

TEMPLATE FOR APPROVAL OF ODA ACTIVITIES FROM EUR 250.000

SECTION: Key data

Short name	HortiPlus
Full name	Action entrepreneuriale pour cultiver, commercialiser et consommer plus de fruits et légumes
Summary	The ultimate goal of HortiPlus is to Improve food and nutrition security in Burkina Faso by increasing production (+50%), income (+50%) and climate resilience of 8,000 horticulture farmers, improving business performance of 7 cooperatives and 120 SMEs, and enhancing diet diversity of 50,000 rural consumers. To achieve this, the project aims to take an integrated private sector approach involving all relevant stakeholders in the horticulture sector, including smallholder farmers, farmer cooperatives, input suppliers, fruit and vegetable processors, retailers, providers of transport and storage, rural consumers, hotels and restaurants, as well as government institutions.
Name of contract party	<i>In case of a new contract party, use the supplier registration form</i> Advance Consulting B.V.
Number of contract party	30067509
Date of receipt of proposal	Full proposal received on 09/11/2022
Proposal's reference number	BF014.TA
Activity type	Standard
Budget holder	OUA
ODA	Yes
Amount and currency	
Amount in EUR	EUR 3 999 978
Start date	1st December 2022
End date	30 November 2026
Anonymise Open data	No
Consultation with embassy / regional department / thematic department	OUA
Related activity	Community Activation - Auxfin
SAP application number	4000006341
Funds centre	1702U01010036
Prepayment	Yes

SECTION: Policy data

<p><u>Beneficiary's country/region</u> The beneficiary country is the target group's country of residence or country of origin. It is the country that ultimately benefits from the activity. This is not necessarily the country where the activity is implemented. When the activity takes place in several countries in the same region, specify the region concerned using the regional classification (see</p>	<p>Country (state the country concerned below) Burkina Faso/OUA</p>
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Help). If not (multiple countries in multiple regions), select worldwide .	
Specify countries + distribution of the budget over those countries (if known). Only fill in this section the answer above was 'region' or 'worldwide'. Please state the relevant beneficiary countries and estimate what part (in %) of the total budget over the entire activity duration can be attributed to each country. If the distribution of part of the budget is as yet unknown, it can be recorded as unspecified.	Country X ..%
	Country Y ..%
	Country Z ..%
	Unspecified ..%
	Etc. (add more rows if necessary) ..%
	Total 100%
Location within the country/ countries (be as specific as possible) When the activity targets one or more specific locations, please specify the location(s) here.	Territory
	2 regions, in approximately 10 communes per region, to be selected during inception phase within the following target regions: Centre Ouest, Centre Sud, Centre Est, Centre, Plateau Central, Est

Aid modality	Project support
Technical assistance	25<TA<50 Between 25% and 50% of the activity budget
CRS code	31320
Policy markers	Food security Principal
	Market development Significant
	New technologies Significant
	Equality between men and women Significant
	Climate change adaptation Significant
	Etc. (add more policy markers if applicable)
	The project will contribute to the policy areas of HGIS 6: Sustainable development, food security, water and climate and HGIS 5: Sustainable trade and investments The impact of the project will contribute to the policy markers : VdsZek – Voedselzekerheid (Food Security) as a principal objective It will impact also as significant: *MrktOnt- Marktontwikkeling (Market development) *NwTech - Nieuwe technologieën (New technologies) *GlkhMV - Bevordering gelijkheid tussen mannen en vrouwen en empowerment van vrouwen (Promotion of equality between men and women, and women em-powerment) * KlmAdp - Klimaatverandering: adaptatie Climate change adaptation

SECTION: Policy appraisal

Policy relevance

- What policy objectives, as set out in the annual plan, policy notes etc., will this activity contribute to?

The agricultural sector in Burkina Faso employs about 80 per cent of the population (20 million people) and contributes around 25% to the country's GDP (World Bank 2021). In general, agriculture is predominantly subsistence and small-scale with average landholding of less than 5 ha. It provides more than 60% of the cash income of rural households: farmers who mainly grow cereal crops. The sector is characterised by low crop productivity, low but increasing diversification, and limited participation of formal private businesses in the development of agricultural value chains. The cultivation of vegetable crops has emerged as a major income generating opportunity for smallholder farmers. The vegetable production system is dominated by onions, tomatoes, cabbage, eggplant, and potatoes, and these account for about 17% of agricultural production. Vegetable production currently contributes about 3% of the GDP (Middendorf, 2021), and has become an increasingly important source of employment. Despite the growth in fruit and vegetable production, its consumption remains very low; only 5,1% of Burkinabe households eat sufficient fruits and/or vegetables (Carrico, WUR, 2021).

The project objective is to contribute to build a sustainable horticulture sector that improves food and nutrition security in Burkina Faso by increasing income and climate resilience of fruit and vegetable farmers, cooperatives and SMEs, as well as enhancing dietary diversity of rural consumers. It is aligned with the **policy objectives** of the Government of **Burkina Faso** and will contribute to the Sectoral Policy for Agricultural, Forestry and Pastoral Production and the National Multisectoral Policy for Nutrition.

The policy areas of sustainable trade and investment, sustainable development, food security, water and climate are identified as priority for Burkina Faso in the Dutch Strategy document for Development Cooperation and Foreign Trade (Investing in Global Prospect). In line with these policy areas, the project HortiPlus will contribute to improve food and nutrition security in Burkina Faso by increasing income and climate resilience of horticulture farmers, cooperatives and SMEs, as well as enhancing dietary diversity of rural and urban consumers.

The activity will contribute towards the Multiannual Regional Strategy 2023 to 2026 for Regional Sahel Cooperation policy objectives of the Dutch Ministry of Foreign Affairs, particularly towards the policy areas of:

- HGIS 6: Sustainable development, food security, water and climate
- HGIS 5: Sustainable trade and investments

For food security, agricultural development, water and renewable energy (HGIS 6), **the project aims to** support 10,000 smallholder farmers with improved production and revenue of 50%+; support them to produce safe, nutritious foods that cover the nutrition gap ; incite 100,000 people in rural and urban areas to consume more fruits and vegetables. It will also contribute towards the cultivation of 3,000 ha of land under sustainable land use.

