Positioning For Rapid Progress

AGRA in 2014
POSITIONING FOR RAPID PROGRESS
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From the Board Chair

2014 was a big year for African agriculture.

The African Union (AU) dedicated 2014 as the ‘Year of African Agriculture’, where governments re-committed to the Maputo Declaration goals, from a decade earlier, to further stimulate agricultural growth to achieve shared prosperity on the continent.

We are already witnessing significant progress in agricultural development. Africa’s agriculture sector has grown faster than any region of the world in the last decade. The major driver of this growth is smallholder farmer productivity; thriving farms across Africa are a testament to these achievements.

The AU partnered with AGRA and our grantees to reflect on the lessons learned in the past decade of agricultural development. A key finding was that while there was enormous progress in the last decade, a lot remains to be done, including achieving sustained and inclusive growth and investment targets set in Maputo – ten percent government investment in agriculture and six percent growth in the sector. The exercise highlighted that successful agricultural interventions went beyond purely supply driven approaches, like increasing crop production, to a more integrated, food systems approach. This approach addressed issues of women’s empowerment, markets, policies, post-harvest losses, consumer preferences, youth employment, and nutrition, to name a few.

Countries like Ethiopia, Ghana, and Rwanda that have pursued such an integrated approach have achieved the ambitious six percent agricultural growth and are on the path toward achieving an inclusive and sustainable transformation. Agriculture has driven down poverty and hunger and promoted prosperity in these countries. This momentum needs to be sustained.

At AGRA, we have learned from our own near-decade-long journey to catalyse a uniquely African Green Revolution, led by Africans – a unique approach in its own right. AGRA has been present in every country that has registered significant agricultural growth in the past decade.

We have been at the forefront of developing robust and integrated seed systems on the continent. AGRA did not provide free seeds or use piece-meal approaches as was done in the past. AGRA-trained scientists respond to farmer and market demand - whether it be providing the pest or drought-tolerance farmers needed or catering to consumer taste and cooking preferences. These seeds are delivered to markets by 90 small and medium-scaled African seed enterprises – the ‘silicon valley’ of African agriculture - and a 25,000 strong network of agro-dealers.

Today, these seed companies and agro-dealers supply more than a third of all quality, certified seed in Africa, which is remarkable given that only a few years ago people would have scoffed at the notion of 90 local companies being able to supply 125,000 MT of seed, when multinational corporations operated in their vicinity. These seeds have...
contributed to higher yields on hundreds of thousands of farms, which have in turn contributed to greater food security and incomes in Africa.

While we began with seeds, AGRA evolved to include soil health, markets, farmers’ organizations and policies in our programming. This reflected our realization that while lack of access to seeds was a major constraint to agricultural growth, we needed to have a more comprehensive approach to address the complexity of agriculture, to catalyse and sustain an agricultural transformation.

We also realized that our technical programs needed to be better integrated to achieve our goals; we needed to integrate our entire operation as we had integrated our seed work. For example, if our sorghum breeders were generating improved varieties, being distributed by our seed partners and agro-dealers, we needed to ensure that our soil health interventions were also in service of these varieties, and that our market and policy interventions likewise complemented these efforts.

AGRA has now fully embraced an integrated approach. Our focus is still on key food security crops and smallholder farmer productivity, since that remains where Africa experiences the greatest market and policy failures. But the difference is in ‘how’ we achieve our goals. All our programs are focused on a set of key pro-poor staple crop value chains that are high yielding, that are important for smallholders, especially women, that are climate resilient and that are more nutritious.

By operationalizing this integrated approach, AGRA strives to be the partner of choice for promoting a sustainable agricultural transformation across Africa.

To achieve this mission, we are delighted to have Dr. Agnes Kalibata leading this effort as AGRA’s new President, building upon her experience in transforming Rwanda’s agricultural sector as Minister of Agriculture during the last seven years. Rwanda employed a food systems approach with increased and targeted public resources to ensure higher farm harvests and functioning markets. In a decade, it achieved self-sufficiency in food. Agricultural improvements were also a key driver of poverty reduction and prosperity: the country reduced poverty by nearly a third during that decade, with agriculture accounting for most of this decrease. These are remarkable achievements, placing Rwanda on a path toward sustainable transformation according to the World Bank.

