB) and

Umati Capital, to develop financial products based on alternative delivery channels and alternative sources of information.

KCB is using transactional information from its corporate clients dealing with smallholder farmers, to provide access to savings and credit services to farmers through their mobile phones. Umati Capital is using automated sales records to provide farmers with cash advances via their mobile phones.

In Ghana, the focus is on the promotion of mobile payment solutions and agent networks in the rural areas as well as on development of schemes to help farmers pay for inputs, and accessing warehouse receipt financing.

In Tanzania, the focus is on developing cashless and branchless financial and non-financial services to individual staple crop farmers.

Presently, most formal financial services are delivered to smallholder farmers through formally organized groups in cash crop value chains like coffee, tobacco, and cotton. ■

Unlocking Transformative Technologies

Maize is the most important food crop in sub-Saharan Africa, with half the population relying on it for their primary source of nutrients. In southern Africa in particular, Maize plays an even more vital role as the region's prime crop. By 2050 global maize demand is expected to double, but as farmers work to increase production, climate change, pests and diseases are expected to dampen crop yields.

For consumers in the developed world, shortages in the supply of maize may lead to higher prices, but for consumers in developing countries lower production may lead to higher levels of poverty and malnutrition and extended hunger gaps.

With the average maize yield in Africa at below two tons per hectare (t/ha), which is less than half the global average of 5 t/ha, there is an opportunity for smallholder farmers to increase yields, provided they have access to the right technology and know-how.

During the past decade, several initiatives have developed new crop varieties to help farmers overcome the challenges of increased weather variability, pests and diseases.

One of these initiatives is the Drought Tolerant Maize for Africa Initiative (DTMA), a program launched in 2007 to give farmers in 13 countries access to new high-yielding drought tolerant maize varieties. Funded by the *Bill and Melinda Gates Foundation*, DTMA saw national researchers work with the *International Maize and Wheat Improvement Centre (CIMMYT)* and the *International Institute of Tropical*

Agriculture (IITA) to develop over 205 higher-yielding maize varieties. These varieties are not only drought tolerant but combine resistance to pests and diseases like rust, which can decimate yields. However, while farmers have started to adopt DTMA varieties, widespread uptake has been limited.

And it isn't just maize varieties; AGRA's support has catalyzed the development of hundreds of new varieties of crucial food crops including beans, cassava, pigeonpea, sorghum and rice. Like the DTMA varieties, they give farmers better tools to overcome drought, pests and diseases, but despite their potential, adoption has been low as farmers are either unaware they exist or just don't have access to the seed.

In Ethiopia, Ghana, Malawi, Mozambique, Senegal and Tanzania AGRA is working with the *United States Agency for International Development (USAID)* to implement the Scaling Seeds and Technologies Partnership in Africa (SSTP), a US\$47 million initiative working to give more farmers access to innovative agricultural technologies including improved varieties, complementary technologies, and the information on how best to manage these inputs.

SSTP investment builds on the Program for Africa's Seed Systems (PASS) success over the last nine years - providing higher-yielding seeds farmers to increase yield, PASS also funded by the *Bill and Melinda Gates Foundation*, established effective breeding and seed systems across Africa and it's effectiveness is evident in many regions in Africa.

In Ghana, SSTP is supporting *Pee Farms* to produce 470MT of maize and 135MT of soybean seed for distribution to over 45,000 farmers in the Ashanti and Brong Ahafo regions.

Although the Ashanti region is one of the most agriculturally productive regions in Ghana, 65 percent of the population of the Ejura/Sekyedumase district still live in poverty due to low production. Through the grant, *Pee Farms* is growing seed, which they then package and sell to smallholder farmers. As is the case in many of SSTP's grants, *Pee Farms* complements their seed production efforts with awareness activities like demonstration plots, field days and radio programs targeting farmers with information new varieties and their benefits.

Mohammed Sabtuwo, is one of the farmers, benefiting from *Pee Farms* efforts. Before he started growing Mamamba (a drought tolerant variety developed by CIMMYT in 1996) one of the maize varieties *Pee Farms* is scaling, he would harvest less than 1t/ha; now he harvests over 3t/ha.

"The training I received from Pee Farms has helped me get a higher yield," Sabtuwo says.

"By using the new variety and implementing what I learned through the trainings I am now harvesting more from two hectares than I did when I farmed 12 hectares," he said.

SSTP's strength is the focus on local implementation; where small, dynamic teams lead the partnership's efforts in each country. This approach allows SSTP to utilize the expertise that exists locally, and

ensures a coordinated approach to grant activities, helping maximize efficiencies and impact.

The *Master Farmer* project in Malawi shows the benefits of this approach. *Master Farmer* is using television, radio and local theater to deliver the information that encourages farmers to increase the adoption and uptake of good agricultural practices and technologies.

The project collaborates closely with SSTP's other grantees in Malawi, to ensure the technologies promoted through the show are the same as those being scaled up by the other grantees.

"We have three objectives to what we are doing. First, creating awareness and demand for improved seed and technologies. Second, facilitating in the correct and comprehensive distribution of information. And third, helping farmers find linkages between them, the seed suppliers, the processors and even other stakeholders in their local community," says Master Farmer host, Zee Chunga.

"When farmers see for themselves, hear and have a feel of what's happening in a farmer's life because of what's being grown, chances of adoption are high," Chunga adds.

"In Dedza District in Malawi's Central region, we have an agro-dealer that has been selling seed from Peacock Seed (a SSTP grantee) and managed to sell all their stock. You are talking of maybe 20, 30 tons of maize and legume sold at once, why, because there was so much information before," he says.

While improved seed technology offers farmers significant benefits for improving productivity, there are other tools, which can have a

Photo Credits: Richard Jones / AGRA



transformative impact on farmers' lives.

In Ethiopia, SSTP is working with local manufacturing entities - majority of whom are women, to produce broadbed makers (pictured above) to exploit Ethiopia's 7.6 million hectares of highly vertisol soils. Seventy-five percent of this land is waterlogged and underutilized.

Broadbeds facilitate for drainage and combined with Rhizobium inoculants and fertilizer blends, allow for the exploitation of waterlogged land potentially increasing yields in Ethiopia by as much as 400%.■

Coalition for African Rice Development (CARD)

The Coalition for African Rice Development (CARD) is a consultative group of development partners and international institutions engaged in rice research and development. CARD was established in 2008 with the goal of doubling rice production in Sub-Saharan Africa from 14 million tons to 28 million tons by 2018.

The wide-ranging coalition includes development partners, like the *African Development Bank*, *Africa Rice*, the *International Rice Research Institute*, the *UNFAO*, and the *World Bank*. Twenty three member countries including Benin, Burkina Faso, Ghana, Kenya, Mali, and Tanzania are also members of the group.

CARD also has strong network with private sector partners, including several small and medium scale enterprises such as *Seed Trade Association of Ghana* and large-scale multi-corporations such as *Olam International Ltd.*

The Coalition also functions as a platform to encourage the sharing of resources and knowledge between stakeholders.