These outcomes contribute to the following goals of the Food and Nutrition Security Results Framework:

- 1) Lifting people out of undernourishment,
- 2) Increasing income productivity and income of smallholders,
- 3) Converting farmland to sustainable use,

For HGIS 5 sustainable production and trade, the project **aims to improve business operations and access to finance and markets** of 9 cooperatives and 120 SMEs and improve business environment for the horticulture sector in Burkina Faso.

These outcomes contribute to the following goals of PSD Results Framework: Improved sustainable production and trade.

Rationale

- **What issue/problem will be addressed by the activity?**
- **Why does the activity help to address the issue/problem? Please explain the Theory of Change.**

Family farming is the most important form of horticultural production in Burkina Faso. Given the small plot sizes, low productivity and the perishability of products, horticulture farmers are exceptionally vulnerable to external factors. Unanticipated lack of rainfall or disrupted market access due to restricted mobility (e.g. pandemic, flooding, displacement, insecurity) directly leads to loss of income (Middendorf, 2022).

Most farmers (90%) consume less than 25% of their vegetable production at home, meaning they need access to markets to sell the remaining 75% (Middendorf, 2022). Due to the high risks of perishability, combined with the lack of preservation infrastructure, informal transport services and the low level of processing; market access needs to be swift and structured to avoid loss and spoilage. However, given the informality and volatility of the market, and the scarcity of contract farming arrangements and long-term sales contracts, horticultural prices tend to be very unpredictable, with a high risk of negative profitability when prices collapse. Those challenges are hindering the horticulture sector leading to loss of income and increased food insecurity.

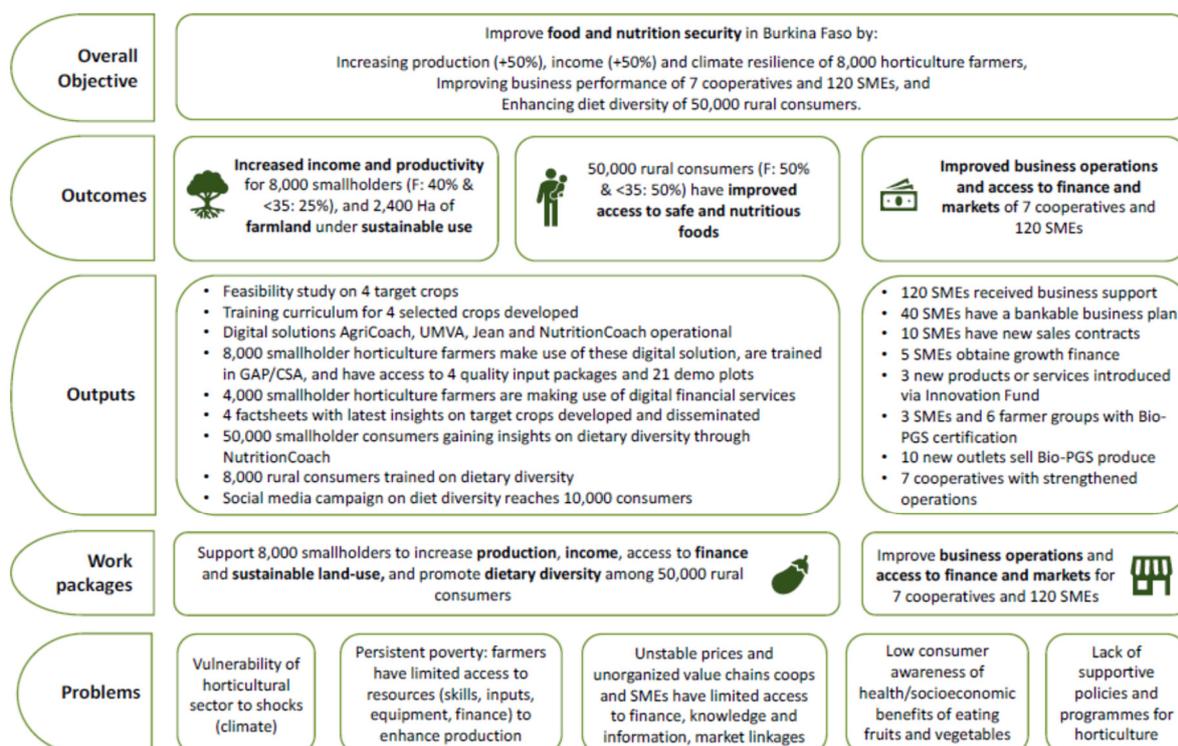
Many horticultural farmers in Burkina Faso do not have the means nor incentives to invest in productivity improvements with current low income. Even with improved equipment, effective agricultural techniques are not always known or applied. Farmers have limited access to on-farm support and skills development. In addition, lack of access to quality inputs, especially seeds and (organic) fertilizers, remains an important barrier to growth (WUR, 2021). At the same time, good opportunities and innovative and sustainable techniques exist but struggle to reach scale without access to finance.

On a national level more than half of Burkinabe households lack access to a variety of healthy foods and 5.1 % of Burkinabe households eat sufficient fruits and/or vegetables (Carrico, WUR, 2021). This situation can be explained by a lack of knowledge about their nutritional value combined with often high prices, and worries about contamination. Given the lack of access to (affordable) healthy foods in Burkina Faso, 25% of children under five suffer from stunting (WFP, 2021); half of adult women suffer from anaemia, which is passed on to their children and increases the risk of mortality during delivery. These major issues have lifelong negative consequences on children and women health, social and economic opportunities.

The horticulture sector is clearly identified as a potential driver of agricultural growth, household incomes and food security by the Government of Burkina Faso. However, the Government is experiencing challenges in successfully implementing their policies and initiatives. For example, the National Multisectoral Policy for Nutrition (2020-2029) attempts to align the multiple nutrition interventions of all ministerial departments, as nutrition is prioritised in the Second National Plan for Social and Economic Development. In theory, the nutrition policy could offer plenty of potential for the horticulture sector, but in practice it contains no explicit goals and actions regarding the domestic fruits and vegetable sector.