Recognizing AGRA’s strong credentials, and Dr. Kalibata’s leadership, the African Union has already designated AGRA as their partner of choice to pursue the vision set in the Malabo Summit in 2014. The Grow Africa Initiative initially incubated by the World Economic Forum, and the private sector players therein, are also partnering with AGRA to realize their $10 billion commitment to African agriculture. The African Development Bank has initiated a strategic dialogue with AGRA on agriculture. I cite these examples to show how AGRA is already gaining recognition as the partner of choice for African agriculture.

Kofi Annan, our Chairman Emeritus, was prescient in calling for a uniquely African Green Revolution years before the food price crises at the start of the millennium. AGRA has since played a major role in elevating agriculture on the African and global development agenda, and continues to do so now. At the G8 meetings at Camp David in 2012, President Obama invited AGRA, and I was honoured to represent it. I had said then that when we at AGRA call for a uniquely African Green Revolution, we recognize that the challenge of Africa being able to feed itself is important. But the greater collective challenge for us is whether we are able to do so in a more inclusive and sustainable manner—that’s our true measure of success as we strive to be the partner of choice for agricultural transformation in Africa.

Strive Masiyiwa
AGRA Board Chair
Thoughts from the President

Agricultural transformation is underway in Africa.

Today, millions of smallholder farmers are producing more food than they ever have, with a growing number finally harvesting as much per hectare as farmers elsewhere in the developing world. Equally important, their hard work is beginning to literally pay off in the form of increased incomes and the improved well-being of farming families and farm communities.

This progress did not happen by accident. It is the product of targeted investments, significant policy reforms, and the willingness of governments, private sector companies, donor countries, philanthropies, civil society groups, and farmer organizations to engage in partnerships across a wide spectrum of agriculture-related endeavours. AGRA has played an important role in organizing and supporting many of these partnerships. Over the last nine years our work has reached millions of farmers in 18 countries, along with a wide array of locally owned agriculture businesses.

AGRA’s approach is relatively simple. It involves developing a specific set of tools and strategies that are aligned with the needs of local African farmers and agriculture businesses—AGRA strives to establish or support institutions around the things that farmers need to be able to farm productively; be it better organization, input systems including seed and fertilizer businesses or providing support to national institutions focused on agriculture. AGRA focuses on local adaptation of technologies ensuring that varieties coming out of specialized research institutions like CGIAR centres are locally adopted in-country. This approach recognizes the differences in climates and soil conditions that farmers farm and has as a result generated an extensive portfolio of locally-adapted crop varieties, which have been combined with sustainable soil health strategies and innovative farming techniques to help farmers double or triple yields.

AGRA also understands that while the focus is on farmers, their success requires a stronger base of local agriculture oriented businesses. These include businesses that support production, such as seed and fertilizer companies, agriculture supply stores, and businesses that expand market opportunities, such as warehousing ventures, commodity exchanges, and tech start-ups that use information technology to connect producers with buyers.

AGRA is constantly exploring new ways to address the dearth of financing and credit.
available to African farmers and local agribusinesses. And we work closely with local farmer organizations, who are lowering production costs through bulk purchases of inputs and increasing incomes by establishing crop aggregation centres that attract customers seeking large quantities of produce. Through the Africa Enterprise Challenge Fund, we work with partners that support the development of Agribusinesses to grow even bigger food markets.

Overall, AGRA is at the point where we understand the mix of technologies, farming techniques, policies, and partnerships that can transform smallholder agriculture—the backbone of food production in Africa—from subsistence farming to farming as a business. The challenge now is to build on this strong foundation and unleash the potential of Africa’s agriculture sector to power a new era of economic growth that delivers benefits to Africans at all income levels.

I joined AGRA as its third President in September 2014, and I thank AGRA’s Board Chair, Board, staff, and many partners for entrusting me with a critically important organization at a pivotal moment for African agriculture. Having worked as Minister of Agriculture and Animal Resources in Rwanda, I understand the challenges farmers encounter every day. I also have seen first-hand how partnerships and investments in agriculture can help farmers overcome these challenges and ultimately generate dramatic reductions in poverty.

I believe AGRA is well positioned to catalyse the delivery of this kind of progress to millions of people across Africa through partnerships that sustainably grow African agriculture from the bottom up.