By working closely with the relevant African government ministries, CARD has facilitated the formulation of National Rice Development Strategies (NRDS) and sub-sector strategies in areas of mechanization and rice seed development in its member countries.

These strategies are executed through projects and the development of concept notes by member countries with assistance from CARD. Instead of providing direct funding for implementation of NRDS and other rice related



Photo Credits: AGRA

strategies, CARD facilitates the strategy implementation by assisting in soliciting financial resources from the government, development partners and the private sector.

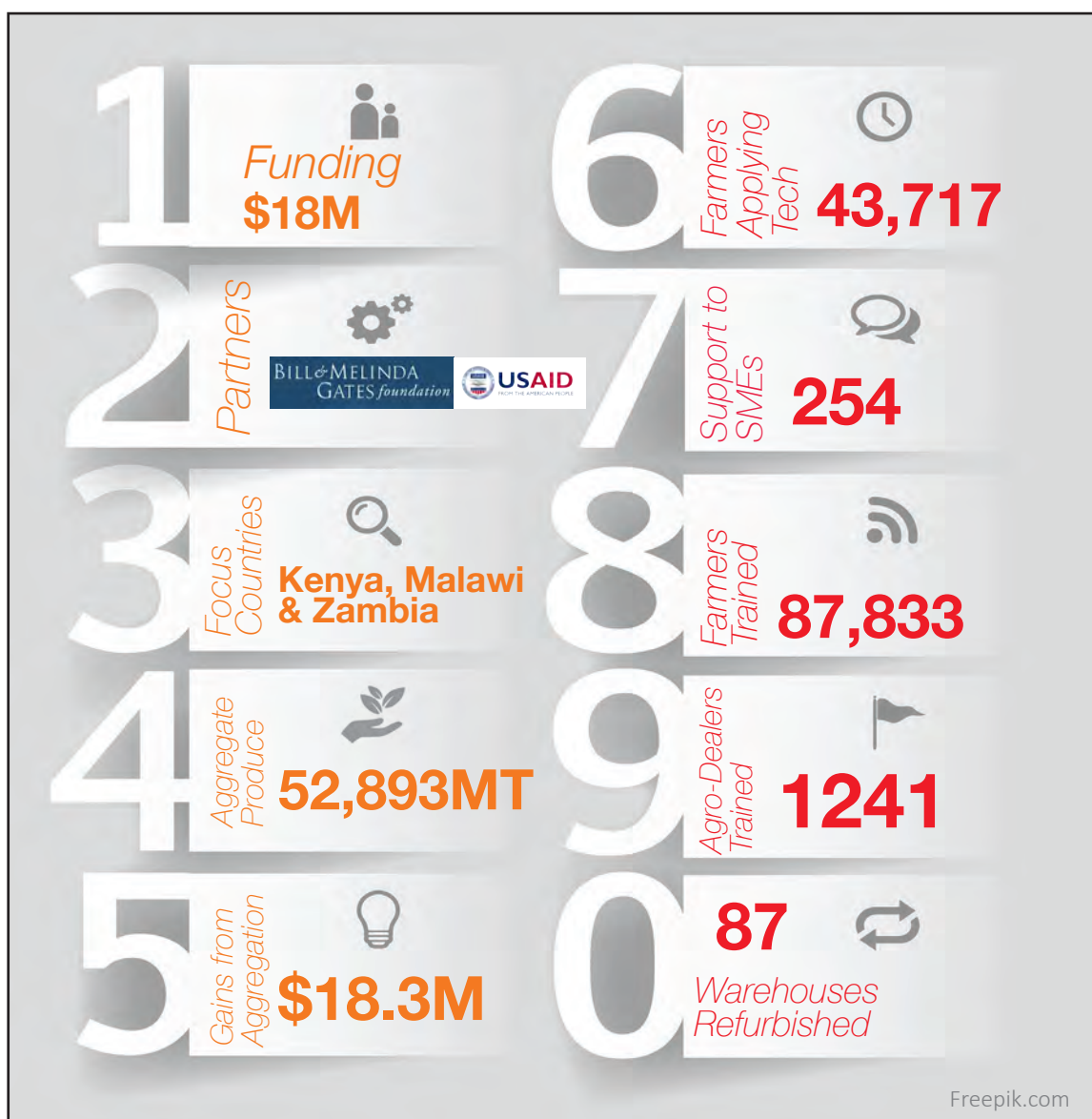
After the launching of the CARD initiative, the cumulative rice production in Sub-Sahara Africa has increased by 59% from approximately 14 million tons to 22.23 million tons by the 2014 harvest season.

A stock take of rice projects in Africa revealed that more than 105 projects with direct or indirect support from CARD interventions have been implemented.

The CARD Sixth General Meeting was held in Accra, Ghana in November 2015, at which forum it was decided that the CARD initiative be continued beyond 2018, with the specific details on the future focus of the initiative determined based on the outcomes of the final evaluation by the CARD Steering Committee.

The meeting discussed critical factors for growing the rice sector in Africa. These included: Strong commitment by governments; Implementation of policies to boost yields using best solutions tailored to specific production conditions. ■

Strengthening Agricultural Input and Output Market in Africa (SAIOMA)



Almost 44,000 farmers across Kenya, Malawi and Zambia, are getting higher returns for their produce through collective marketing. By working together, farmers can sell larger quantities of produce, attracting larger buyers who are willing to pay more. Last year, farmers in Zambia made US\$2.5 per 50kg bag more through aggregation.

Since inception, SAIOMA has helped aggregate 52,893MT of produce, valued at US\$18.3 million. 87,833 smallholder farmers have

also received training in post-harvest management practices and market linkages, providing them with the skills and knowledge needed to get the best prices for their grain.

SAIOMA works with the private sector to ensure continuity of activities beyond the program's life. In Malawi, a partnership with *Universal Farming Industries*, one of the country's largest food processors, has given 10,000 farmers access to a high-value market for cassava. SAIOMA supports the development of rural agro-enterprises

giving farmers access to inputs, technologies and reliable markets for their produce.

In some cases, these SMEs play a crucial role in providing finance, or mechanization services to clients.

By the end of 2015, SAIOMA had assisted 254 SMEs to access loans to grow their businesses and to provide services to smallholder farmers. ■

Africa Green Revolution Forum (AGRF)



Photo Credits: AGRF

Six hundred African agriculture stakeholders, journalists and development partners gathered in Lusaka, Zambia in September last year for the 5th African Green Revolution Forum themed “Walking the Talk on Youth and Women: Bringing Inclusive Agricultural Markets to Life.”

The participants deliberated on the AGRF 2015 theme - as aligned to the Malabo Commitments and impacting youth, women and the domestic private sector. Delegates deliberated on the next 10 year Vision of CAADP enshrined in the Malabo Declaration on Accelerated Agricultural Growth and Transformation for Shared Prosperity and Improved Livelihoods (2014). The theme was also aligned with the 2015 African Union theme - “Year of Women’s Empowerment and Development towards Africa’s Agenda 2063”.