The Theory of Change of this project is based on the belief that stable and growing supply chains can create sustainable economic development, improve all dimensions of food security and combat the negative effects of climate change. The analysis of expected changes for improvement of food and nutrition security in Burkina Faso by increasing income and climate resilience of horticulture farmers, cooperatives and SMEs, as well as enhancing dietary diversity of rural and urban consumers; it will be developed through three main workpackages:

1. Increased income and productivity for 8,000 smallholders (F: 40% & <35: 25%), and 2,400 Ha of farmland under sustainable use
2. Improved access to safe and nutritious foods for 50,000 rural consumers (F: 50% & <35: 50%)
3. Improved business operations and access to finance and markets of 7 cooperatives and 120 SMEs



To achieve this, the project will take an integrated private sector approach involving all relevant stakeholders in the horticulture sector, including smallholder farmers, farmer cooperatives, input suppliers, fruit and vegetable processors, retailers, providers of transport and storage, rural and urban consumers, hotels and restaurants, as well as government institutions. It intends to create a **flywheel** effect: the initial investment of this program will set in motion a self-reinforcing virtuous cycle of positive outcomes in order to ensure the sustainability and long-term impact of the project.

Contextual analysis

- Who is/are the target group(s) and why?
- Who are the other main stakeholders?
- To what extent have stakeholders been involved in formulating the proposal?
- Is the intervention aimed at a specific geographical location, and if so, why?

The horticultural sector consists of approximately 400,000 smallholders, of which 50,000 are female. In 2019 they produced a total 115,000 ton fruits and 318,000 ton vegetables; the key production

areas are located in the southern and western part of the country. The cultivation of vegetable crops has emerged as a major income generating opportunity for smallholder farmers.

Then, for this project, the targeted groups are smallholder farmers, farmers cooperatives, small and medium sized enterprises, along the horticulture sector.

Farmers. As producers are scattered over hundreds of small locations, women are heavily involved in plot management and marketing, market gardeners are usually young between 15 and 35 years and few of them are able to read, write and had received any agricultural training.

Farmer cooperatives. Around one third of all smallholders in Burkina Faso is a member of a cooperative. In horticulture, there are several professional cooperatives for onions, mangoes and bananas. The government has tried to promote the creation of horticultural cooperatives and to equip some with improved irrigation and marketing infrastructures (Sanfo, 2017). Yet, most cooperatives are still small (50-200 members) and have low capacity to provide services that benefit their members. They are too small to source at scale and negotiate good prices, gain access to credits and finance, and to store and sell products at scale.

Small and Medium sized Enterprises. With exception from onions, tomatoes and mangos, the domestic markets for horticulture products are highly informal. The commercialisation of horticulture product, specifically vegetables, is largely dominated by women. The agro-food processing sector is underdeveloped, and processing of horticulture produce beyond mango remains limited. In addition, prepared dishes and meal kits for take-out and canteens gain more popularity, especially in Ouagadougou.

The other main stakeholders are public sector organizations, knowledge institutes, NGOs and private sector parties.

Consultation including several stakeholders (smallholder farmers, cooperatives and SMEs) will take place during the inception phase of the project to provide input on the following activities, 1) food consumption patterns and diet diversity, 2) technical and economic feasibility study on horticulture crops in target regions, and selection of four target crops, 3) scoping and selection of beneficiary SMEs and cooperatives.

The project will be implemented in 2 regions, with approximately 10 communes per region, to be selected during inception phase within: Centre Ouest, Centre Sud, Centre Est, Centre, Plateau Central, Est. These regions are known as locations in Burkina Faso with main concentration of Horticultural producers and where rainfall is somewhat low and increasing difficulties with rainfed crops and increasing land degradation have pushed farmers towards dry season irrigated production in the lowlands.

Added value

- What is the added value of the Dutch government being involved in relation to other donors, the EU, NGOs and local authorities?
- Are the recipients making an own contribution or co-participating in the activity, and if so, to what extent?

Fruits and vegetables are important sources of vitamins and minerals. Better nutrition is known to lead to improved infant, child and maternal health, stronger immune systems, safer pregnancy and childbirth, lower risk of disease and increased longevity. People with adequate nutrition are more productive and can make better decisions that help them break the cycle of poverty and hunger.

The proposed intervention complements other Dutch funded horticulture programmes in Nigeria (HortiNigeria), Ghana (Hortifresh). Much knowledge has been gained in these projects (of what works and what doesn't, as well as on the curriculum for vegetable production). Moreover, this activity is complementary because it encompasses the entire value chain whereas existing interventions mainly focus on input markets and production improvement.

Many donor programmes have focused on horticulture production increasing and access to finance (PIRA-BF financed by OZEA, PASNA financed by JICA, PAMED by UNDP). This activity will take into account the dietary promotion and the improvement of business environment to avoid overlap between donor-funded programmes and reach maximum impact.

The project intervention will also complement the Government of Burkina Faso initiatives such as:

- The services provided to horticultural producers, and the contribution to research into vegetable harvesting, post-harvesting processing and preservation techniques
- The 'Nutritive Garden Programme', a market garden promotion project.
- The multi-sectoral policy for nutrition (2020 – 2029) that acknowledges the low consumption of vegetables as a problem and which stipulates the need for education and awareness raising on dietary diversity

Specifically, the project intend to create a flywheel effect: the initial investment of this program will set in motion a self-reinforcing virtuous cycle of positive outcomes. This will ensure the sustainability and long-term impact of the program. It will be carried out through, the implementation of AUXFIN platform and applications : 1. AgriCoach: crop-specific videotraining; 2. FinanceCoach: financial literacy training; 3. NutritionCoach: good health and nutrition training; 4. UMVA: enabling access to finance; 5. Jeanne: a chatbot function that can be used as a training and data collection tool

Lessons learned

- What lessons learned (from previous or comparable activities, published evaluations, relevant publications) will be addressed by the activity?

At the regional level, the proposal incorporates lessons learned by other Dutch funded horticulture programs, HortiNigeria (Nigeria), Hortifresh (Ghana), CSOs, grass root organizations, academic experts and other knowledge partners. It includes findings from scoping exercise using Agriterra's Cooperative Assessment tool.

At the national level, 'Good food' campaigns have been initiated by the government to promote healthy nutrition practices, such as the Presidential Programme 'Alive, a balanced meal', mother and child nutrition programmes, School Gardens project, and Nutritive Gardens project. These programs encourage both production and consumption of healthy, local foods – including - though not exclusively focusing on fruits and vegetables. There have also been campaigns to sell cereals such as rice and millet at accessible prices. However, these campaigns have never included fruits and vegetables (Carrico, WUR 2021).