As AGRA’s Board Chair points out in his note, our work over the last nine years has revealed the importance of taking an integrated approach to agriculture development. AGRA has ample evidence that when the many challenges African farmers face are addressed at once or in the right sequencing progress is rapid and sustainable. Going forward, our work will focus on partnerships that can deliver a full package of proven solutions to farmers and agribusiness across Africa.

In this annual report, we examine AGRA’s efforts between 2007 and 2014 to achieve progress across the agriculture sector of an entire country. These country reports illustrate the importance of investing in a wide variety of partnerships—in the public and private sector and on and off the farm. They also underscore the importance of aligning our efforts with national investment plans and policies, and with existing development work already underway.

As AGRA develops a more ambitious agenda, our focus remains the same. Our commitment to African farmers is rooted in the fact that almost all of us at AGRA are actually products of farming communities. We grew up surrounded by agriculture. We went to school because our families farmed. We had food on our tables because our families farmed. We are also keenly aware of the many things our parents lacked that prevented them from pursuing agriculture as a profitable business.

Please join us as we pursue a new era for AGRA and for African farmers. We welcome your views, your partnership, and your support as we build a broad alliance, one committed to achieving a more prosperous, equitable, and food secure Africa through agriculture.

Agnes Kalibata (PhD)
President, AGRA
For example, by facilitating access to seeds and soil inputs, we are helping African farmers close their “yield gap,” a reference to the fact that farmers in Africa have struggled to produce as much per hectare or acre as farmers elsewhere in the developing world. Locally owned commercial seed companies supported by AGRA are now one of Africa’s largest single source of certified seeds. Also, in 2007, crop breeders in the region produced only 24 locally-adapted, high-yielding crop varieties. Funding from AGRA has helped unleash the potential of African crop scientists who, by 2015, had generated 500 locally-adapted crop varieties.

Meanwhile, with support from AGRA, experts in soil health have worked with more than three million smallholder farmers to combine mineral and organic fertilizers and simple planting techniques to revive 1.6 million hectares of depleted lands.

But AGRA has learned that helping farmers boost production cannot happen in isolation. Farmers need resources, networks, and markets where they can sell their surplus, so they can build thriving businesses. AGRA’s new partnerships with farmers associations, financial institutions, and small- and medium-sized African-owned agribusinesses have helped farmers sell over 769,000 tons of produce at a 10 to 50 percent price premium.

In order to provide a more detailed review of AGRA’s work, this annual report breaks down AGRA-supported initiatives and achievements in ten key countries: Burkina Faso, Ethiopia, Ghana, Kenya, Mali, Mozambique, Nigeria, Rwanda, Tanzania and Uganda. Also, for several countries, the report focuses on a particular initiative.
that contains important lessons for the broader effort to transform Africa’s agriculture sector.

For example:

There is an analysis of the many partnerships that have come together in Burkina Faso to boost rice production from 3.5 to 5.5 tons per hectare.

In Ethiopia, the report examines the barriers limiting farmer access to seeds for high-quality hybrid maize that can produce three times more grain than non-hybrid varieties.

The report on Mali explores the success of a local seed company that has developed strong relationships with Mali’s national agricultural research institute and its seed certification laboratory, along with extension services, agrodealers, and farmer organizations.

In Mozambique, there are important lessons to be learned from efforts to support small, rural agrodealers that are often African farmers’ sole source of seeds, fertilizers, and other inputs, along with the advice on how to properly use them to boost yields.

In Rwanda, there is a strong example of how farmer cooperatives can help farmers increase yields and then sustain this progress by gaining access to more lucrative market opportunities.

In Tanzania, policy is playing a prominent role, with AGRA reaching out to government officials to support reforms that could make it easier for 13 million smallholder farmers to gain access to certified seeds for high-yield crop varieties.

AGRA has also learned that to go far and fast, it needs partnerships. AGRA is an alliance and a partnership driven institution from its inception and in the last nine years AGRA has learnt that while the work at hand is doable by all means, it needs strong partnerships and commitments from governments, development partners and implementing partners.

Our 2020 goals:

- Double the incomes of at least 30 million farm households through productivity improvements and access to markets and finance.

