

PROJECT DESCRIPTION
GUESSÉ MANGA AGROPASTORAL FARM CAPACITY BUILDING PROJECT

I. Introduction

This appendix describes the activities to be undertaken and the results to be achieved with the funds obligated under this agreement. Nothing in this Appendix A shall be construed as amending any of the definitions, conditions, or terms of the Agreement.

II. Background

Guessé Manga Aropastoral Farm (Guessé Manga) is located in the Kollo District in Niger. This district is classified among the ten most marginalized areas in Niger, with 24.7 percent of the population living with severe food insecurity. The farm was created in 2005 by its 286 members to establish a competitive enterprise specialized in the production and marketing of agricultural products, including the export of finished livestock to Benin and Nigeria. Over the past three years, Guessé Manga has showed steady improvement in its production volume, income, and profitability. However, its ability to further improve its productivity and efficiency and take advantage of the market opportunities it has identified is constrained by the use of inefficient agricultural and animal production technologies, an absence of formal financial and management tools, and a lack of financial resources for expansion.

III. Funding**A. ADF Contribution**

The financial plan for ADF's contribution is set forth in Appendix A-1 to this Agreement. The Parties may make changes to the financial plan without formal amendment, if such changes are made in accordance with Article 7 of the Agreement and do not make ADF's contribution to exceed the obligated amount specified in Article 3, Section 3.1 of the Agreement.

B. Client Contribution

Farm members will contribute their land to the implementation of this project.

IV. Project Goal

The goal of the Project is to improve the standard of living of Guessé Manga members and their families.

V. Project Purpose

The purpose of the Project is as follows.

ADF



Guessé Manga



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- A. Demonstrate the viability of intensive animal finishing techniques as indicated by the following.
1. The number of animals finished and exported
 - a. 720 in Year 1
 - b. 960 in Year 2
 2. Income generated from the finished animals
 - a. CFA 69 million in Year 1
 - b. CFA 92 million in Year 2
- B. Improve Guessé Manga's prospects for sustained expansion as indicated by the development of a comprehensive five-year business plan that ADF deems suitable for funding by a donor or other financial institution.

VI. Outputs

- A. A five-year strategic business plan supported by a detailed analysis of the production system and markets for Guessé Manga's livestock products.
- B. Improved managerial skills and financial management and reporting systems as demonstrated by:
- a qualified and experienced Manager recruited and in place;
 - a qualified Accountant recruited and in place;
 - an automated accounting system installed and quarterly financial reports and statements produced and used by management;
 - an accounting policies and procedures manual developed and in use; and
 - a fully functional financial management system certified as compliant with ADF requirements.
- C. Improved technical capabilities as evidenced by:
- documentation and analysis of at least twelve fattening cycles throughout the year to determine the technical and financial viability of the pilot finishing techniques; and
 - an assessment of the Farm's carrying capacity for year-round grazing.

VII. Activities

The Project will undertake the following activities.

A. Site Development and Animal Production

Guessé Manga will construct and equip the required infrastructure for the Farm including an administrative office, cemented well, and cowsheds. In addition, they will fence the farm site and plant 150 fruit trees. The administrative building will be built by farm members as provided in the Farm's rules and regulations. Farm members will

select a qualified mason who will construct the building and supervise the construction workers and brickmaking team.

ICRISAT will assist the Client with site fencing and development, land reclamation activities, assessment of the farm's land carrying capacity, training farmers in livestock fattening technologies and in designing a drip irrigation system for 1 ha.

Upon completion of infrastructure construction, Guessé Manga will purchase animals for the first finishing cycle, to include cattle, sheep and goats, as well as the necessary animal feeds and veterinary medicines for the first production cycle. Guessé Manga will retain the services of a qualified veterinarian to de-worm the purchased animals and to vaccinate them before they are exported throughout the life of the project.

The Project Management Committee will hire two foremen to oversee day to day farm activities. Two teams of four members each will provide labor for daily activities, for which they will be compensated at a daily rate. All farm members will participate in the labor teams on a rotating basis. Livestock will be pastured and provided supplemental feed for up to thirty days using finishing techniques tested and developed by ILRI/ICRISAT researchers.

Prior to completion of the finishing process, the Project Management Committee will propose to and obtain authorization from the Board of Directors the choice of market to which the finished animals will be exported. Upon completion of export requirements, designated members will accompany the animals by hired truck to the approved markets where they will conduct the sales and bank the proceeds from the sales. The Project Management Committee will procure a new set of animals, feeds and medicines for the following cycle.

B. Training and Technical Assistance

During project start-up, the ADF Partner will assist Guessé Manga to recruit and hire a Project Coordinator and an Accountant and provide Project Management Committee members with basic bookkeeping training. A private audit firm will be hired by Guessé Manga to assist the Project Coordinator and Accountant to (a) install accounting software, (b) train them to master the software, (c) verify the proper implementation of the procedures manual, and (d) ensure that end-of-year financial statements are accurate.

During the first year of the project, the Guessé Manga will hire a consultant to develop administrative, accounting and financial procedures manual to be used by the Project Management Committee members and the Board of Directors.

ICRISAT officials will assist the group to assess the carrying capacity of the land used by the farm to graze animals year-round beginning at the end of the first rainy season. ICRISAT will also provide assistance to Guessé Manga with animal fattening technologies, pasture improvement, a technical feasibility study for the installation of a one-hectare drip irrigation system, land reclamation, and fruit tree planting.

Guessé Manga will hire a consultant to work with the group to develop a comprehensive five-year business growth and expansion plan during the second year

of the Project to strengthen its medium-term vision and planning capabilities. TORs for this activity will be prepared jointly by the Client and the Partner.

VIII. Roles and Responsibilities of the Parties

Guessé Manga has primary responsibility for ensuring that the Project's activities are properly implemented. Within the organization, the Board of Directors will be the highest decision making body. Board will formulate strategies, which include supervising and coordinating implementation of the Project. ADF's Partner in Niger will provide technical support and guidance.

IX. Monitoring and Evaluation

Within sixty days of the effective date of this Agreement, the Client, working with the ADF Niger Partner, will form a monitoring and assessment committee composed of a representative cross-section of the Client organization. The committee will provide the Partner with input for the Project monitoring plan. In addition, during implementation the committee will be responsible for ensuring that the Project follows the implementation plan and that problems identified through monitoring and evaluation are adequately addressed in a timely manner.

X. Other Implementation Issues

None.