AGRF 2015 featured 39 events that included the launch of the *Africa Agriculture Status Report*, plenary discussions, thematic workshops, award ceremonies and an exhibition

of stakeholder contributions. A key innovation from AGRF 2015 was the establishment of five Thematic Working Groups (TWGs) and three Communities of Practice (CoPs). These groups met prior to the formal convening in Lusaka with their deliberations contributing to the the case studies and model presentations at the AGRF 2015

Further, the forum established the *Africa Food Prize* after an agreement between YARA and AGRA to transition the former YARA Prize into the new prize.

The forum also developed the AGRF Results Framework aligned to the Malabo commitments and targeted at providing a reporting and knowledge sharing opportunities. AGRF 2015 provided a unique opportunity for stakeholders to network, share experiences and ideas, forge new and strengthen existing partnerships, highlight best practice, recognize progress and achievement, launch publications, and engage with the global media on key developments in Africa’s agriculture sector. ■



Photo Credits: AECF

In the last two years, projects funded by the AECF benefited 1.39m new households – approximately 7 million people. This represents a 48% increase on the number of beneficiaries in 2013.

In total, AECF funded projects delivered US\$117m to poor households in 2014, with each household benefiting from US\$84 on average. The AECF has also helped create over 5,100 jobs since 2008, with a cumulative wage bill of US\$60m. 34% of these positions have been filled by women, and 64% by employees under the age of 35.

In addition to the direct impact on household incomes, AECF funded projects reported varying levels of impact on market systems. For example, 30% of projects reported replication of their business models by other firms, while 29% of projects reported having an impact on the immediate legal and regulatory environment.

By the end of 2014, every US\$1 of AECF funding was matched

by US\$2.78 from businesses undertaking AECF projects and third party sources. This is an indication of AECF's success in leveraging private sector investment in raising incomes of rural households while contributing to the growth of Africa's agribusiness. These strong numbers demonstrate that the AECF's portfolio of funded projects are making significant contributions towards the welfare of the rural poor in Africa.

As more projects mature and move to scale over the coming years, the development impact of AECF funded projects is expected to grow substantially. ■



Photo Credits: AGRA YieldWise

Preparing for YieldWise

Testing Strategies to Reduce Post-Harvest Losses

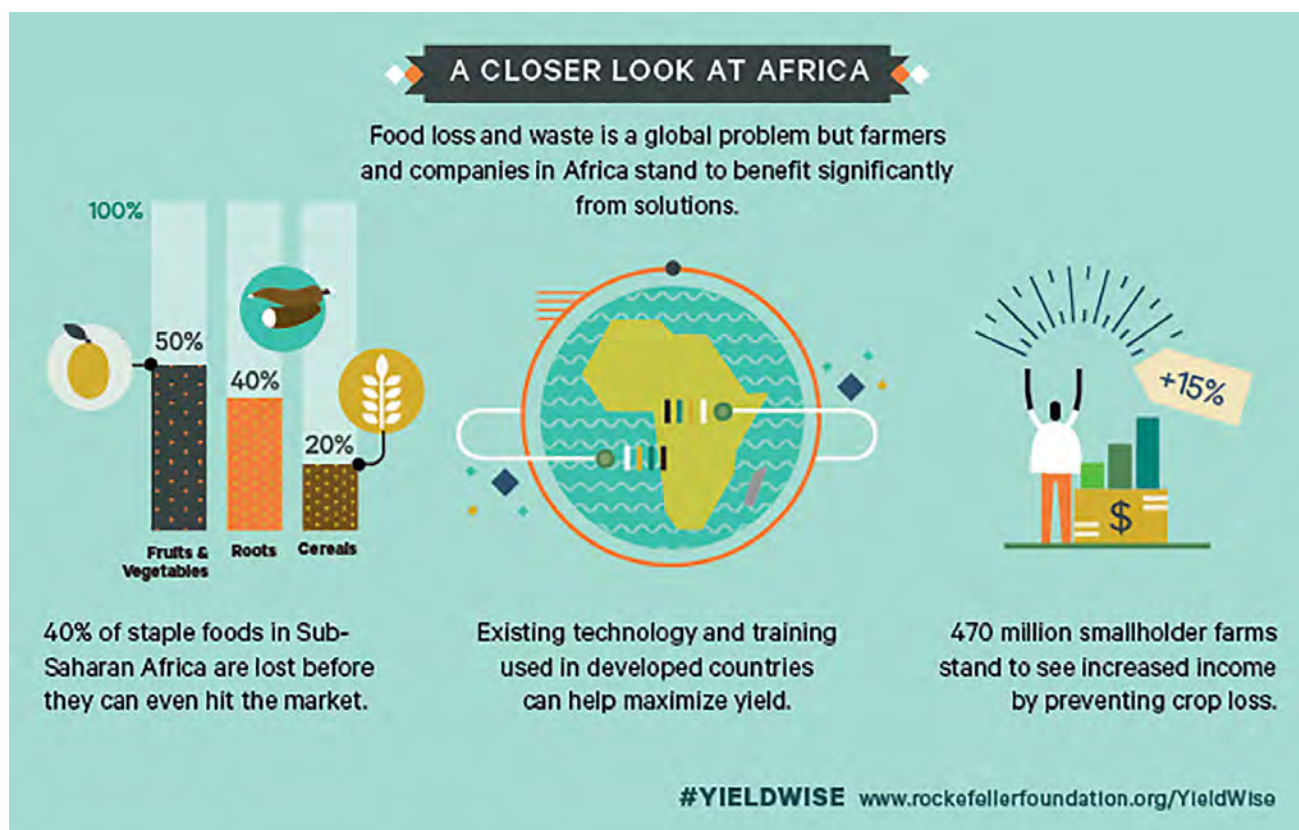
In the 2014/15 program year, AGRA and the *Rockefeller Foundation* launched a project to test three innovative storage technologies to help the Tanzania smallholder farmers reduce post-harvest losses. AGRA's research estimated that Tanzania perennially faces post-harvest losses as high as 40 per cent for some crops.

The three technologies - hermetic cocoons, metal silos and PICs (Purdue Improved Cowpeas) bags were part of a preparatory program and responding to the 2014 bumper harvest of key food crops in Tanzania's breadbasket regions.

With a harvest surplus of 14.38 million metric tons, Tanzania's National Food Reserve stores were full to capacity, creating a need for new storage facilities to reduce food loss and transportation costs. At the time, farmers were at risk of losing significant amounts of their harvest and consequently their income,

While there were a number of innovative storage technologies available, these were yet to reach farmers, traders and government agencies involved in food storage.

Over 4200 farmers participated in the project, from which, lessons were



drawn on barriers to the adoption of storage technologies. This project enhanced efforts to increase farmers' access to new technologies in minimising post-harvest losses, and increased understanding of how to incorporate similar storage technologies.