- Ensure all focus countries are on a pathway to attain and sustain an agricultural transformation through sustainable agricultural productivity growth and access to markets and finance.
We take a value chain approach

AGRA operates all along the African food production and marketing value chain. In broad strokes, our work starts with investing in agricultural research and building a cadre of ‘next generation’ agricultural scientists, market specialists and policy analysts. We strengthen the knowledge and skills of farmers in managing their soils and using improved inputs, and help them to organize themselves into effective, well-run farmer groups. We invest in fledgling agribusinesses (especially private seed companies, agrodealers and agroprocessing ventures). And we strive to open the door to market opportunities that will put money into the pockets of smallholder farmers.

We focus on breadbaskets

African agriculture cannot be transformed everywhere and all at once by a single organization.

In order to get the most from AGRA’s finite resources, we invest a large portion (about 40%) in just a few promising locations – areas we call ‘breadbaskets’. These are large, high-potential agro-ecological regions that have good soils, dependable rainfall, and basic rural infrastructure already in place. Our objective is to achieve rapid progress in these areas, and in so doing, demonstrate the positive potential of new technologies and approaches.

Our breadbasket strategy provides an investment platform for catalyzing the uniquely African green revolution we envision – one that puts smallholder farmers first, increasing their productivity and profits. The aim is to create vibrant agrifood systems that extend from farmers’ fields to local, national and regional markets.

Where We Work

AGRA’s breadbasket investments have to date focused on four countries – Ghana, Mali, Mozambique and Tanzania. The key to this strategy is the implementation of tightly linked agricultural projects in these countries, with support coming, not just from AGRA, but also from governments and various partner organizations. We have placed Country Leaders in each of these countries to work with all those involved, both locally and within AGRA, in achieving progress where it matters most – at the ground level.

AGRA is actively involved in an additional 14 sub-Saharan Africa countries, bringing our current reach to 18 countries. Eight of these are in West Africa, with the rest in the eastern and southern regions of the continent (see map).
AGRA Achievements

1. An estimated 15.3 million smallholder farmers in 17 African countries are now benefitting from improved seeds produced by AGRA-supported seed companies. Since its inception in 2007, AGRA has made significant investments in various kinds of support to 91 local private seed companies to produce and sell improved seed varieties. In 2007, fewer than 10 seed companies were operating in all of sub-Saharan Africa (not including South Africa), producing less than 2,400 MT of certified seed. By the end of 2014, total production and sale of certified seed by AGRA-supported seed companies had risen to about 120,920 MT. Over the eight-year period, 2007-2014, an estimated 343,242 MT of improved seed have been produced and sold by AGRA-supported companies.

2. On average, the use of improved seed and agronomic practices enabled farmers to more than double their yields, leading to the production of an additional 5.6 million MT of cereals, pulses, soybeans and groundnuts in 2014 alone. In monetary terms, this represents about US$ 3.1 billion in additional income for these farmers. Cumulatively, farmers have achieved a total increase in production of an estimated 18.7 million MT by using improved seed varieties produced by AGRA-supported seed companies, along with rising amounts of fertilizer. This extra production has provided smallholders with about US$ 5.2 billion in additional income since AGRA began its work in 2007.

3. The increase in farm-level production and productivity has led to significant gains in direct household consumption, as well as marketable surpluses. In 2014, smallholder households produced about 3.0 million additional MT of cereals, pulses, soybeans and groundnuts for their own consumption, along with an estimated 1.8 million MT surplus for the market. Cumulatively, household consumption increased by some 10.4 million MT, while the marketable surplus increased by about 8.2 million MT; these increases are valued at an estimated US$ 2.9 billion and US$ 1.7 billion, respectively.

AGRA focuses mainly on staple foods and supports the following major crops in various countries: rice, cassava, maize, beans, sorghum, millet, beans, cowpeas, chickpeas, pigeon peas, soybeans, groundnuts, sweet potatoes, wheat, and teff. A total of 501 new varieties have been released in 14 countries, thanks largely to AGRA-supported research and development.
In Burkina Faso, AGRA is working with the government, other financial partners and a number of grantees to improve agricultural productivity and the livelihoods of smallholder farmers. The following dashboard summarizes key achievements in the country.