The Scaling Up Nutrition (SUN) platform is an initiative in 65 countries to end malnutrition in all its forms, and Burkina Faso joined SUN in 2011. UNICEF and the European Commission are the donor conveners of SUN in Burkina Faso. There are also community events – organised by farmer organisations with support of the Ministry of Agriculture – like Market Garden Day in Ouahigouya, the Ouagadougou Farmers' Day, the Ouagadougou Agriculture Fair, sales exhibitions, and agricultural exchanges, as well as various campaigns at the local level to stimulate sales of local products, such as dairy and poultry, but also onions and potatoes.

Gender

- Does the proposal include a gender analysis?
- Does the proposal justify the target group's gender-specific interests and needs (and why)?
- Have women and young people been included in the stakeholder analysis?

Yes, the proposal gender analysis highlighted that the horticulture sector offers great potential for inclusiveness and women empowerment. Despite the barriers that women face, there are women who are earning a good living from producing and marketing fruits and vegetables. This may happen for individual women as female entrepreneurs, though this requires the support of the husband and family. More typically, women are relatively successful in associations or cooperatives, allowing them to pool resources. Studies indicate that women who gain income from a combination of agricultural and non-agricultural business, show better dietary diversity scores than women who only gain income from cash crops.

A gender specific strategy is included in the proposal to improve the empowerment of women in the horticulture sector. The following actions and targets are part of the gender strategy:

- Improve capacity on GAPs and CSA, increase production and income, and provide access to inputs and finance to 4,000 female smallholder farmers
- The movement to promote the consumption of fruits and vegetables among urban and rural consumers will reach at least 50,000 women
- The movement and supporting activities to promote the consumption of fruits and vegetables among urban and rural consumers will be co-developed with, and co-implemented, by women
- The communication via social media, radio, etc. will prioritise case studies and examples of female leadership, to serve as role models
- The project will encourage female representation in SME management position and cooperative boards through governance workshops that are part of the capacity development trajectories with SMEs and cooperatives
- A selection criterion for beneficiary SMEs and cooperatives via the CESG tool and an eligibility criterion for the Innovation Fund will be made and If cooperative boards and SME leadership are not willing to work towards improving the position of women in their organizations, the project will not engage with them
- 50% of HortiPlus project management staff position will be female
- 30% of HortiPlus activators will be female
- 25% of G50 farmer leadership positions will be female. The project will encourage women to present themselves as a candidate

Consultation including actors (smallholder farmers, cooperatives and SMEs) with a focus on women and young stakeholders, will take place during the inception phase of the project.

Young adults (under the age of 35) are representing 61% of the working-age population in Burkina Faso and the agriculture sector is the main source of youth employment, providing jobs for more than three quarters of young people. This group of young adults consists essentially of unpaid family workers who lack skills or whose skills are unsuitable for alternative employment opportunities. As such, around 77% of young people working in agriculture are poor. In addition, young adults aren't frequently occupying management positions.

The project has integrated various activities and targets to create employment opportunities and improve working conditions for young adults. Specifically, it will:

- improve capacity on GAPs and CSA, increase production and income, and provide access to inputs and finance to 2,500 young smallholder farmers.
- develop and promote movement for the consumption of fruits and vegetables among urban and rural consumers to at least 50,000 young people.

- prioritize in the communication, case studies and examples of youth leadership, to serve as role models.
- engage with cooperatives and SME which are willing to work towards improving the position of young people in their organizations; this is a selection criterion for beneficiary SMEs and cooperatives via the CESG tool and an eligibility criterion for the Innovation Fund.
- 50% of HortiPlus project management staff position will be under the age of 35.
- 100% of HortiPlus activators will be under the age of 35.
- 25% of G50 farmer leadership positions will be occupied young people

Climate change

- Does the proposal include an analysis of the possible effects of climate change on the activity or its results?
- Does the proposal include any interventions to combat these effects (adaptation/mitigation)?

Yes, the proposal highlighted that given the small plot sizes, low productivity and the perishability of products, horticulture farmers are exceptionally vulnerable to external factors such as climate change. Climate change leads to higher temperatures, an increase in the frequency and magnitude of extreme weather and a decline in rainfall. These effects are expected to increase, with implications for soil and water quality, plant diseases and parasites. The fruit and vegetable sector are fragile, and farmers do not have the right resources to invest in their resilience. This fragility, and corresponding risk-averseness, affect the competitiveness of cooperatives and SMEs, leading to higher transaction costs, lower availability of fruits and vegetables and higher prices for consumers.

The ultimate goal of HortiPlus is to improve food and nutrition security in Burkina Faso by increasing income and climate resilience of horticulture farmers, cooperatives and SMEs, as well as enhancing dietary diversity of rural and urban consumers. Good Agricultural Practices, Climate Smart Agriculture, Techniques and technologies that facilitate climate-smart production practices at the farm level, products and services such as index-based insurances and climate information services (weather information that is timely, adequate, accessible) are interventions included in the proposal to increase the adaptation and resilience capacity of the actors facing the effect of climate change.

Cooperation, harmonisation and alignment

- Does the activity involve cooperation with Dutch organisations, the EU or other donors (including delegated cooperation), local organisations or other parties?
- How does the activity contribute to harmonisation and/or multi-donor financing?
- What is the degree of (policy and financial) alignment?
- Does the activity involve cooperation with Dutch organisations, the EU or other donors (including delegated cooperation), local organisations or other parties?

The program involves cooperation with knowledge institutions in the field of water and landscapes, as well as local and Dutch partners (Advance Consulting, AUXFIN, Agriterra from the Netherlands, Agrodev from Burkina Faso, Sense).

- How does the activity contribute to harmonisation and/or multi-donor financing?

The project is aligned with new and existing Dutch initiatives in Burkina Faso, most notably **Burkina Dry More**. This program is developing 4 agriculture value chains involving the agro-processing industry. The project is implemented by a consortium that includes Advance Consulting, Agrodev and Sense, who are also members of underlying partnership.

2SCALE. The program is working in 4 agricultural sub-sectors in Burkina Faso: animal production related, staple crops, soy and soil seeds and fresh produce. Its initiatives of fresh produce focus on vegetables and our project will be complementary to 2SCALE.

CLÉ. An incubator program, aiming to support young entrepreneurs through an awareness raising campaign and an incubation trajectory. Since one of the target sectors of this program is agri-business, HortiPlus will be complementary to this program.

PACAJeF. This programme aims to improve the enabling environment for youth and female entrepreneurship. HortiPlus will be complementary to this program, since we will work on the enabling environment for the horticulture sector.