Tanzania is a high priority country for AGRA, investing over US\$45m to improve smallholder farmers productivity, incomes, deploying improved agricultural practices, enhancing markets availability and access to finance.

In 2016, *Rockefeller Foundation* launched Yield Wise, a US\$130 million initiative to demonstrate how the world could reduce food losses.

Yield Wise focuses on four areas: connecting farmers with new local and global markets; improving farmer access to technologies and storage solutions; investing in

financial models and technology that helps drive economic growth; and engaging with global businesses to be more accountable around the food lost and wasted in their supply chains.

In its first phase, Yield Wise is focusing on reducing losses for fruits, vegetables, and staple crops in the countries of Kenya, Nigeria, and Tanzania, where more than 30 per cent of all food grown is lost.

Growing productivity in Tanzania highlights the challenges around post-harvest losses. Agricultural productivity in Tanzania is growing. The adoption of good agronomic practices, improved seed and favorable seasons, has seen farmers in the southern parts of the country consistently reap bumper crops.

Through Yield Wise, the *Rockefeller Foundation* is supporting AGRA to test an integrated approach to

reducing post-harvest losses. With the help of three local partners: *BRITEN*, the *Center for Sustainable Development Initiative (CSDI)* and *Rural Urban Development Initiative (RUDI)*, AGRA is implementing the project in 14 districts across Tanzania.

Improving storage infrastructure and sharing storage best practices can increase the availability of food on local and regional markets, leading to improved food security and increased resilience for smallholder farmers.

Not only do better post-harvest handling practices allow farmers to retain more of their harvest, they are also able to store their crops for longer periods of time. Farmers can then benefit from sales for better prices at later points in time, thereby providing them with a market opportunity to sustainably sell their surplus and grow their business. ■



Photo Credits
Mark Irungu / AGRA



AGRA's Impact



Photo Credits: Mark Irungu / AGRA

Suglo Konbo turns Adam Sheini into a business-minded farmer

*"Today, I produce enough food to feed my household and still have surplus to sell. I now see farming as a business which is helping me educate my children, even though I have never been to school myself, and take good care of my family. Out of my increasing profits, I have built a house for my family, and also bought tractors to expand my farming business," - **Adam Sheini***

AGRA is developing the capacity of local agri-businesses to access markets, support local and national financial institutions to provide more affordable financing to common groups of smallholder farmers to transform their farms and businesses into sustainable and profitable enterprises.

Adam Sheini, 54, is a farmer at Mempeasem in the West Gonja district of the Northern region of Ghana. He has a household comprising fifteen members including his two wives. He has been farming on a ten acre piece of land, for the greater part of his adulthood much of which is devoted only to feeding his family.

Over the years, Sheini used to plant at random local varieties of seeds from his previous harvests, dropping fertilizers at the base of his crops, and harvested his crops at the wrong time, using inappropriate methods. As a result he harvested only two bags (200kg) per acre as a result of low yields and post-harvest losses.

When in 2010, upon the advice of a friend, he joined an AGRA funded farmer organization *Suglo Konbo*, his story started to change. Before then, he was reluctant to join the association because he had very little or no information about the benefits of being a member of a farmer organization.

The project trained Sheini and other members of the farmer association on new ways of growing crops – planting in rows, dibbling and doing band placement of fertilizers, and also harvesting crops at the right time when the crops have physiologically matured. Post-harvest management for quality produce and market linkages were also provided to *Suglo Konbo*.

As a member of the farmer association, and for the first time in his farming life, Sheini received a quantity of improved seeds and some fertilizer, as well as tractor

services to plough an acre of land of a crop of his choice as a start.

This helped him increase his crop yields from 2 bags (200Kg) per acre to 8 bags (800Kg) per acre in the first year. Since then, his crop yields have been increasing year after year as he continues applying the new technologies he learned. During the last farming season, he harvested 14 bags (1400Kg) per acre as a result of this intervention.

Having observed the increase in yields and the reduction in post-harvest losses, Sheini decided to diversify his crops to include maize and soybeans, while also expanding his farm from ten acres to fifteen acres.

Through a video show on integrated agriculture and subsequent field demonstrations, Sheini understood that by using droppings from the animals to fertilize crops, and cutting the crop residue to feed the animals, the productivity of crops and animals increased significantly. Based on this learning, he included livestock production, and observed similar improvements on his own farm.

Now that his yields keep increasing, Sheini, just as other members of *Suglo Konbo*, got himself profiled on the *E-soko* platform, a market information system, which enabled him to receive regular market information (via SMS and voice mail) using his mobile phone.

With this information, he is able to know the prevailing market prices of the various farm produce at the surrounding market centres. This enables him to negotiate well when buyers come to their community to purchase their produce.

Though *Suglo Konbo* has access to credit from a local financial institution, Sheini finances purchase of improved seeds, fertilizers, and other chemicals from his own resources - the sale of his livestock, poultry, and farm produce.

He accesses his inputs from the Ministry of Food and Agriculture, and also from local agro-dealers who have also been trained by the project and linked to the *Suglo Konbo*.

“Today, I produce enough food to feed my household and still have surplus to sell. I now see farming as a business which is helping me educate my children, even though I have never been to school myself, and take good care of my family. Out of my increasing profits, I have built a house for my family, and also bought tractors to expand my farming business,” he said.

He is benefiting from sell his produce through aggregation for better prices and profit.

In recognition of his contribution to the development of agriculture in his district, he won the *District Best Farmer Award* in 2013. For his prize he received a brand new motorbike, among other items. Sheini has become both a symbol and agent of change in his community, always delighted to share his experience with other farmers and help them increase their productivity and improve their livelihoods by joining *Suglo Konbo*. ■

Access to Credit Facility Improves Work and Income of Coulibaly Dramane

*"A large proportion of my income goes into paying school fees for my children, and taking care of the family's social and cultural needs. I also pay dowry for my children who are mature to marry. I also save some of my profit at the bank where I accessed the loan, after paying the monthly installment on the loan," - **Coulibaly Dramane***



AGRA is promoting interventions that enhance the resiliency of the production system to climate change and climate variability. This includes developing more efficient marketing systems, introducing post-harvest technologies to close yield gaps and ensure farmers can sustainably sell quality product to consumer markets.

Photo Credits: Karel Prinsloo / AGRA



Photo Credits: PASS / AGRA

Coulibaly Dramane lives in Medina Coura B3, a village in the Niono district of the Segou region of Mali, where he cultivates over ten hectares of rice under a full irrigation system, with the help of his two wives and sixteen children.

Though Dramane has been farming for 35 years, he used traditional farming methods – hoes and cutlasses – largely, without following any good farming practices. He planted traditional seeds which he bought from the local market, and therefore made very little progress and profit.

His yields did not exceed 3.5 MT per hectare, and he could not cultivate 3 hectares a couple of years ago, though he had the capacity and available land to do so. What Dramane needed at the time was credit to be able to access high quality seed of improved varieties and quality fertilizers, as well as post-harvest management equipment, and training on good farming practices, to expand his farming activities.

