

Activity Appraisal Document ODA

€ 1.000.000 or more

I REQUESTED DECISION CONCERNS

Explanation of the policy data can be found in on [Rijksportal](#). For a more detailed description you can find additional information in the [OS-Gegevenswoordenboek \(Dutch\)](#).

For the **highlighted** subjects in table below the [OS-Gegevenswoordenboek \(Dutch\)](#) and [Rijksportal \(English\)](#) give further explanation .

Application number	4000002874
Short name application	HortiLIFE II
Long name application	Horticultural Livelihoods, Innovation and Food safety in Ethiopia
Description application	Increase rural income, jobs and diet diversity by improving the productivity, diversity and food safety in the horticultural sector in a gender balanced and nutrition sensitive way.
Budget holder	ADD
Number business partner	30014337
Implementing organisation(s)	SNV
Legal relationship	Grant
Commitment in foreign currency (if applicable)	n.a.
Corporate rate	
Commitment in euros	€ 20.445.994,00
Funds centre	17002U01010002
Activity start date	1 July 2019
Activity end date	31 July 2024
Contract start date	8 July 2019
Contract end date	31 July 2023
Has an evaluation been planned?	Yes, mandatory (see decisiontree in 5.3.6.)
Aid modality	Other aid
Donor role	Single donor
Technical assistance	10<TA<25 Between 10% and 25% of the activity budget
Beneficiary's country/region	Ethiopia

Countries within the region (if applicable)	n.a.		
Location within the country (be as specific as possible)	Territory	Name location(s)	Tigray, Amhara, Oromia, SNNPR regional states
<u>CRS Code</u>	Sector 310 Agriculture, Forestry and Fishing Subsector 31120 agricultural development; Subsector 31161 Food crop production; Subsector 31166 Agricultural Extension		
<u>Policy marker weight is 'principal' (no minimum or maximum amount)</u>	Institutional development and capacity development, market development, research and knowledge development, food security		
<u>Policy marker weight is 'significant' (no minimum or maximum amount)</u>	Gender Equity, climate change adaption, climate change mitigation and nutrition		
<u>Special pledges made by the Minister or State Secretary / and/ or special marks regarding sensitive information</u>	None		

II. ACTIVITY APPRAISAL

2.1 Contribution made by the activity to BZ policy objectives (policy relevance)

2.1.1 Description policy relevance

The project aims to contribute to *Increase rural income, jobs and diet diversity by improving the productivity, diversity and food safety in the horticultural sector in a gender balanced and nutrition sensitive way.*

The key principles are productivity and food safety. Fruits and vegetables need to be safe: pesticide residue levels should be within official Maximum Residue Levels (MRL) in order to ensure that consumers do not experience negative impact on their health. Through this it contributes for the achievement of the three objectives of the embassy mentioned in Multi Annual Country Strategy (MACS).

- Smallholder farmers' output has grown and their income has increased;
- Increased access to affordable nutritious food through value-chain strengthening of the dairy and horticulture sectors in selected geographic areas;
- Food security and livelihoods of poor households has improved;

The first central outcome of HortiLIFE II is **increased productivity and diversity**. This is expressed in the yield per ha, and more importantly in the **cost price per kg of produce**. In Ethiopia this needs to be reduced substantially and HortiLIFE I proved that smallholders can achieve this. They can also reduce their pesticide use and, thus, improve food safety. Doing so means that male and female farmers **get higher incomes**. **Reduced use of pesticide** will also positively affect the eco-friendly land-use and reduce adverse environmental impact.

A second central outcomes that **access to affordable and safe fruits and vegetables** will improve food security of farming families and (woreda town) consumers. This is the result of an improved supply of (cheaper) fruits and vegetables on the market, as well as the increased productivity and diversity of home-gardens of subsistence families and a promotional campaign on the importance of fruits and vegetables for a healthy, diverse diet. The latter will focus on the woreda's where the project works; covering both rural and urban families.

For family farms to be successful a consensus is needed among household members (men, women and children) on a fair contribution to the needed investments and on a fair distribution of benefits from horticulture. This requires a decision making process in which men and women have an equal say. As the gender study of HortiLIFE showed that at present women have limited say on investment decisions, the project will actively work on ensuring that **female household members are empowered in horticultural production and consumption**. They will ensure this through Women benefit equally from FFSs by offering women specific training, making sure 25% of the lead farmers are women and account for 30% of participants in meetings.

Through capacity building and knowledge transfer HortiLIFE phase II aims to reach SME entrepreneurs, youth, men and women farmers towards increasing employment in the horticultural sector of Ethiopia. In addition, the project will contribute to an enabling policy environment. Since, the agricultural extension system of Ethiopia is based on rain fed agriculture, this project will play important role in designing new 'horticulture extension policy'.

2.1.2 Appraisal

Appraise the policy relevance of the project, using the appraisal table. If the maximum score is not achieved, explain why. If certain criteria do not apply, please indicate this.