Pro-ARIDES. The program contributes to increased resilience, food security and incomes of farmer and (agro)pastoralist households in the Sudano-Sahel zone of Burkina Faso, Mali and Niger. As we will work in the same area in Burkina Faso and private sector development is a focus area of the project, our work will be complementary to the work of Pro-ARIDES.

The project will seek active collaboration with these programs during implementation.

- What is the degree of (policy and financial) alignment?

The proposed project HORTIPLUS will support the policy objectives of the Government of Burkina Faso. It will contribute to the Sector Policy for Agricultural, Forestry and Pastoral Production and the National Multisectoral Policy for Nutrition Specifically, and to the development of a Road map with policy recommendations for the prioritization of horticulture sector in the National Multisectoral Policy for Nutrition. Although this programme will be very much private sector oriented, some form of sector coordination can be beneficial in addressing sector-wide bottlenecks.

The project will promote products and services that improve value chains, systems and the enabling environment around farmers and agribusinesses, such as value chain approach (improved storage, improved input production), access to finance, indexbased insurances and climate information services (weather information that is timely, adequate, accessible). Access to finance will be promoted through the use of the UMVA application.

In order to improve business performance and access to finance and markets for 120 SMEs and 7 Cooperatives, the project will raise financing for 5 horticulture SMEs. It will provide tailored investment-readiness support by assisting them with development of bankable business plans and advice during due diligence and contracting.

Digitalisation

- Have proposed digital technologies been developed or chosen in collaboration with end-users?
- Does the proposal include an analysis of the local digital ecosystem?
- Is data security guaranteed?
- Are digital solutions locally sustainable/relevant?
- Is duplication avoided?

Additional remarks (if applicable)

The project applies a blended Train-the-Trainer (ToT) approach, combining in-person extension services at farm-level with digital services from the AUXFIN platform. These digital services include the following applications:

AgriCoach: crop-specific video-training

FinanceCoach: financial literacy training

NutritionCoach: good health and nutrition training

UMVA: enabling access to finance

Jeanne: a chatbot function that can be used as a training and data collection tool

The project will adapt all applications to the Burkinabe rural context, languages (French, and local languages) and with collaboration with end users. For AgriCoach for example, the crop data needs to be translated and possibly adapted to local practice. Then the crop-specific video trainings, including Good Agricultural Practices and Climate Smart Agriculture for these crops, need to be recorded and

dubbed (15-25 videos of 60 seconds per crop). The project will also connect the app with real-life weather data. Furthermore, climate and soil data will be collected and prepared, and a suitability map will be created per crop.

The proposal does not include an analysis of the local digital system, but Hortiplus project will develop several low-tech innovative farming solutions during the inception phase, including irrigation equipment, farming tools and climate resilient seeds, which will be “bundled” as horticulture input packages. Horticulture input packages will be developed for each of the selected crops, which will be rolled out to the target smallholder farmers via the pre-financing mechanism of the UMVA app

SECTION: Results

- **What are the main OUTPUTS (services and products) that will be delivered through the activity? Describe briefly.**
- **What are the main OUTCOMES (changes and effects for the target groups) that will be achieved through the activity? Describe briefly.**

The overall Objective of the project is to improve **food and nutrition security** in Burkina Faso by: increasing production (+50%), income (+50%) and climate resilience of 8,000 horticulture farmers; improving business performance of 7 cooperatives and 120 SMEs; and enhancing diet diversity of 50,000 rural consumers.

WP 1. Support 8,000 smallholders to increase production, income, access to finance and sustainable land-use, and promote dietary diversity among 50,000 rural consumers

This work package focuses on enabling horticultural farmers to increase yields and generate more income – with agricultural approaches that preserve ecosystems. The activities of this work package enhance access to skills development, quality inputs and finance, while making use of existing structures and capacities within SMEs and cooperatives. The project will focus on 4 crops, of which onion and tomato, and two to be selected crops during the inception phase, based on criteria such as market opportunities, seasonality, indigenosity, nutrition gap, suitability for soils and climate, and profitability for farmers. For each selected crop it perform market and technical feasibility studies.

This work packages include 02 Outcomes:

- 1. Increased income and productivity** for 8,000 smallholders (F: 40% & <35: 25%), and 2,400 Ha of **farmland** under **sustainable use** Feasibility study on 4 target crops
- 2. 50,000 rural consumers (F: 50% & <35: 50%) have improved access to safe and nutritious foods**
 - Training curriculum for 4 selected crops developed
 - Digital solutions AgriCoach, UMVA, Jean and NutritionCoach operational
 - 8,000 smallholder horticulture farmers make use of these digital solution, are trained in GAP/CSA, and have access to 4 quality input packages and 21 demo plots
 - 4,000 smallholder horticulture farmers are making use of digital financial services
 - 4 factsheets with latest insights on target crops developed and disseminated
 - 50,000 smallholder consumers gaining insights on dietary diversity through NutritionCoach
 - 8,000 rural consumers trained on dietary diversity
 - Social media campaign on diet diversity reaches 10,000 consumers

WP 2. Improve business performance and access to finance and markets for 120 SMEs and 7 cooperatives

This work package improves the business performance and access to finance and markets of horticulture SMEs and cooperatives. In addition, the project will introduce and roll-out various innovations in the horticulture private sector.

This work package include 01 Outcome: Improved business operations and access to finance and markets of 7 cooperatives and 120 SMEs

- 120 SMEs received business support
- 40 SMEs have a bankable business plan
- 10 SMEs have new sales contracts
- 5 SMEs obtain growth finance
- 3 new products or services introduced via Innovation Fund
- 3 SMEs and 6 farmer groups with Bio-PGS certification
- 10 new outlets sell Bio-PGS produce
- 7 cooperatives with strengthened operations