In Dramane's community, as in many others, local financial institutions, generally, are very reluctant to provide credit to smallholder farmers,

but things started changing for him when he enrolled as a member of a farmer cooperative – *Faso Kanu*, which is a member of an apex farmer organization *Faso Jigi*, an AGRA grantee.

What changed Dramane's story totally was a mechanization service scheme which was developed, with AGRA support, to complement the agro-input scheme already offered by *Faso Jigi* to its farmer cooperatives. Thanks to this scheme, Mr. Dramane was able to secure a credit facility of \$1,540 from *la Banque de Développement Agricole du Mali* to purchase seeds and fertilizers to boost his productivity. He also got a loan of \$6,000 from *Faso Jigi* new microfinance institution, to acquire production and post-harvest management equipment to improve quality grains and competitiveness in the market.

With the credit from the bank, Dramane bought his certified seeds and fertilizers from a local agro-dealer outlet through *Faso Jigi*, and benefitted from bulk purchase discount rates on these inputs. He also purchased a tractor which he used to expand his farm, and threshing machines to improve the quality of his produce for competitive prices. He increased his productivity

from 3.5MT per hectare to 5.25MT per hectare. Dramane stored and marketed a large proportion of his produce through *Faso Kanu*, the cooperative he belongs to.

Like other farmers, he receives market information from *Faso Jigi*, which collates prices on various markets for its members, and also from *l'Observatoire du marché Agricole (OMA)*, a market information platform which is operated by the government of Mali. A significant quantity of Dramane's paddy rice is sold collectively through his cooperative to *Faso Jigi*, based on contracts signed at the beginning of the production season.

"A large proportion of my income goes into paying school fees for my children, and taking care of the family's social and cultural needs. I also pay dowry for my children who are mature to marry. I also save some of my profit at the bank where I accessed the loan, after paying the monthly installment on the loan," he said. ■

Collective marketing and selling has made me feel like a real person

Lucinda Wilson speaks fondly about October 22, 2015, a day she says she will never forget. She had deposited 2650kg of Soybean at the aggregation center, witnessed the first loading of the soya truck and received a payment of \$954. She says she had never seen so much money in her life.

Fifty-two year old widow and mother of twelve, Lucinda Wilson living in the Mancoma Community, Tsangano District, in Mozambique doesn't know how to read or to write. She never had an opportunity to go to school.

During her early years, education was a luxury that her family couldn't afford. Going to school required her to cross over to Malawi and her parents needed her working on the farm.

Like many African families, her parents were family farmers. They focused on horticulture; mainly tomato, carrot and pepper selling these in Malawi. Agriculture for her was characterised by hard labour, she had to carry bags of produce on her head to the Malawian border to sell on market days. The income generated would be used for food and clothing.

"This level of effort would yield between \$50 and \$90 per season. Not enough for our survival", she says.

She attributes this to the fact that they produced and sold low quantities and they had no power to set the prices. The buyers would set the prices.

She pauses and says, *"This has been the case for all these years, and as you can see, this has affected the quality of my life, I could not build a house with conventional material for my children during these years."*

In 2014, her friends who are also farmers introduced her to the Fonte Boa Association

– a farmer group in her region. In 2015, her farmer group benefited from training by PROAPA –an AGRA funded project co-ordinated by the Beira Agriculture Growth Corridor in Tete province in partnership with UPCT (a provincial farmers union in Tete). The training focused on farmer organization management, improved technologies to increase production and also linked the group to an extension officer living in their community

PROAPA introduced the group to the concept of collective marketing and selling of their produce. To make this possible, PROAPA helped Lucinda's group put up an aggregation center, functioning also as the group's headquarters linking them to large scale buyers/companies?.

"An aggregation center has immense advantages to smallholders, a major advantage being the fact that the farmers no longer need to worry about storage and post harvest handling of their produce. With this concern out of the way, farmers do not need to sell their produce in a hurry. They can wait for the right price" adds Lucinda.

In this integrated approach supported by AGRA, the farmer group members, each working in their respective farms are benefiting from technical support from PROAPA that boosts their production and after harvest they all take their produce to the aggregation center where the volumes from each farmer are recorded. Because of large volumes, buyers are willing to come to collect the produce.



Photo Credits: AGRA

AGRA is supporting Mozambican extension system by enhancing the capacity of lead farmers to reduce post-harvest losses and increased access to markets.

Lucinda's group has as a result been approached by large companies interested in buying their products: *AgroValor, Cargill Commercial LDA*, are now buying their beans and soya Bean while *CB Farm Fresh* is buying their horticultural products.

"By selling this way, my income has almost doubled", says Lucinda.

Lucinda speaks fondly about October 22, 2015, a day she says she will never forget. She had deposited 2650kg of Soybean at the aggregation center, witnessed the first loading of the soya truck and received a payment of \$954. She says she had never seen so much money in her life.

"With the help of PROAPA I have opened an account at Banco Terra, where I deposited part of the money, I used the rest to buy inputs (quality seed of soybean, Maize and fertilizer) collectively with other members from our local agro-dealer. In this season

2015/2016 I have about 5 hectares of soybeans, 15 hectares of Maize and 2.5 Hectares of Beans. The marketing process will be the same - through aggregation center. This year I will have more money. With the money that I made in the last sale, I have already bought 12,000 burnt bricks and 60 sheets of zinc roofing, and when the rain stops I will hire a builder to build my new house with conventional material", she affirms.

AGRA supported collective marketing and selling in Tete has levelled the playing field for negotiations between farmers and buyers. Farmers are now speaking in one voice and are able to negotiate a fair price for their produce.

This has reduced economic dependance on exploitative buyers as was the case in the past when farmers couldn't negotiate pricing of their produce. As a result, agriculture in this region has gone beyond subsistence, farmers like Lucinda are

beginning to view agriculture as a business that is improving their lives for the better.

Lucinda is not leaving agriculture soon, she states, *"I now feel like areal person, I want to go on with agriculture".* ■

Karim Napon doubles soybean yields in two years, and becomes a model

*"Cotton cultivation is no more rewarding because cotton prices have fallen, and the practice impoverishes my land, so I decided to get into soybean production for more profit," - **Karim Napon.***

AGRA is working with the Burkina Faso government and other agricultural stakeholders to catalyze a market-led agricultural transformation that will double the incomes of 1.3 million smallholder farmers and contribute to national goals of food security and inclusive economic growth.

Karim Napon, father of four children, currently produces soybeans on his one hectare plot at Po in the Nahouri province of Burkina Faso. Before the 2014 farming season, Karim had been producing cotton on three hectares of land, but decided to abandon that and turn to the production of soybeans.

Karim's interest in soybean production was ignited after listening to an agriculture extension radio program that discussed advantages and benefits of soybeans to the soil. Motivated by this, he approached the organizers of the program - LAVODEC Company, an AGRA implementing partner - to learn more about soybean production.