No.	Criteria 2.1 Policy relevance	Indicators (score 0, 1, 2)	Score	EXPLANATION/ REFERENCES
2.1.1	The proposed intervention ties in with the operational objectives in the Explanatory Memorandum and the related policy memorandum (policy theory and intervention logic).	<input type="checkbox"/> The proposed intervention ties in with both the main objective and the secondary objectives .	2	
2.1.2	The proposed intervention ties in with the ODA priorities	<input type="checkbox"/> The proposed intervention ties in with more than one of the result areas of the BH&OS priorities.	2	
2.1.3	The proposed intervention ties in with the annual plan and the result chain of the MIB/MASP	<input type="checkbox"/> The intervention is specifically mentioned in the result chain of the MIB/MASP.	2	
2.1.4	The relevance of the proposed intervention to the crosscutting themes of women's rights and gender equality / climate / PSD / coherence and strengthening of civil society organisations	<input type="checkbox"/> The proposed intervention is relevant to more than one of the crosscutting themes.	2	
Total score (maximum 8 out of 8 points)			8	

Explanation/references

2.1.1 Interventions are in accordance with MvT 34 775 XVII 2 (2017-18). "increased food security through promotion of inclusive and sustainable growth in the agricultural sector".

2.1.2 Proposed interventions contributes to ODA priorities for food security, nutrition, water, climate, PSD and gender result areas.

2.1.3 From MACS: " activities that lead to increased access to affordable nutritious food through value-chain strengthening of the dairy and horticulture sectors in selected geographic areas"

2.1.4 The proposal has formulated approaches concerning gender and climate.

2.2 Problem analysis and lessons learned

2.2.1 Description

Describe:

- *what problem the proposed activity addresses;*
- *the extent to which the activity contributes to solving the problem*

The problem that is addressed by SNV is defined as underperforming Horticulture sector in Ethiopia. SNV has listed 6 main challenges in the horticulture value chains:

1. Challenging **enabling environment**: Government policies give a high priority to agricultural development, and many investments have already lead to good progress in rural areas. Yet, smallholder horticulture has still not given been given due attention. Main challenges are:
 - *regulatory issues* (registration of inputs, inspection systems)
 - *knowledge and skills*, education and extension systems are insufficiently practical and specialised.
2. Poor **access to inputs**: The biggest problem is the limited *access to seeds and pesticides*. Low imports lead to shortage which leads to inputs being twice more expensive than in Kenya, while yields are less than half.
 - Local seed production systems cannot compensate for the *lack of imported seeds*. Local seed system suffers from poor Early Generation Seeds and a lack of capacity for seed multiplication.
 - A lack of diversity of active ingredients in registered pesticides leads to resistance which again causes farmers to spray too frequently (which again increases the resistance)
 - Poor agro-dealer network; commercial farms organise their own supply by directly importing it themselves. This causes huge inefficiencies, and limits the availability of inputs to commercial farms only. Small holders don't have the financial means to get access to these inputs.
3. Poor **access to knowledge and skills**: All actors in the agricultural knowledge system (research; education; extension) suffer from severe underfunding. The total budget seems high, but most of it is used for buildings and salaries.
 - The budget for actual research is minimal; the budget for actual training and extension it is virtually zero. In this context horticulture is a neglected sub-sector while it does require more resources as it is knowledge intensive and diverse.
 - Horticultural education at universities and A-TVETs is *too theoretical*. Farmers have limited knowledge & skills on basic issues like nurseries, GAP, IPM, pesticide application, etc.
 - The extension system neglects horticulture and suffers from serious shortcomings: such as limited knowledge and skills of DA's, poor planning and no budget for activities, inadequate extension methods and messages, too high workload of DA's.
4. Limited **access to finance** Horticulture is very profitable and requires substantial investments. MFIs struggle to offer horticultural loans as it is knowledge intensive and risky
5. Lack of **dietary diversity**: Consumption of F&V and the overall *dietary diversity is very low* in Ethiopia. It is especially problematic in areas with limited market access. Limited resources and capacity in agricultural extension to plan, design and implement nutrition sensitive agricultural activities.

6. Unequal **access for women**: The role of women in commercial horticultural is limited as they even less access than men to inputs, knowledge & skills and markets. As a result they also have limited access to the benefits of commercial horticulture. The role of women in subsistence horticultural is much bigger and they have better access to the benefits; yet it is less productive and often labour intensive. It is also more complicated to improve the productivity.

With the project 100.000 farmers will be reached via one or more of the following support mechanism: 84.000 via Farmers Field Schools; 30.000 via better service provision by companies; 4.000 via MFIs; 2.800 via SSPs spraying their fields. In total 700 DAs', 120 instructors and 50 lecturers will be trained. Annually more than 1.000 students will benefit from a more practical education and training.

In the case of FFS's, 50% of all beneficiaries are women. Their participation regular FFS's is lower but special Female FFS's will cover the gap. In the capacity building of DA's, instructors and lecturers women are a minority of some 17%. The project strives to increase that percentage by the making their work and their work environment more gender sensitive. FFSs have a high impact on nutrition as well: an estimated 3.5 million people will be enabled to increase their consumption of fruits and vegetables with 25% as a result of the higher production.