Outcomes	
Outcome 1	Increased income and productivity for 8,000 smallholders, and 2,400 Ha of farmland under sustainable use
Outcome 2	Improved business operations and access to finance and markets of 7 cooperatives and 120 SMEs
Outcome 3	50,000 rural consumers have improved access to safe and nutritious foods.
Outputs	
WP 1	Support 8,000 smallholder horticulture farmers to increase production, income, access to finance and sustainable land-use.
Output 1.1	AgriCoach app is adapted to local context and 4 selected crops
Output 1.2	8,000 Smallholders have capacity to apply GAP and CSA practices on their farms
Output 1.3	8,000 Smallholder farmers have access to financial services
Output 1.4	NutritionCoach is adapted to local context and used by 8,000 smallholders and their 42,000 family members
Output 1.5	8,000 Smallholders have access to quality horticulture input packages developed and low-tech innovations
Output 1.6	Social media campaign developed and rolled-out
WP 2	Improve business performance and access to finance and markets for 120 SMEs and 7 cooperatives
Outputs	
Output 2.1	120 SMEs received business support and matchmaking
Output 2.2	7 cooperatives with strengthened business operations
Output 2.3	3 new products, services and business models introduced via Innovation Fund
Output 2.4	Finance is raised for 5 horticulture SMEs
Output 2.5	Bio-PGS certification rolled-out, including 150 additional smallholders, 3 SMEs, 6 farmer groups and 10 sales outlets

- **For each OUTPUT and OUTCOME mentioned above, specify how it will be measured:**
 - **Specify the indicators if they exist.**
 - **Specify the baseline values and targets if they exist.**

Result Level	Results chain	Indicators	Baseline (2023)	Targets (2026)
Overall objective	Improve food and nutrition security in Burkina Faso by: increasing production (+50%), income (+50%) and climate resilience of 8,000 horticulture farmers, improving business performance of 7 cooperatives and 120 SMEs, and enhancing diet diversity of 50,000 rural consumers			
Outcome 1	Increased income and productivity for 8,000 smallholders, and 2,400 Ha of farmland under sustainable use	Number of hectares of farmland under sustainable use	0	2,400 ha
		No. of farmers applying CSA practices in horticulture	0	2,400 ha
		Increased revenues earned by smallholders (F: 40% & <35: 25%)	Baseline needed	50%
		Increased volume of fruit and vegetables produced by smallholders (F: 40% & <35: 25%)	Baseline needed	50%
Outcome 2	Improved business operations and access to finance and markets of 7 cooperatives and 120 SMEs	Sales increase for SMEs and cooperatives	€0	€ 1,500,000
Outcome 3	50,000 rural consumers have improved access to safe and nutritious foods.	Number of people with a more diverse adequate diet (F: 50% & <35: 50%)	0	50,000
		Number of people whose nutritional situation became more resilient to shocks (F: 50% & <35: 50%)	0	50,000
Outputs	1.1: AgriCoach app is adapted to local context and selected crops	Number of crops selected	0	4
		Number of training videos produced per crop	0	25 videos per crop
		Number of crop suitability maps created	0	4
		Climatology and soil data collected and prepared per crop	0	4
		Number of G50 groups created	0	200
	1.2: Smallholders have capacity to apply GAP and CSA practices on their farms	Number of activators recruited, trained and supporting G50s	0	10
		Number of smallholders trained on CSA, GAP and food safety (F: 40% & <35: 25%)	0	8,000
		Number of smallholders actively using AgriCoach App (F: 40% & <35: 25%)	0	8,000
		Number of smallholders registered on Auxfin UMVA platform (F: 40% & <35: 25%)	0	8,000
	1.3: Smallholder farmers have access to financial services	Number of MFIs connected to UMVA app	0	2
		Number of smallholders actively using UMVA platform (F: 40% & <35: 25%)	0	4,000
		% of credits paid back	0	95%
		Number of smallholders trained through FinanceCoach app (F: 40% & <35: 25%)	0	8,000
	1.4: Smallholders have access to quality horticulture input packages developed and low-tech innovations	Number of input packages developed	0	4
		% of smallholders accessing input packages (F: 40% & <35: 25%)	0	75%
		Number of low-tech demonstration plots actively used	0	21

Result Level	Results chain	Indicators	Baseline (2023)	Targets (2026)
		% of farmers applying new low-tech solutions on their plots (F: 40% & <35: 25%)	0	50%
	1.5: NutritionCoach is adapted to local context and used by smallholders and their families	Number of smallholders trained on nutrition	0	8,000
		Number of smallholders actively using NutritionCoach App (F: 40% & <35: 25%)	0	8,000
		Number of smallholder family members gaining insights on dietary diversity through NutritionCoach App (F: 40% & <35: 25%)	0	42,000
	1.7: Social media campaigns on dietary diversity developed and rolled-out	Reach of Facebook campaign (F: 50% & <35: 50%)	0	10,000
		Number of posts (video, events, photos)	0	150
	2.1: 120 SMEs received business support and matchmaking	Number of factsheets with latest insights on business opportunities and value chain developments on four crops developed	0	4
		Number of SMEs participating in and benefitting from Masterclasses	0	80
		Number of sales contracts for SMEs	0	10
		Sales increase created for SMEs and cooperatives	€0	€ 1,500,000
	2.2: Finance is raised for horticulture SMEs	Number of SMEs that obtained growth finance	0	5
		Value of working capital and project finance obtained for SMEs in EUR	€0	€ 500,000
	2.3: New products, services and business models introduced via Innovation Fund	Number of proposals received	0	50
		Number of proposals awarded	0	3
		Amount awarded	€0	€ 120,000
		Number of new products, services and business models introduced to the horticulture sector	0	3
		Sales increase created for SMEs in Euros	€0	€ 300,000
		Number of smallholder farmers acquired new market, services and/or products (F: 25% & <35: 25%)	0	200
	2.4: Bio-PGS certification rolled-out, including additional smallholders, SMEs and sales outlets	Number of SMEs and farmer groups that receive training on Bio-PGS certification	0	3 SMEs 6 farmer groups
		Number of SMEs and farmer groups with Bio-PGS certification	0	3 SMEs 6 farmer groups
		Number of new outlets that sell Bio-PGS certified fruits & vegetables	0	10
		Number of smallholder farmers with new markets (F: 25% & <35: 25%)	0	150
	2.5: Cooperatives with strengthened business operations	Number of cooperatives that improved their operations and structures	0	7
		Number of cooperatives trained in business development	0	7

- **What method will be used to gather and monitor the data?**

The project's M&E will be deliver following these objectives :

- Accountability: towards EKN, showing results on Dutch policy goals, but also towards consortium partners, farmers, cooperatives, SMEs and other horticulture sector stakeholders.
- Efficient project management: evidence-based steering of project activities towards the desired outcomes.
- Learning and communication: gathering lessons learned, best practices and common challenges, to be shared with consortium partners, farmers, cooperatives, SMEs and other horticulture sector stakeholders