Karim acquired his first certified seeds from LAVODEC, which supplies

seeds produced by local seed companies in Burkina Faso to nearly 1,400 producers in the Nahouri and Sissila provinces through the AGRA-funded Réseau MARP-Burkina project on maize and soya production.

Apart from the seeds Karim secured from LAVODEC, he also benefitted from fertilizers, to improve the health of his soils, and pesticides, to treat pests. These inputs were acquired on credit, and paid back after harvesting and selling his crop. Based on this arrangement, prices are negotiated early in the season between producers, such as Karim, and LAVODEC. Karim also received training on micro-dosing techniques and soybean production best practices, which impacted positively on his yields.

For the first year (2014 farming season), he produced soybeans on 1



Photo Credits: AGRA

hectare of land and harvested 1.7MT making a total profit of FCFA 250,000 (\$500). He almost doubled this yield during the 2015 farming season to 2.3 tons per hectare and making FCFA 420,000 (\$840). He plans to cultivate 1,5 hectares this coming farming season.

Though not quite old in soybean production, Karim is already becoming a model in his community because of his strict adherence to the planting and micro-dosing techniques he learned from LAVODEC. Last year his farm was chosen as a model farm, visited by other farmers looking to learn more about soybean production.

"I enjoy sharing my soybean production experience with other farmers. I have convinced many of them that soybean is the solution to many problems facing farmers," he said.

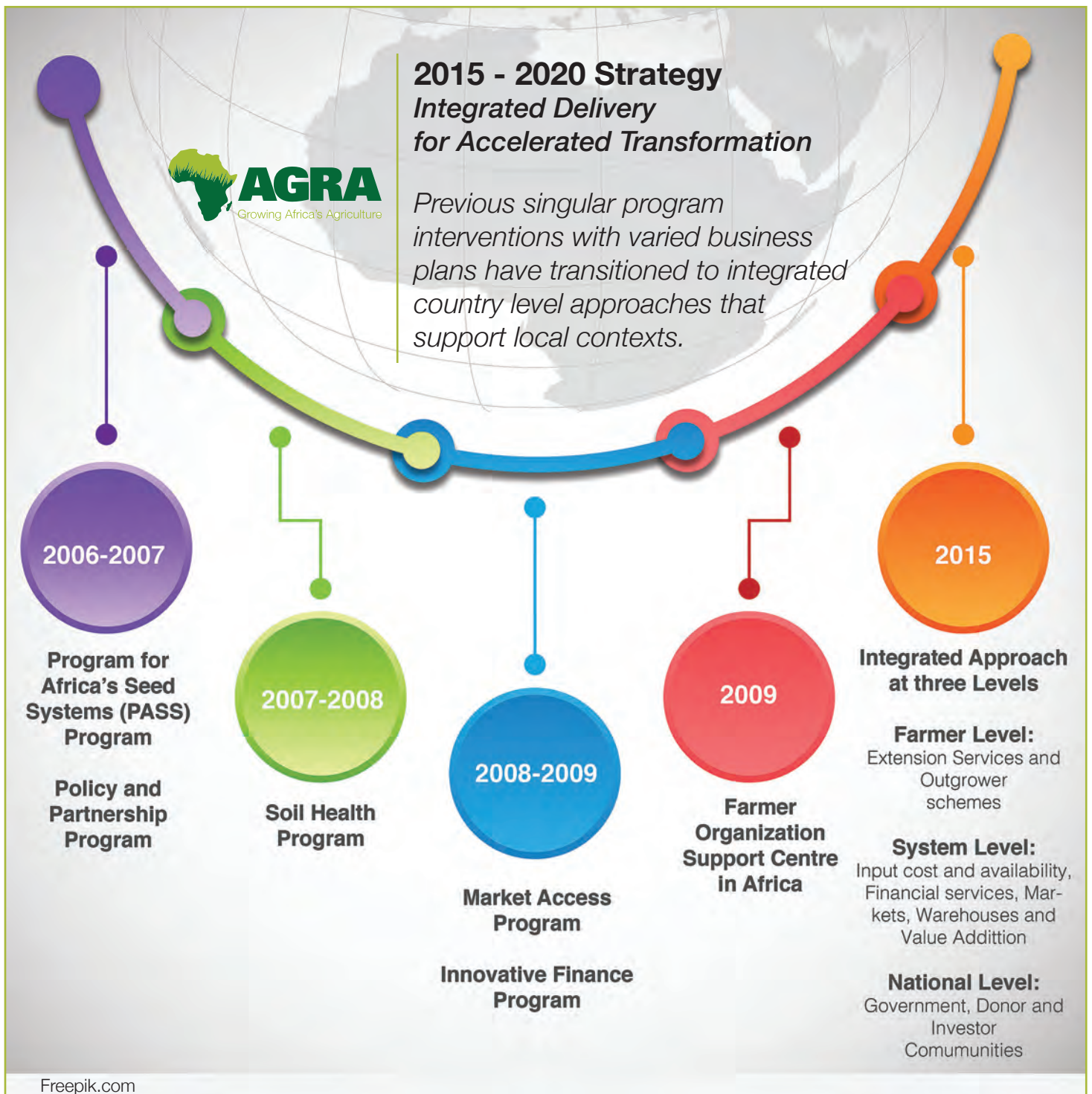
Karim sells back his produce to LAVODEC, which stores for some time before selling out to other large-scale buyers. The money he earns from the sale of his soybeans, he uses to pay school fees for his four children who are in high school. Last year, he was able to buy a plow and an ox to increase his production capacity.

"Throughout the two years of my experience in soybeans production, I have worked closely with LAVODEC for the development of the soybean and maize value chains, and also benefitted from extension officers from l'Institut de l'Environnement et des Recherches Agricoles (INERA), an institute for agricultural and environmental research in Burkina Faso who provide monitoring and agronomic support. I have also worked extensively with some private input suppliers," he said.



AGRA Strategy Evolution

AGRA Strategy Evolution



Over the past nine years, AGRA and its partners have worked across 18 sub-Saharan countries to deliver a set of solutions that have reached 18.2 million farmers and thousands of local African agribusinesses.

Together, the alliance has developed many of the tools and systems required for an African Green Revolution: locally adapted seeds and other technologies to enable a step-change in yields, new delivery channels that create access to new technologies among farmers, new and growing private seed and fertilizer companies, dense networks of private agro-dealers, enhanced post-harvest and financial tools that are more accessible to farmers and businesses, stronger farmer organizations and markets, a new generation of African agricultural leaders, and an improved policy environment that enables the agricultural sector to flourish.

The continued need for agricultural transformation is clear, and the potential is greater now than ever given the changing agricultural development landscape and increasing momentum within Africa as a whole.

With the food crisis in 2008, agriculture regained its prominence in the world's development agenda. Broad and sustained economic growth has led to significant increases in public and private investments, often leveraging the very value chains and partners that AGRA helped develop and strengthen.

AGRA's overall vision of success is centered on three headline goals to be achieved by 2020 through catalyzing, convening, and aligning with an alliance of partners and grantees across 11 countries.