2.2.2 Appraisal

Appraise the **contextual analysis** of the project proposal using the appraisal table. If the maximum score is not achieved, explain why and how this is dealt with. If certain criteria do not apply, please indicate this.

No.	Criteria 2.2 Contextual analysis	Indicators (score 0,1,2)	Score	EXPLANATION/ REFERENCES
2.2.1	The proposal is based on a careful and thorough contextual analysis, from which a logical problem definition and objective are generated.	<input type="checkbox"/> <p>The proposal is based on a careful and thorough analysis and results in a logical problem definition and objective.</p>	2	
2.2.2	Based on the problem formulated, the proposal explains in a logical manner why the intervention is aimed at the specified geographical location.	<input type="checkbox"/> <p>The proposal gives a realistic explanation of why the intervention is aimed at the specified geographical location and substantiates this with</p>	2	
2.2.3	The proposal justifies the choice of target group .	<input type="checkbox"/> <p>The proposal clearly justifies the choice of target group.</p>	2	
2.2.4	The proposal sets out which relevant actors were involved in formulating the proposal and what influence they had on the content of the proposal.	<input type="checkbox"/> <p>The proposal sets out the involvement of actors, both in formulating the proposal and in the proposed intervention (including its management).</p>	2	
2.2.5			2	

	A stakeholder analysis (incl. women and youth) has been carried out and the results incorporated in the proposal.	<input type="checkbox"/>	The proposal sets out who has a stake in the programme/project and details their relative interests.		
2.2.6	The proposal describes how the results of evaluations and/or studies feed into formulation of the proposal.	<input type="checkbox"/>	The proposal clearly sets out how results from evaluations and/or studies contributed to formulation of the proposal.	2	
Total score (maximum ¹² out of 12 points)				12	

2.2.1 Problem definition: The horticultural sector is crucial for rural economic growth and for improving the diet diversity in Ethiopia. Unfortunately the sector is performing less than other agricultural sectors. Despite considerable investment in infrastructure yields are stagnating or even declining over the last decade. The main limiting factors are poor access to high quality seeds and pesticides, to knowledge and skills and to horticultural loans. This problem definition has been defined with the help of knowledge centers like IFPRI, and after thorough consultation with all relevant actors in the sector. The objectives follow logically and important elements of the theory of change has proven to be successful in earlier phases of the project.

2.2.2 Targeted areas: rationale behind the selection of the woreda's & clusters. Clusters of woreda's have been selected in consultation with regional governments by following the approach below:

1. Each region selects a priority cluster of three woreda's where fruits are important
2. Each regions selects a second priority of a cluster of three woreda's where either fruits or vegetables are important (or both).

The first priority of each region will be accepted in any case. The selection of two out of the four second priorities clusters was based on the following criteria:

- Economic importance of the cluster (area under irrigation, crops grown)
- Market access and export potential
- Regional balance (number of woreda's in line with area under horti-crops)
- Program management considerations (limit travel and coordination costs)
- Linked to existing government investments and priorities

2.2.3 Target group: Selection was justified, and was based mainly on economic potential. Next to semi-commercial smallholders, subsistence families with limited access to markets will be supported to increase the productivity and diversity of their home gardens. This will be done via nutrition- and gender sensitive Households Action Plans.

2.2.4 SNV was the sole proposal writer.

2.2.5 Women as well as youth are identified as target groups in the proposal. An extensive stakeholder mapping as well as identifying their interests and constraints is planned for in the Inception phase of the project.

2.2.6 The proposal refers to several studies including an external evaluation that provided best practices and lessons learned from HortiLIFE phase I.

2.3 Objectives (outcomes), results (outputs), activities and resources, based on the SMART principle

2.3.1 Description

Describe briefly or copy from the project document:

- the objectives at outcome level, including performance indicators;
- for each objective, the results (outputs) to be achieved by the activity and how they will be measured;
- for each output, what activities and resources are needed to achieve the outputs;
- how the sustainability (in the sense of lasting impact) of the intervention is assured.

Add the framework 'objective-result-activities-resources' ([logical framework](#)) as an appendix to the BEMO.

Impact: Increase rural income, jobs and diet diversity by improving the productivity, diversity and food safety in the horticultural sector in a gender balanced and nutrition sensitive way.

Outcome 1: Increased income of men & women horticultural smallholders

Outcome 2: Affordable and safe fruits and vegetables improve food access of farming families and (woreda town) consumers

Outcome 3: Female farmers empowered in horticultural production & consumption

Outcome 4: Reduction of costs per KG

Outcome 5: Reduced pesticide

Outcome 6: Increased productivity & (diet) diversification

These outcomes contribute to the FNS framework as can be seen in the following table. A direct linkage between the project framework and the FNS framework will be made in the M&E workshop that is scheduled for the inception phase.