<table>
<thead>
<tr>
<th>Capacity Development</th>
<th>Technology Development and Commercialization</th>
<th>Technology Adoption (Estimates)</th>
</tr>
</thead>
<tbody>
<tr>
<td>11 PhD funded in plant breeding (8) and agronomy (3)</td>
<td>15 improved seed varieties have been released by the government regulatory agency: • Cowpea (4) • Maize: (11)</td>
<td>527,431 farmers using improved seed varieties</td>
</tr>
<tr>
<td>25 MSc enrolled in crop science (14) and soil science (11)</td>
<td>6 improved seed varieties commercialized by public and private seed enterprises</td>
<td>214,424 hectares planted with improved seed varieties</td>
</tr>
<tr>
<td>23 lab technicians trained in plant and soil analysis best practices</td>
<td>8,104 farmers trained in governance, group dynamics and financial management</td>
<td>103,995 farmers using fertilizer, organic manure and good agronomic practices</td>
</tr>
<tr>
<td>3,470 lead farmers trained in using fertilizer, organic manure and good agronomic practices</td>
<td>37,916 farmers trained in post-harvest handling, quality standards, storage, structured trading</td>
<td>84,199 hectares cultivated using fertilizer, organic manure and good agronomic practices</td>
</tr>
<tr>
<td>15,104 farmers trained in governance, group dynamics and financial management</td>
<td>412,512 farmer using fertilizer, organic manure and good agronomic practices</td>
<td></td>
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<tr>
<td>15 improved seed varieties have been released by the government regulatory agency: • Cowpea (4) • Maize: (11)</td>
<td>4 seed companies supported</td>
<td></td>
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<tr>
<td>16,660 MT of seed produced</td>
<td>680 farmer organizations profiled and registered</td>
<td></td>
</tr>
<tr>
<td>114,104 MT of inorganic fertilizer sold to farmers</td>
<td>277 Agrodealers accessed loans valued at US$ 1.74 million</td>
<td></td>
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<tr>
<td>43 aggregation centers supported by AGRA</td>
<td>37,916 Farmers trained in post-harvest handling, quality standards, storage, structured trading</td>
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</tbody>
</table>

**17.4 million**
total population

**12.4 million**
rural population

**29**
AGRA funded grants in Burkina Faso at a cost of **US$ 20.7 million**

**11**
PhDs funded in plant breeding and agronomy

**25**
MSc students funded in crop science and soil science

**15**
Seed varieties released

**6**
Improved seed varieties commercialized

**1,379**
Agrodealers trained (552 women and 927 men)

**277**
Agrodealers accessed loans valued at US$ 1.74 million

**37,916**
Farmers trained in post-harvest handling, quality standards, storage, structured trading

**527,431** farmers using improved seed varieties

**214,424** hectares planted with improved seed varieties

**103,995** farmers using fertilizer, organic manure and good agronomic practices

**84,199** hectares cultivated using fertilizer, organic manure and good agronomic practices
A rice-powered Green Revolution in Burkina Faso

In a country with an annual rice consumption of 52,000 tons, it is no wonder that rice is prized as both a food and cash crop, and is grown by more than 100,000 smallholders in Burkina Faso.

The government has prioritized rice production with the ambitious goal of quadrupling production by 2018. By collaborating with various partners, including the government, seed producers, national research agencies, and smallholder seed growers, AGRA is contributing to achieving this goal, and sowing the seeds of a rice-powered green revolution in the country.

Six years ago, farmers struggled with access to enough good quality seed of key crops at affordable prices. The formal seed sector was able to meet less than 6% of the national demand for seed. When available, high quality seed was very expensive and often found in shops that were far from farmers’ villages. This left farmers with no option but to continuously use self-saved seed, which led to low yields since the health and quality of the seeds were not assured. Naturally, this meant that neither the farmers nor the country as a whole produced enough rice and other important crops.

Bobo Dioulasso is a key agricultural region located southwest of the capital Ouagadougou. Today, 1,300 rice farmers in Bama Province of Bobo Dioulasso are all smiles as they witness the power of using certified seed of improved varieties, coupled with good agronomic practices. Their yields have nearly doubled – from an initial 3.5 t/ha to the current 5.5 t/ha, and they are making a good return from selling the rice seed.

“There has been a real improvement in my livelihood,” says Ouattara Kalifa, a rice seed farmer in the
“...I have benefited a lot from the training and technical support AGRA has provided, and it has enabled me to more efficiently operate this large and growing seed company.”