There should be an integrated approach combining **qualitative** and **quantitative** methods of data gathering based on the use of **innovative approaches such as:**

- **AUXFIN's** M&E application called 'Jeanne'
- AUXFIN's tools (AgriCoach, NutritionCoach)
- The expertise of the SUN secretary in Burkina Faso for adapting the Minimum Dietary Diversity for Women indicator – important proxy for malnutrition – to our context.
- The **Farmer Management Information Systems,**

A **detailed M&E system** for HortiPlus will be created during the project's **inception phase.**

The following steps will be taken to establish the M&E system during the inception phase:

- Establishment of the project's detailed intervention logic, based on the project framework of underlying proposal.
 - Definition of key performance indicators (KPIs), in line with the project intervention logic.
 - Description of methodologies and timing of data collection for each indicator, with use of AUXFIN's
 - Jeanne and the Farmer Management Information Systems.
 - Assignment of responsibilities for data collection and reporting across the consortium.
 - Development of templates and systems for data collection and reporting on KPIs.
- **Record the following in the results application:**
 - **the thematic results frameworks that apply to this activity;**
 - **the relevant indicators (including baseline values and targets if they exist).**

The result application didn't automatically generate a file for this activity, so the input will follow at a later stage.

- **Have these results frameworks been communicated with the implementing organization?**

Yes there has been sufficient communication, and the project designing followed a co-creation process involving key partners and the Embassy. The FNS and the PSD results frameworks have been communicated to the implementing partner to guide the proposal activities.

- **Do the indicators correspond to one or more of the 17 indicators on which the ministry reports to the Dutch parliament? If not, why?**

The main Food and Nutrition Security results and framework indicators are:

1. 32 million people lifted out of undernourishment
2. 8 million small scale food producers doubled productivity and income
3. 8 million hectares of farmland converted to sustainable use

Two main indicators are corresponding in this project:

- Farmland benefiting from activities to strengthen ecological sustainability
- Promote agricultural development: Double productivity and/or income

Outcome 1 of the project aims to increased income and productivity for 8,000 smallholders (F: 40% & <35: 25%), and 2,400 Ha of farmland under sustainable use. It corresponds to the third main outcome of the FNS Framework. The project aims to achieve tis result through the continuous training, on-farm extension work, and the demonstration plots. Horticulture smallholder farmers will gain skills and knowledge on CSA practices, which they will be able to

apply to their lands. This will enhance the sustainable use of their lands and improve their climate resilience.

About increasing income productivity and income of smallholders, the project will:

- train 8,000 smallholder farmers in sustainable agricultural production practices, thereby increasing their production and income with 50%.
- enable 7 cooperatives to professionalize and create a better offer for smallholders
- enable access to financial services for 8,000 smallholder farmers

SECTION: Monitoring and evaluation

Monitoring

Specify what reporting information is required for this activity, based on the activity analysis decision tree (see Help). Include the following elements:

- **Planning versus realisation:** tracking progress against predetermined objectives as laid out in the project proposal.
- **Performance and quality:** checking relevance and appropriateness of the implementing organization's performance based on key assumptions in the proposal and the outcomes of the risk analysis.

Pay attention to the method and frequency of monitoring and describe the roles and responsibilities. For further information, see Help.

The project management team will provide:

Annual Narrative and Financial reports: The narrative and financial reports will be in accordance with the continuous process of resource management, observation and capitalization of field monitoring (data collected by appropriate means) on the progress made towards the achievement of predetermined objectives and the use of the related resources under the responsibility of Advance before EKN.

Progress on action planning will also be reviewed once a year on the basis of the annual technical and financial reports produced by Advance. Narrative financial reports (as well as annual plans and budgets) will be developed using SMART results frameworks (based on the agreed outcome framework indicators in the Baseline study).

IATI: The organization will report on results in accordance with the IATI standard, as set out in the BZ publication guidelines

A **detailed M&E system** for HortiPlus will be created during the project's **inception phase**.

It will be based on the following M&E objectives:

- **Accountability:** towards EKN, showing results on Dutch policy goals, but also towards consortium partners, farmers, cooperatives, SMEs and other horticulture sector stakeholders.
- **Efficient project management:** evidence-based steering of project activities towards the desired outcomes.
- **Learning and communication:** gathering lessons learned, best practices and common challenges, to be shared with consortium partners, farmers, cooperatives, SMEs and other horticulture sector stakeholders

Data collection will be an **integrated activity** of the project, as a component of agricultural extension, and not an isolated activity carried out by a Monitoring & Evaluation officer combining **qualitative** and **quantitative** methods of data gathering. **AUXFIN** has developed a M&E application called '**Jeanne**', an Question & Answer tool to be accessed on tablet or phone, that is aligned with the other AUXFIN tools

(AgriCoach, NutritionCoach). The project will integrate a food frequency questionnaire in Jeanne and will request the expertise of the SUN secretary in Burkina Faso for adapting the Minimum Dietary Diversity for Women indicator – important proxy for malnutrition – to our context.

The project's project implementation will be guided by the Project Steering Committee (PSC), which will consist of management representatives of all project partners. The PSC is responsible for reviewing the project's progress, to discuss issues which can influence the results negatively and to make strategic decisions to secure the project's success. The PSC will meet two times per annum, either physical or via an internet solution. EKN will be invited to attend the PSC meetings as well. In addition, monthly management calls will be organized with the project partners and the Project Management team in Burkina Faso to discuss planning and progress.

Evaluation

Describe whether a final evaluation and/or a mid-term review has been planned. If yes, state:

- who will commission the final evaluation and/or mid-term review (for options, see Help);
- whether the procedure and practical arrangements have been agreed on with the implementing organisation (for details, see Help).

Mid-terms and final evaluation are required. They are included in the cost of the project. The project plans to organise a mid-term evaluation and end-evaluation that integrates data on the full set of project KPIs, findings on best practices and lessons learned, as well as potential for scaling of each innovation.

These evaluations will be carried out by independent consultants ; the Embassy, will give a no-objection opinion on their selection and on the formulation of the terms of reference.

The mid-term reviews verifies the progress of the project on the agreed indicators, including those measured through regular monitoring and outcome studies. It draws preliminary conclusions regarding relevance, effectiveness, sustainability and impact of the project, and formulate lessons for the following phase of the project. The findings are expected to serve as lessons learnt for the remaining period of the project.