Project Outcomes	FNS framework indicators
Outcome 1: Increased income of men & women horticultural smallholders	2.1 Number of family farms with increased productivity and/or income
Outcome 2: Affordable and safe fruits and vegetables improve food access of farming families and (woreda town) consumers	1.2 Number of people with improved access to healthy/diverse food
Outcome 3: Female farmers empowered in horticultural production & consumption	8. Women's empowerment in FNS 8.1 Total number of women that benefitted from FNS interventions
Outcome 4: Reduction of costs per KG	2.1 Number of family farms with increased productivity and/or income 2.2 Number of family farms with improved access to input and/or output markets 2.3 Number of family farms whose farming enterprise became more resilient to shocks
Outcome 5: Reduced pesticide	3.1 Number of hectares of farmland used more eco-friendly 2.1 Number of family farms with increased productivity and/or income
Outcome 6: Increased productivity & (diet) diversification	1.3 Number of people whose nutritional situation became more resilient to shocks 1.1 Number of people with improved food intake

In order to realise the aforementioned **outcomes** smallholder horticultural farmers need better access to inputs (seeds, fertilizer and pesticides), knowledge & skills, appropriate loans and market linkages. To get access to these production factors the service provision of both private and public

actors to horticultural smallholders has to be strengthened and be better coordinated.

This improved provision of services is the envisioned **end-result** of the project. Nine intermediate results have been defined, that together constitute the five components of the project:

1. Intermediate result 1: Improved productivity and diversity
 - Result 1.1 Farmers' Field Schools are effective in *Learning and Linking*
 - Result 1.2 Specialised Horticultural Extension system operational
2. Intermediate result 2: Improved commercial service provision:
 - Result 2.1 Improved service provision by private actors (inputs, spraying, markets, etc.)
 - Result 2.2 Sustainable local seed multiplication systems for onions and potatoes
 - Result 2.3 Sustainable vegetable loan system
3. Intermediate results 3: Improved Food Safety
 - Result 3.1 New regulations lead to more active ingredients and formalise the position of KPAs/SSPs
 - Result 3.2 KPAs and SSPs offer plant protection services to smallholders
4. Intermediate result 4: Capacitated universities and A-TVETs
 - Result 4.1. Universities & A-TVETs produce graduates with practical skills to support male & female farmers
5. Component 5. Intermediate results 5: Consumer awareness
 - Result 5.1 Consumers in 44 woreda's are aware of importance of F&V for healthy diets

These 9 **intermediate results** are assumed to follow from the following respective outputs:

- Result 1.1: Effective learning and linking by Farmers' Field Schools
 - Output 1.1.1 FFSs on vegetables, fruits and home-gardens lead to higher productivity and diet diversity
 - Output 1.1.2 FFSs effectively linked to input suppliers, finance, services and markets
 - Output 1.1.3 Gender and nutrition integrated in all three types of FFS methodology
- Result 1.2: Specialised Horticultural Extension System (HES) operational
 - Output 1.2.1 HDTTD Capacitated
 - Output 1.2.2 Design of Horti-Extension System (mandate, budget, donor platform etc.)
 - Output 1.2.3 Horti-Extension System capacitated
- Results 2.1: Improved service provision by private actors (inputs, spraying, markets etc.)
 - Output 2.1.1 SCIF grantees capable to provide more and better quality commercial services to SHF
 - Output 2.1.2 SCIF grantees develop gender sensitive approaches
- Result 2.2: Sustainable local seed multiplication system for onions and potatoes
 - Output 2.2.1 Improved access to basic seed (for research centres and multipliers)
 - Output 2.2.2 Incentive system for research and commercial farms to cooperate
 - Output 2.2.3 Pre-condition created for a functional inspection and traceability system
- Result 2.3: Sustainable vegetable loans system
 - Output 2.3.1 Vegetable loan product developed and accepted
 - Output 2.3.2 MFIs are capacitated (staff training; branches)
 - Output 2.3.3 Female farmers are a priority target group for the loans
- Result 3.1: More active ingredients registered and position of KPAs and SSPs formalised
 - Output 3.1.1 Pesticide registration system encourages registration of new active ingredients
 - Output 3.1.2 Staff of MoA and BoA capacitated to improve pesticide inspection
 - Output 3.1.3 Improved regulations
 - Output 3.1.4 Improved capacities of PHRD
- Result 3.2: KPAs and SSPs offer plant protection services to smallholders
 - Output 3.2.1 CropLife Ethiopia able to manage projects to train SSPs/KPAs
 - Output 3.2.2 SSPs and KPAs trained to serve SHF
- Result 4.1: Universities and A-TVETs produce graduates with practical skills in nutrition sensitive horticulture
 - Output 4.1.1 Student plots operational and integrated in courses
 - Output 4.1.2 Practical facilities improved and used effectively
 - Output 4.1.3 Capable instructors in terms of technical and didactical (gender sensitive) skills
 - Output 4.1.4 Colleges able to institutionalise external support

- Output 4.1.5 Colleges capable to train and equip students to work with female farmers
- Output 4.1.6 Colleges capable to coach (male and) female students for career via female role models

Result 5.1: Consumers aware off importance of fruits and vegetables in healthy diets

- Output 5.1.1 Design of nutrition messages for smallholders and woreda town dwellers
- Output 5.1.2 Mass media-based awareness campaign rolled out through service provider
- Output 5.1.3 Follow-up study into effectiveness of the campaign and adjustment when needed.