Abdoulaye Sawadogo, NAFASO

Bama Province. “I’ve acquired three bicycles, a motorbike and much needed cellphones because of my participation in the NAFASO network,” says.

Neema Agricole Du Faso (NAFASO) is a local seed company and one of AGRA’s key partners in the country. NAFASO and its network of farmers produced 3,116 tons of seed rice from 1,371 hectares in 2013. This notably increased the incomes of farmers in the network, and in turn, NAFASO made US$ 1.8 million that year selling the seed it purchased from participating farmers.

AGRA’s partnership with NAFASO involved promoting the production and marketing of improved certified seed of maize, rice and cowpea. Slowly but steadily, NAFASO has changed the face of rice production in the country, beginning with the Bobo Dioulasso region.

Through collaboration with the national research institute (Institut de l’Environnement et de Recherches Agricoles), NAFASO accessed seed of high-yielding rice varieties adapted to the region’s conditions, which it then multiplied. In addition, the firm worked with the national seed service (Service National des Semences) to get the seed certified. Extension service officials assisted with organizing farmers into viable rice seed production groups and promoting the importance of the use of certified seed and good agronomy. NAFASO also engaged the association of agrodealers in Burkina Faso (AGRODIA) and AGRIFARE, a large private agrodealer, to create a sizeable network of agrodealer shops to increase farmers’ access to quality seed and other inputs.

Lastly, farmers were trained in basic financial management, to be able to operate their farms as the businesses they should be. Farmers were empowered to train other farmers in all these aspects, and together these interventions contributed to making rice farming profitable for the region’s smallholders.

Life in the community is changing too. By creating employment opportunities and empowering farmers to profit more from their rice farming, NAFASO has had a positive impact on the community. As a result of bountiful local harvests, residents were able to purchase a communal ambulance, and food is being provided to schools and less privileged homes.

Says Abdoulaye Sawadogo, the head of NAFASO, “My partnership with AGRA has made me the business person I am today. I have benefited a lot from the training and technical support AGRA has provided, and it has enabled me to more efficiently operate this large and growing seed company.”

Through aggressive sensitization campaigns on radio, television and print media, complemented by farmer field days organized with the relevant partners, NAFASO created awareness among farmers of the new varieties available and where to obtain them. This has effectively strengthened demand for the high quality certified seed produced by its network of trained seed growers.

Farmers growing seed rice for NAFASO have made an average of US$ 1800/ha. Buoyed by this success, they have increased the planted area to 1,200 hectares, and stand to earn as much as US$ 11.9 million in 2015. A green revolution is underway in Burkina Faso, and in Bobo Dioulasso, it is being powered by rice.
In Ethiopia, AGRA has worked closely with the government, other financial partners and several grantees to improve agricultural productivity and the incomes of smallholder farmers. The following dashboard summarizes our key achievements.

### Capacity Development

- **17** PhDs funded in plant breeding (14) and agronomy (3)
- **48** MSc students funded in crop science (37) and soil science (11)
- **6** lab technicians trained in plant and soil analysis best practices
- **500** lead farmers trained in using fertilizer, organic manure and good agronomic practices
- **51,800** farmers aware of or have some knowledge about the use of fertilizer, organic manure and good agronomic practices
- **13** improved seed varieties have been released by the government regulatory agency:
  - Sorghum (3)
  - Bread wheat (4)
  - Durum wheat (3)
  - Fababean (1)
  - Soybean (1)
  - Teff (1)
- **8** improved seed varieties commercialized by public and private seed enterprises

### Technology Development and Commercialization

- **1,134,056** farmers using improved seed varieties
- **1,046,111** hectares planted with improved seed varieties
- **33,390** farmers using fertilizer, organic manure and good agronomic practices
- **9,780** hectares cultivated using fertilizer, organic manure and good agronomic practices

### Technology Adoption (Estimates)

- **1,134,056** farmers using improved seed varieties
- **1,046,111** hectares planted with improved seed varieties
- **33,390** farmers using fertilizer, organic manure and good agronomic practices
- **9,780** hectares cultivated using fertilizer, organic manure and good agronomic practices

- **89,219 MT** of seed produced
- **100 MT** of inorganic fertilizer sold to farmers
- **7** seed companies supported
AGRA in Ghana

AGRA has invested widely in Ghana, especially in the northern region in the area established as the breadbasket of the country. The following dashboard summarizes the main achievements by AGRA and its partners in Ghana.