Firstly, AGRA seeks to double the incomes of 9 million farm households through the direct result of activities of AGRA, grantees, and partners to increase productivity and access to markets and finance to catalyze an agricultural transformation.

Secondly, contribute to doubling the incomes of another 21 million farm households through the contributions of AGRA, to policies, programs, and partnerships that increase productivity and access to markets and finance in five other countries where an agricultural transformation is already under way, but needs to be sustained.

And then finally, support all focus countries on a pathway to attain and sustain an agricultural transformation through sustainable agricultural productivity growth and access to markets and finance.

In the attainment of these goals, AGRA will close the yield gap and directly and indirectly contribute to improved food security of 30 million households across Africa. Further, through its Farmer Solutions interventions, AGRA is building on its experience, expertise and partnerships to develop new crop varieties and new soil and crop management techniques, to help farmers confront local constraints to production and emerging threats such as climate change

In deploying its resources, AGRA is now works at three levels - from the ground up. The first level is the farmer level, with a focus on helping smallholders produce more and earn a profit while using environmentally sustainable practices.

AGRA works to build a support network around smallholders, including local small businesses, farmer cooperatives, and extension systems that help farmers get

access to credit, buy inputs like seed and fertilizer, receive appropriate agronomic advice, and aggregate their produce after harvest. Once these local institutions are in place, smallholders can run their own farms as sustainable businesses.

The next level up is the systems level, the businesses and industries that feed the first level, including the researchers, seed companies, and fertilizer companies that provide the high-quality inputs, the companies that buy, process, and sell produce, and the banks that offer the financing.

Finally, we work at the national and global level, the source of most of the funding, public policy, and research that set the context for agricultural development. At this level, AGRA works to help governments set policies that make farming more productive and profitable, including appropriate taxes and tariffs, strong food safety regulations, and advantageous trade agreements. AGRA also works globally with research institutes and organizations like the *Food and Agriculture Organization* to help align their work with smallholders' needs.

At all these levels, AGRA provides integration and builds strong partnerships. Now we have the knowledge and the tools. By delivering them in a comprehensive package that is sensitive to the realities of smallholders' lives, AGRA and its partners will trigger rapid advances that have so far eluded African agriculture. ■

AGRA's Agriculture Transformation Approach

In 2015, AGRA's Agricultural Transformation Program began a strategic process to provide a fully integrated set of activities to catalyze and sustain agricultural transformation in three high-potential, under-exploited agro-ecologies on the continent. This effort was informed by all that AGRA and its partners have developed and learned over the past ten years and focused on the Guinea Savannah Zone of West Africa, the East African Highlands, and the Miombo Woodlands Zone in Southern Africa.

These ecological zones constitute AGRA's best work and incorporates our collective understanding of the agricultural technologies needed, the uniqueness of each landscape, and the appropriation of networks of capable local implementing partners.

AGRA is implementing this program in 11 countries to 2020 with a custom-tailored package of support needed to catalyze and sustain their transformation. AGRA is working with governments and partners to catalyze growing national potential for an agricultural transformation and take known solutions to scale.

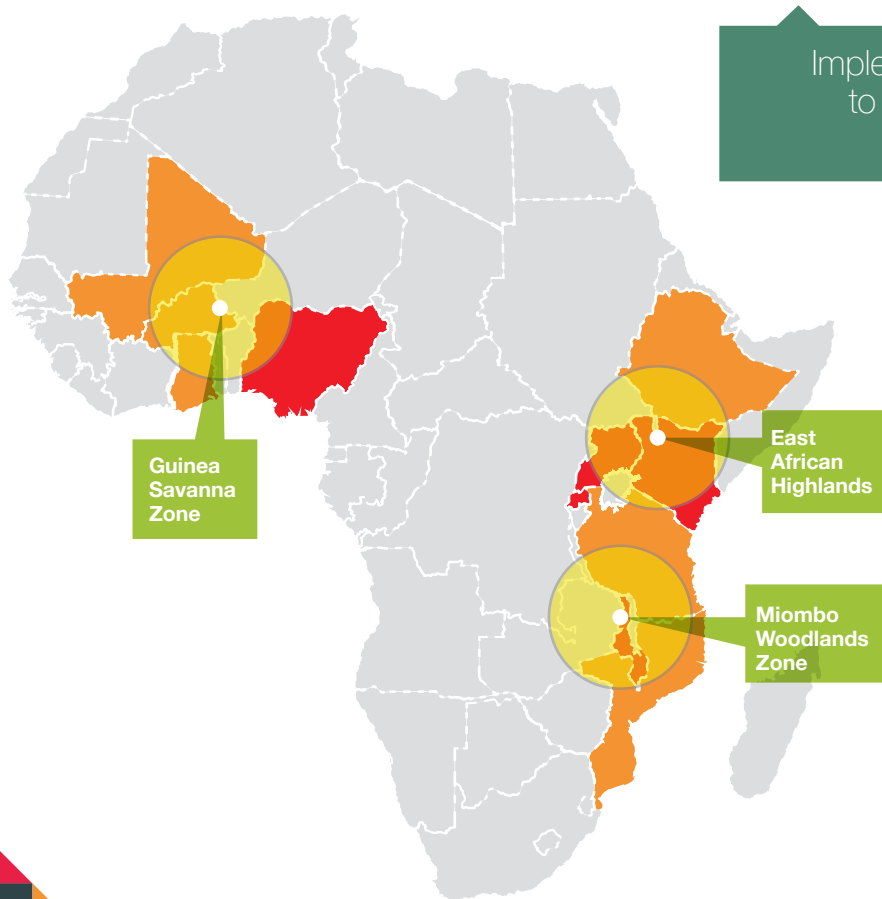
We are also working with our partners to unlock the value of private and public sector relationships and investments to sustain agricultural transformation that is already underway. Critical to this is the participation of both in providing solutions for Public Private Partnerships in the agriculture sector. AGRA has a clear role in catalyzing and facilitating the realization of public and private investments in specific value chains

where the private sector has shown interest by helping to get these value chains functioning efficiently. AGRA deploys its resources to catalyze other partners to invest in increasing efficiencies and capacities of farmer organizations to supply quality products in bulk. This allows us to build models that increase partnerships between smallholder farmer organizations and the private sector, and strengthens the capacities of grantee organizations that support target communities and farmers' organizations.

As each target country has a business plan, AGRA can now integrate its programs better while attracting appropriate partnerships to generate significant and sustainable impact. ■

The Agriculture Transformation Program

Implementing fully integrated approaches to catalyze and sustain an agricultural transformation across 11 countries



-  Countries to catalyze transformation
-  Countries to sustain transformation
-  Focus agro-ecological zones that overlap with targeted countries.

Based on AGRA's experience and insights, these are the countries where AGRA's activities can best achieve agricultural transformation.



Inputs

AGRA is supporting and partnering with both the public and private sectors to develop the systems that ensure sustained availability, delivery and adoption of improved seed and fertilizers, with a particular focus on getting these inputs into the hands of women farmers. AGRA believes that once a farmer can profitably invest in seeds, fertilizers and associated good agronomic practices, the market becomes the real driver of agricultural transformation.