Sustainability

Sustainability is defined by SNV in this proposal as having 3 different dimensions: financial-, commercial-, and institutional sustainability. Financial sustainability means that public investments are recovered by private gains. Commercial sustainability means that innovations can be applied on a commercial base (by farmers and firms) in the future without project support. Institutional sustainability means that the project innovations are institutionalised in the governmental systems.

Financial sustainability

The financial sustainability of the project will depend on the up-take of results by the system (in particular AGP, ATA and the BoA's) For some components it is very hard to assess the additional income or benefits. It is hard to assess the benefit from the improved education and training from universities students and A-TVETs graduates. And how to quantify the public health benefit of using less pesticides?

The additional income of smallholders as an outcome of the FFSs was estimated at 4.7 million USD/year. This gives a RoI on 29% on the budget allocated to FFS. These numbers fit very well with the data in the next table on the additional inputs that FFS members of the first two seasons (2016/17 and 2017/18) have bought.

	Hybrid seeds				Other important inputs			
	Area (ha)		# of farmers		Area (ha)		# of farmers	
	2017/18	2018/19	2017/18	2018/19	2017/18	2018/19	2017/18	2018/19
Tigray	8.8	17.3	21	45	Na	10.1	na	70
Amhara	12.1	6.0	83	66	5.6	0.6	51	8
SSNPR	33.8	52.8	98	190	5.2	10	119	21
Oromia	28.8	26.5	36	143	2.8	94	10	273
TOTAL	84	103	238	444	14	114	180	370

So in the second season 12% of all FFS members bought hybrid seeds. If we assume that they gain 4,000 USD extra per

ha due to these seeds and that others farmers gain 1,000 USD from the use of other inputs, the total additional income is 876,000 USD. With 234 FFSs supported in the first two season, this gives an extra income of 3,744 USD per FFS. As HortiLIFE II is planning to support 1,620 FFS (1,260 on vegetables and 360 on fruits) the total expected additional annual income is 6.1 million USD; 30% higher than the target income calculated above.

Also smallholders getting improved service provision will generate extra income. In par. 3.6.2 no specific target is set for this, as it is very hard to estimate. The services can differ widely; a farmer taking a loan might gain over 1.000 Euro from this, while another one who buys one mango seedling might benefit much less. Another problem is that many smallholders who will benefit from the better services are FFS members who's benefit we already assessed above. A conservative estimate could be that 50% of the farmers getting these services will gain an additional 50 USD from this. With 42.000 potential beneficiaries this gives an additional annual income of 1.0 million USD. This would bring the total annual additional income to 5.7 million USD which gives a RoI of 27% on the total budget allocated to components 1 and 2.

Commercial sustainability

Commercial sustainability is based on the idea that the different primary actors in the value chain are linked and that each has an incentive to continue serving the others after the project phases out. An innovative way to address challenges in the supply of seedlings and other systemic bottlenecks in the sector is to mobilize the private sector. Support for entrepreneurs that address these systemic bottlenecks has the potential to create impact far beyond the sphere of influence of the project. HortiLIFE works on this, and addresses commercial sustainability, via the Smallholder Chain Integration Fund (SCIF) that supports companies to provide input, services, finance and market access to horticultural smallholders.

All SCIF grants are based on commercially viable business plans. By providing these grants, incentives are provided to people who can make a difference in the chain by changing the status quo. Not all of them will be successful, but their potential impact in the sector is a lot bigger than the project can accomplish by carrying out all activities itself. Challenging the bottlenecks in the sector, especially when input supply is concerned, has proven to be very effective in HortiLIFE 1.

A second mechanism to enhance commercial sustainability is to link farmers to input suppliers via the C-WISH and VCA. The seed multiplication- and vegetable loan systems will be based on commercial principles. Again linking is the key to further enhancing commercial sustainability. In this case this means linking to FFSs and in some cases to SCIF grantees. On the side of KPAs and SSPs the commercial chain starts with linking KPA to agro-dealers. The next step is to link KPAs to SSPs while the SSPs are linked to the FFS members and other farmers in the community. For the FFSs linking farmers to input suppliers, services & markets is integral part of the methodology. On the input side the C-WISH is important. The VCA can be important for other services; e.g. the marketing. Obviously the FFSs will be linked to SCIF grantees; seed multipliers and MFIs.

Institutional sustainability

One of the main objectives of HortiLIFE II is to institutionalise the approaches developed in the first phase:

- The planned new horticultural extension organisation can take over the FFSs of HortiLIFE
- A-TVETs will be capacitated to deliver future DA's able to use the FFS approach
- KPAs and SSPs are formalised and A-TVETs and CropLife Ethiopia can train KPS/SSPs while the Centre of Competence takes the exams.