A final evaluation stating the efficiency, effectiveness and the impact is required 3 months after the end of the projects. Final evaluation should be prepared in consultation with the policy theme department. To be carried out in consultation with IOB Helpdesk (ToR, engaging of evaluation expertise).

The evaluation reports will be communicated to EKN and key stakeholders, such as the Technical Committee. EKN will analyze the findings and recommendations of the evaluations and decide on follow-up actions and any necessary adjustments, including, if necessary, reorientation of the program.

One of the documents that has to be delivered at the end of the inception phase is an evaluation methodology. It has to be clear how the impact of the activities will be measured during the evaluation.

SECTION: Finance

Budget breakdown

- Include an overview of the activity budget, including overhead costs.
- Is the budget arithmetically correct?
- Are the amounts/rates in the budget acceptable?
- Briefly explain the structure of the budget.

- Are overheads proportional to outputs? What is included? What is recharged?
- Is implementation conditional on the budget being amended in an inception phase? (Specify the requirements that the budget must satisfy and the date by which the budget must be amended.)
- Is the budget suitable as a management tool (linking outputs to budget)?

The budget is correct and the requested amounts/rates are acceptable. The total budget is based on a 4 year projection of the cost for reaching the impact level, project management, finance, HR and MEL. There is no overhead calculated in the budget, only 36.000 total for miscellaneous. There is no specific requirement for an amended budget in or after an inception phase, but the project could do so.

	Year 1	Year 2	Year 3	Year 4	Total
WP 1: Support 8,000 smallholders to increase production, income, access to finance and sustainable land-use, and promote dietary diversity among 50,000 rural consumers					
Expert input 1.1: Roll-out of blended ToT and financial services to smallholder farmers	€ 201,100	€ 98,800	€ 59,725	€ 25,850	€ 385,475
Expert input 1.2: Development of horticulture input packages and roll-out to demonstration plots	€ 27,800	€ 23,550	€ 14,800	€ 9,700	€ 75,850
Expert input 1.3: Social media campaign	€ 25,575	€ 13,950	€ 22,075	€ 19,525	€ 81,125
Equipment, travel, external service providers and other expenditures	€ 219,470	€ 138,440	€ 119,640	€ 58,200	€ 535,750
<i>Sub-total</i>	€ 473,945	€ 274,740	€ 216,240	€ 113,275	€ 1,078,200
WP 2: Improve business operations and access to finance and markets for 7 cooperatives and 120 SMEs					
Expert input 2.1: Business support and matchmaking for SMEs	€ 53,675	€ 139,275	€ 76,000	€ 68,125	€ 337,075
Expert input 2.2: Development of cooperatives	€ 66,550	€ 51,171	€ 48,479	€ 50,063	€ 216,263
Expert input 2.3: Innovation Fund	€ -	€ 41,750	€ 26,750	€ 26,750	€ 95,250
Expert input 2.4: Raise financing for horticulture SMEs	€ -	€ -	€ 72,944	€ 66,731	€ 139,675
Expert input 2.5: Support roll-out of Bio-PGS certification	€ -	€ -	€ 47,850	€ 46,325	€ 94,175
Equipment, travel, external service providers and other expenditures	€ 53,915	€ 128,890	€ 120,955	€ 64,350	€ 368,110
<i>Sub-total</i>	€ 174,140	€ 361,086	€ 392,978	€ 322,344	€ 1,250,548
Project management, finance, HR, monitoring, evaluation & learning					
Project management and MEL	€ 148,050	€ 126,300	€ 140,550	€ 140,550	€ 555,450
Ouaga staff input	€ 147,200	€ 182,600	€ 178,800	€ 165,000	€ 673,600
Administrative costs, MEL expenses and travel	€ 113,920	€ 91,420	€ 118,420	€ 118,420	€ 442,180
<i>Sub-total</i>	€ 409,170	€ 400,320	€ 437,770	€ 423,970	€ 1,671,230
Grand-total	€ 1,057,255	€ 1,036,146	€ 1,046,988	€ 859,589	€ 3,999,978

Earmarking

- Is the Dutch contribution to the programme earmarked (i.e. reserved for a specific purpose)? If so, specify the reasons why.

The contribution doesn't earmark any parts of the programme.

Prepayments

- Based on the prepayment decision tree (see Help), do the payments need to be entered as prepayments and why? In the case of a lump sum, assess this against the applicable criteria and give the reasons for your choice.
- What is the maximum percentage that can be paid as prepayment, and why?
- Which are the reporting obligations on the basis of which prepayments can be closed?

Payments will be provided on a prepayment base and settle with audited report. There can be only 95% advanced, last 5% can be transferred after approving final documents (including final audit)

Available resources

	Foreign currency	EUR
Implementing organisation's own contribution		0
Firm commitments by other donors (for each donor)		0
Dutch contribution		3 999 978
Total available resources		3 999 978
Budget needed		0
Still to be financed		0
Soft commitments by other donors (for each donor)		0
Uncovered balance		0

- Are there any non-financial contributions relevant to implementation of the activity, such as deployment of volunteers, availability of buildings, materials, etc.?
- If there is an uncovered balance, how will this affect implementation of the activity (e.g. proportional reduction in outputs, omission of regions) and how will this affect the decision whether to fund this activity?

There is no uncovered balance

Grant with a repayment obligation, loans, equity investment or guarantee

- Does the Dutch contribution take the form of a grant with a repayment obligation, a loan, an equity investment or a guarantee (either in whole or in part)? If yes, briefly set out the consequences for accounting and how correct processing in the financial records will be ensured.
- Are there revolving funds? If yes, please explain what will happen to any residual funds, how closure will take place and which agreements should be made.

There are neither revolving funds nor repayment obligation, loan, equity investment or a guarantee

Audit opinion

- Is an audit opinion required for the activity (see Help)? Briefly explain.
- Should the audit opinion be accompanied by an additional auditor's report (for example, on the risks set out above, or on monitoring that the organisation carries out on its prepayments to other organisations)?

Audit report: A financial yearly audit on activity level commissioned by Advance (sanctioned by a management letter indicating an opinion, as well as any recommendations for improvement) will be carried out, based on the embassy's audit protocol, each year. The costs of external financial audits are included in the budget of the project.