Through Farmer Solutions, AGRA is building on its experience, expertise and partnerships to develop new crop varieties and new soil and crop management techniques, to help farmers confront local constraints to production and emerging threats such as climate change.



Policies

At the heart of our approach is the technical support to the implementation of The Comprehensive African Agriculture Development Programme (CAADP) goals, helping countries hold themselves accountable to their farmers. This includes assisting countries in the harmonization of national agriculture development plans and effective national level engagement to drive agriculture transformation.

As agricultural development is significantly influenced by national level policies, investments, and institutional arrangements, AGRA has developed custom-tailored business plans for individual countries and within each agro-ecology. By Analyzing and advocating for critical policy reforms, AGRA is working with governments to strengthen national capacities to deepen and sustain the gains made through policy decisions and encourage significant investments of public resources into the agriculture sector. This also includes drawing on AGRA's technology assets, knowledge, experience, and networks to connect private sector investments with smallholder farmers in mutually beneficial partnerships.



Agriculture Enterprise & Finance

AGRA is working to develop the capacity of local agri-businesses to access markets, support local and national financial institutions to provide more affordable financing to common groups of smallholder farmers and local SMEs and transform their farms and businesses into sustainable and profitable enterprises. In its interventions AGRA catalyzes public investments impact in supporting farmers and leveraging private sector investment in agriculture to build sustainability and contribute to overall economic development.

Critical to this is the participation of both in providing solutions for Public Private Partnerships in the agriculture sector. AGRA has a clear role in catalyzing and facilitating the realization of public and private investments in specific value chains where the private sector has shown interest by helping to get these value chains functioning efficiently.



Process, Storage & Markets

AGRA is promoting interventions that enhance the resiliency of the production system to climate change and climate variability. This includes developing more efficient marketing systems, introducing post-harvest technologies to close yield gaps and ensure farmers can sustainably sell quality product to consumer markets.



Photo Credits
Mark Irungu/ AGRA



Financial Statements

Financial Statements

Report of the Directors For The Year Ended December 31, 2015

The Directors have pleasure in submitting their report together with the audited Consolidated Financial Statements for the year ended December 31, 2015, which disclose the state of affairs of the organization.

Organisation and nature of activities

Alliance for a Green Revolution in Africa (AGRA) is an international non-profit, Non-Governmental Organization committed to ending hunger and promoting economic growth in Africa by improving the productivity and profitability of small scale farmers. The activities of AGRA which are predominantly providing grant support to smallholder farmers are funded primarily through donor contributions.

AGRA's Mission

AGRA's mission is to catalyse an African-led green revolution that will transform African agriculture into a highly productive, efficient, competitive and sustainable system which drives development and enables millions of rural poor to emerge from poverty and hunger.

Incorporation

AGRA was incorporated in the state of Washington, United States of America on August 31, 2006 as a Not-For-Profit corporation.

Legal Form:

Alliance for a Green revolution in Africa (AGRA) was registered on December 19, 2006 under Section 366 of the Kenyan Companies Act (Cap 486) as a branch of a foreign company registered in the United States of America as a Not-for-Profit Corporation.

Results

The results for the year ended December 31, 2015

Board of Directors

Strive Masiyiwa	Chairman
Moise C. Mensah	Member
Judith Rodin	Member
Jeff Raikes	Member
Linah Mohohlo	Member
Maria Andrade	Member
Usha Zher	Member
Pamela Anderson	Member
Josette Sheeran	Member
Joachim Braum	Member

By order of the Board of Directors

Chairman

Date

Statement of Director's Responsibilities
For the Year Ended December 31, 2015

The accompanying consolidated financial statements and all the information in this financial report are the responsibility of management and are approved by the Board of Directors.

The directors are responsible for the preparation of the consolidated financial statements for each financial year which give a true and fair view of the state of affairs of AGRA as at the end of the financial year and of its net assets for that year. The directors ensure that the organisation maintains proper accounting records that disclose, with reasonable accuracy, the financial position of the organisation. The directors are also responsible for safeguarding the assets of the organisation and its subsidiaries.

The directors accept responsibility for the preparation and fair presentation of the consolidated financial statements that are free from material misstatements whether due to fraud or error. They also accept responsibility for:

- i. Designing, implementing and maintaining internal control as they determine necessary to enable the preparation of consolidated financial statements that are free from material misstatements, whether due to fraud or error; ii. Selecting and applying appropriate accounting policies; and
- iii. Making accounting estimates and judgments that are reasonable in the circumstances.

The directors are of the opinion that the consolidated financial statements give a true and fair view of the financial position of the organisation and of the financial performance and cash flows for the year then ended in accordance with US GAAP.

Nothing has come to the attention of the directors to indicate that the organisation will not remain a going concern for at least twelve months from the date of approval of the consolidated financial statements.

Approved by the Board of Directors on

2016 and signed on its behalf by:

Chairman

Director

Date

Date

Financial Statements

Consolidated Financial Statements of Financial Position As At December 31, 2015

In Thousands	2015	Restated 2014
	US\$	US\$
Assets		
Current Assets		
Cash and cash equivalents	31,251	33,174
Accounts receivable and prepaid expenses	3,211	5,442
Investments	74,814	99,396
Total current assets	109,277	138,012
Non-Current Assets		
Intangible assets, net	161	40
Property and equipment, net	1,530	1,928
Total non-current assets	1,691	1,968
Total Assets	110,968	139,980
Liabilities And Net Assets		
Accounts payable and other liabilities	4,797	7,420
Contributions payable and program grants payable	5,048	2,332
Total liabilities	9,845	9,752
Net assets		
Unrestricted	7,578	31,315
Temporarily restricted	93,544	98,913
Total net assets	101,122	130,228
Total liabilities and net assets	110,968	139,980

The financial statements were approved by the Board of Directors on

2016 and signed on its behalf by:

Chairman

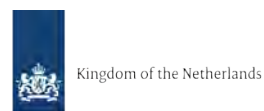
Director

Consolidated Financial Statements of Activities For The Year Ended December 31, 2015

	2015	Restated 2014
In Thousands	US\$	US\$
Revenue		
Contributions received	69,273	67,716
Net investment income	1,056	941
Other income	2,333	3,268
Total revenue	72,662	71,925
Expenditure		
Grants	61,986	70,933
Program Management and AECF Program	26,003	26,967
Monitoring and Evaluation	2,965	2,061
Program support	2,163	2,647
Resource mobilization expenses	440	637
Institutional and Administrative support	8,211	6,084
Total expenditure	101,768	109,329
Change in net assets	(29,106)	(37,404)

AGRA's Funding Partners in 2015

BILL & MELINDA
GATES foundation



AGRA seeks to catalyze and sustain an agricultural transformation in Africa through innovation-driven productivity increases and access to markets and finance that improve the livelihoods of smallholder farmers.

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