2.3.2 Appraisal

Appraise the logical framework using the appraisal table. If the maximum score is not achieved, explain why and how this is dealt with. If certain criteria do not apply, please indicate this.

No.	Criteria 2.3 Outcomes, outputs, activities and resources based on the SMART principle	Explanation of score (1 point per indicator)	Score
2.3.1	The objectives at outcome level are clearly formulated, fall within the proposal's span of influence and are realistic. The outcomes follow logically from the problem formulated.	<input checked="" type="checkbox"/> The outcomes are specifically formulated. <input checked="" type="checkbox"/> The objectives follow logically from the problem formulated. <input checked="" type="checkbox"/> The objectives fall within the proposal's span of influence and are realistic (taking account of its duration and local circumstances). <input checked="" type="checkbox"/> The objectives are acceptable to the target group and other stakeholders. <input checked="" type="checkbox"/> The objectives formulated are realistic bearing in mind the scope of the activities and the capacity of the (local) organisation(s).	5

**EXPLANATION/
REFERENCES**

Additional appreciation
gender indicator 3:

The objectives include an explicit reference to women/ men, girls/ boys and gender equality. Please explain.

"Female household members are empowered in horticultural production and consumption." Is mentioned as a specific objective.

2.3.2	Progress in achieving the outcomes can be determined objectively on the basis of measurable performance indicators.	<p>Relevant performance indicators have been formulated for each outcome.</p> <p>A baseline measurement and a measurable target (quantitative <input type="checkbox"/> and/or qualitative) have been formulated for each performance indicator.</p> <p>The verification method (the means by which data <input checked="" type="checkbox"/> is collected and the sources of that data) is realistic and feasible.</p>	2	
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**EXPLANATION/
REFERENCES**

Additional appreciation
gender indicator 1:

For each outcome are relevant, gender specific performance indicators formulated. A new target group has been added in the second phase. Households with limited market and water access will be supported to improve their diets by intensifying and diversifying the production in their home-gardens. As women control have no control over these, they will be the primary beneficiaries, to get a more diverse diet. Also in other components gender and nutrition will get more explicit attention; in A-TVETs female students will have equal chances to learn practical skills and all graduates will be able to work with men and women in an equitable way. NSA modules in A-TVETs will be further developed. In the SCIF fund of phase I the gender strategy and outreach of applicants were part of the selection criteria; in the second round gender will be one of the topics in the induction training for grantees; as well as in the regular monitoring visits.

2.3.3	The outputs formulated are concrete and fall within the proposal's span of control. The outputs follow logically from the outcomes formulated.	<p>The project proposal is divided into clear phases, each having concretely formulated outputs.</p> <p><input checked="" type="checkbox"/> The outputs are specific.</p>	5	
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		<p>There is a clear link between the outputs and the out-comes,</p> <p><input checked="" type="checkbox"/> i.e. the outputs can be expected to contribute to achievement of the outcomes.</p> <p>The outputs are acceptable to the target group and other stakeholders.</p> <p>The outputs formulated are realistic bearing in mind the scope of the activities and the capacity of the (local) organisation(s) .</p>		
<p>EXPLANATION/ REFERENCES</p> <p>As mentioned before the objectives and nine intermediate results have been defined, grouped in five clusters which all contain clearly stated outputs. In the Theory of Change (annex 1) the links between outcomes and outputs are clearly displayed. A workshop on formulation of a strengthened log-frame that aligns well with FNS indicators from EKN and IATI will be planned for in the inception phase.</p>				
2.3.4	Progress in achieving the outputs can be determined objectively on the basis of measurable performance indicators.	<p>Relevant performance indicators have been formulated for each output.</p> <p>A baseline and a measurable target <input type="checkbox"/> (quantitative and/or qualitative) have been formulated for each performance indicator.</p> <p><input checked="" type="checkbox"/> The verification method (the means by which data is collected and the sources of that data) is realistic and feasible.</p>	2	
<p>EXPLANATION/ REFERENCES</p> <p>Additional appreciation gender indicator 1 and 2:</p> <p>For each output relevant, gender specific performance indicators are formulated;</p> <p>HortiLIFE 2 will start with a (renewed) baseline study on horticultural productivity (focus on the use of modern inputs) and gender in horticulture. For the latter the Women Empowerment in Agricultural Index (WEAI) will be used and tailored to the specific needs of HortiLIFE. The latter might differ in some details between semi-commercial- and subsistence FFSS. While in the former the focus is on (access to- and control over) cash, in sub-</p>				

<p>sistence FFS family labour is more important.</p> <p>The tailor made version of the WEAI will be used for data collection.</p> <p>Baseline, targets and verification methods are put on to collect gender specific information.</p>			
2.3.5	There is a logical link between the proposed activities and the outputs formulated.	<input checked="" type="checkbox"/> The proposal sets out the nature of the activities and explains how the activities formulated will contribute to achieving the outputs.	1
<p>EXPLANATION/ REFERENCES</p> <p>In the figure of the theory of change (annex 1) the activities logically link with the outputs, however the formulation of the activities could have been more clear in some cases.</p>			
2.3.6	There is a logical link between the activities and the project budget (efficiency).	<input checked="" type="checkbox"/> The budget is supported by figures on price and quantity (p x q). <input checked="" type="checkbox"/> The budget is broken down by output and/or outcome.	2
<p>EXPLANATION/ REFERENCES</p> <p>The listed activities by HortiLIFE seem to be logically linked with the requested budget for the activities.</p> <p>Budget allocation:</p> <ul style="list-style-type: none"> • 48% is for productivity and diversity • 14% is for service provision to smallholder farmers • 21% is for food safety • 14% is for practical education and skills • 3% is for the nutritional awareness campaign. <p>The budget is broken down per outcome indicator.</p>			
2.3.7	When the activity ends, its envisaged outputs will have a lasting effect for the ultimate target group.	<input checked="" type="checkbox"/> The proposal contains a clear vision (with objectives) as to how the activities will be continued when the intervention comes to an end. <input checked="" type="checkbox"/> To achieve these objectives, specific measures will be taken during implementation of the activities to ensure that the target group will help continue the activities.	4

		<p>The proposal contains suitable criteria against which progress in continuing the activities can be</p> <p>The proposal includes a transition plan or exit strategy, identifying the various actors.</p>		
<p>EXPLANATION/ REFERENCES</p> <p>The exit strategy has been described and addressed in the chapter on sustainability (2.3.1). During the implementation of the activities the project aims to ensure institutional sustainability by:</p> <ul style="list-style-type: none"> • The planned new horticultural extension organisation will be enabled to take over the FFSs of HortiLIFE • A-TVETs will be capacitated to deliver future DA's able to use the FFS approach • KPAs and SSPs are formalised and A-TVETs and CropLife Ethiopia can train KPS/SSPs while the Centre of Competence takes the exams. <p>The proposal has identified contextual, programme and management risks. Varying from low risk, medium and high risk, for all the risks they have identified a mitigation strategy, therefore a transition plan seems to be in place.</p>				
2.3.8	<p>At the end of the activity, the envisaged outputs will have a lasting effect on the local partners.</p>	<p><input checked="" type="checkbox"/> The proposal contains a clear vision (with objectives) as to how the quality of the activities and/or financial independence of the local partner will be enhanced.</p> <p>To achieve these objectives, specific measures will be taken during implementation of the activity.</p>	4	

		<p>The proposal devotes attention to the capacity of the local partner to generate income from various sources.</p> <p><input checked="" type="checkbox"/> The proposal sets out suitable criteria against which progress in regard to institutional sustainability can be measured.</p>			
<p>EXPLANATION/ REFERENCES</p> <p>The project aims to ensure financial and commercial sustainability via the Smallholder Chain Integration Fund (SCIF) that supports companies to provide input, services, finance and market access to horticultural smallholders. All SCIF grants are based on commercially viable business plans. A second mechanism to enhance commercial sustainability is to link farmers to input suppliers via the C-WISH and VCA.</p> <p>The proposal mentioned three criteria against which progress in institutional sustainability will be measured:</p> <ol style="list-style-type: none"> 1) The planned new horticultural extension organisation can take over the FFSs of HortiLIFE 2) A-TVETs will be capacitated to deliver future DA's able to use the FFS approach 3) KPAs and SSPs are formalised and A-TVETs and CropLife Ethiopia can train KPS/SSPs while the Centre of competence takes the exams. 					
Total score (maximum score 27 points)				2	

2.4 Cooperation, harmonisation and added value

Describe briefly and concisely:

- whether the proposed activity involves cooperation with, for example, Dutch organisations, other donors, local organisations or other parties;
- the extent to which cooperation will be harmonised e.g. complementarity, **joint financing**, **delegated cooperation (silent partnership)**, **multidonor financing**;
- the added value of the activity compared with other activities by BZ, donors, NGOs, businesses, research institutions and local authorities.

The project will be implemented by SNV. The project will collaborate with Dutch and Non-Dutch actors active in the horticulture sector. In Amhara, HortiLIFE will be complimentary to an integral Dutch Horticulture investment in the Kunzila area. hortiLIFE's contribution to kunsila should be separately visible in reporting. This will be taken up during the M&E workshop in the inception phase. Also, HortiLIFE aims to support and align their activities with the Value Chain Alliance (VCA)

of ATA. The cooperation with SMIS will continue in the same manner as in the first phase of HortiLIFE. Furthermore, HortiLIFE will align, support and work with the following organizations in a complimentary way: IFPRI (exchanging data), Mashav (exchanging lessons learned), Fair Planet (cooperation variety testing), Office Cherifien des Phosphate (cooperation in fertilizer, inputs, micro nutrients usage and establishing a horticulture extension agency), ICCO Terrafina –STARS (loan & MFIs), Partners of CropLife Ethiopia (Capacity of CLE to train and monitor KPAs and SSPs). Alive and Thrive, Farm Radio, Digital Green (identified as potential partners in nutrition extension). International Potato centre (training and production mini-tubers), 2Scale program (support and co-operation) Bright future in Agriculture (agri-education). Cooperation with WUR can be sought on a basis of demand driven research. All interventions will be planned and executed in line with the ministry of Agriculture and its relevant departments.

Added value of SNV lies in their specific project target to integrate women and youth in profitable horticulture value chains.

Besides enhancing women's and youth's social and economic empowerment through improved access to and control over assets and benefits in horticulture, the project aims to strengthen unions and coops in services delivery to members, marketing and implementing gender-trans-formative strategies.

2.5 Channel and aid modality (including alignment)

State:

- *whether the chosen aid modality is appropriate, and why;*
- *whether the degree of (financial and policy) alignment is substantiated; see the MASP risk analysis;*
- *the aid modality / channel has been chosen on the basis of a consideration of the available options;*
- *whether there is any contribution or co-participation from the recipients (explain the level of participation).*

A bilaterally funded project is the most suitable aid modality, as there is no entity in Ethiopia that could deliver the support to the horticulture value chain development in such manner as HortiLIFE can, as also showed in HortiLIFE phase I. Their applied knowledge of fruit and vegetable cultivation in Ethiopia, their experience in and understanding of, as well as their established position in the sector give them a comparative advantage over the regional bureaus of agriculture that also do not have a clear mandate in this respect. However the project will provide support to the bureaus in technical assistance, knowledge transfer and support on practical matters.

It is expected that private sector stakeholders, including farmers and entrepreneurs will make investments either directly with their own means, or, funds obtained through local financial services.

V. IMPLEMENTATION

5.1 Budget

€ 20.445.994,00

It should be noted that the Mid-Term and End-Term review will be outsourced through the framework agreement of IOB, therefore the planned 125.000 euro (75.000 euro for end-term and 50.000 euro for the mid-term review) will be abstracted from the total amount. Total amount will therefore come to 20.445.994 euro.

5.3 Monitoring

Monitoring will happen through regular field visits as well as through assessing IATI uploads as well as assessment of narrative and financial reports.

5.3.1 Narrative and financial reports

Audit opinion (yearly annual accounts accompanied by an auditor's report with detailed statement of the revenue)

+ report of findings

+ final evaluation of efficiency and effectiveness (external evaluator)

Mid-Term and End Term evaluations will be executed through a consultant from the framework agreement of IOB.

5.3.2 Audit opinion

Use the [audit certificate decision tree](#) to determine which type of audit opinion is required for the activity. Give a short explanation with the result of the decision tree.

Yearly annual accounts accompanied by an auditor's report with statement of the revenue (activity identifiable included).

5.3.3 IATI - International Aid transparency Initiative

Is the organisation capable of reporting in accordance with the IATI standard, as set out in the BZ publication guidelines entitled 'How to use the IATI standard'?

<https://www.government.nl/documents/publications/2015/12/01/open-data-and-development-cooperation>)

SNV is capable of reporting in accordance with the IATI standard. The organization will report on results in accordance with the IATI standard, as set out in the BZ publication guidelines. In addition, the EKN has organized a two day IATI workshop at which representatives of HortiLIFE were present.

5.3.4 Annual plans and other reports

Should be submitted in August of the year preceding the year planned for. This to align better with the Ethiopian fiscal year and the growing seasons.

5.3.5 Monitoring calendar

Set out the reporting requirements in the table below, to ensure they are accurately incorporated in the decision/agreement.

Report type	Any specific requirements*	Period	Submission by
Annual plan		July 2019 – June 2020 July 2020 – June 2021 July 2021 – June 2022 July 2022 – June 2023	Proposal received 1 April 2020 1 April 2021 1 April 2022
Narrative IATI progress report		July 2019 – June 2020 July 2020 – June 2021 July 2021 – June 2022 July 2022 – June 2023	1 October 2020 1 October 2021 1 October 2022 1 October 2023
Annual financial progress report		July 2019 – June 2020 July 2020 – June 2021 July 2021 – June 2022 July 2022 – June 2023	1 October 2020 1 October 2021 1 October 2022 1 October 2023
Annual narrative progress report		July 2019 – June 2020 July 2020 – June 2021	1 October 2020 1 October 2021

		July 2021 – June 2022 July 2022 – June 2023	1 October 2022 1 October 2023
Audit		July – December 2019 January – December 2020 January – December 2021 January – December 2022 January – July 2023	1 July of the following year
Mid Term Evaluation		July 2019 - December 2021	1 April 2022
End Term Evaluation		July 2019 - March 2023	1 July 2023

** Narrative / narrative IATI: reports on the contributions by third parties (inputs), outputs, outcome, sustainability and the spending of the Dutch contribution in accordance with the latest approved budget. If a financial report (other than the A statement) is submitted separately, please insert a line.*

The organisation will report in accordance with the BZ publication guidelines on the IATI standard. For more information about the narrative reports, please see 5.3.3.

5.3.6 Evaluations

Evaluation on the base of the fact that contract value is over 5 mln. involvement of IOB is needed.