### Capacity Development

- **26.44 million** total population
- **12.24 million** rural population
- **80** AGRA funded grants in Ghana at a cost of **US$ 54.3 million**
- **18** PhDs funded in plant breeding and agronomy
- **42** Varieties released
- **46,869** Farmers trained in structured systems: contract farming, warehouse receipt systems, commodity exchange, and warrantage
- **227,110** Farmers using fertilizer, organic manure and good agronomic practices
- **106,649 MT** Aggregated by farmers at a value of **US$18.6 million**
- **203,902 ha** Cultivated using fertilizer, organic manure and good agronomic practices
- **5,250** Agrodealers trained

### Technology Development and Commercialization

- **18** PhDs funded in plant breeding *(13)* and agronomy *(5)*
- **31** MSc students funded in crop science *(26)* and soil science *(5)*
- **34** Lab technicians trained in plant and soil analysis best practices
- **3,782** Lead farmers trained in the use of fertilizer, organic manure and good agronomic practices
- **675,813** (est.) farmers aware of or have some knowledge on using fertilizer, organic manure and good agronomic practices
- **2,605** Farmer organizations trained in the use of fertilizer, organic manure and good agronomic practices
- **51,332** Farmers trained in business development, group dynamics and leadership
- **36** Improved seed varieties commercialized by public and private seed enterprises
- **11** Seed companies supported by AGRA
- **5,982** MT of seed produced by AGRA supported seed companies

### Technology Adoption (Estimates)

- **204,620** Farmers using improved seed varieties
- **152,521** Hectares planted with improved seed varieties
- **227,110** Farmers using fertilizer, organic manure and good agronomic practices
- **203,902** Hectares cultivated using fertilizer, organic manure and good agronomic practices

### Technology Adoption

- **42** Improved seed varieties have been released by the government regulatory agency:
  - Cassava *(10)*
  - Cowpea *(3)*
  - Groundnut *(4)*
  - Maize *(15)*
  - Rice *(7)*
  - Soybean *(3)*
- **314** Extension agents trained in using fertilizer, organic manure and good agronomic practices
- **5,250** Agrodealers trained

### Output

- **204,620** Farmers using improved seed varieties
- **128,819** MT of inorganic fertilizer sold to farmers
Not surprisingly, AGRA does a lot of work in Kenya to raise smallholder agricultural productivity and incomes. This is clear from the numbers in the following dashboard.

### Capacity Development

- **24** PhD candidates enrolled in plant breeding (20) and agronomy (4)
- **28** MSc students funded in crop science (19) and soil science (9)
- **6** lab technicians trained in plant and soil analysis best practices
- **31,808** lead farmers trained in the use of fertilizer, organic manure and good agronomic practices
- **214,539** farmers aware of or have some knowledge on use of fertilizer, organic manure and good agronomic practices
- **1,895** farmer organizations trained in the use of fertilizer, organic manure and good agronomic practices
- **236** extension agents trained in the use of fertilizer, organic manure and good agronomic practices

### Technology Development and Commercialization

- **90** improved seed varieties have been released by the government regulatory agency:
  - **Maize** (34)
  - **Beans** (16)
  - **Cassava** (9)
  - **Sweet potato** (9)
  - **Rice** (8)
  - **Finger millet** (4)
  - **Groundnuts** (4)
  - **Sorghum** (2)
  - **Chickpea** (2)
  - **Pigeon pea** (2)
- **68** improved seed varieties commercialized by public and private seed enterprises
- **20,997** MT of seed produced
- **87,371** MT of inorganic fertilizer sold to farmers

### Technology Adoption (Estimates)

- **725,746** farmers using improved seed varieties
- **268,901** hectares planted with improved seed varieties
- **141,193** farmers using fertilizer, organic manure and good agronomic practices
- **98,145** hectares cultivated using fertilizer, organic manure and good agronomic practices

### Additional Statistics

- **45.55** total population
- **34.65 million** rural population
- **81** AGRA funded grants in Kenya at a cost of **US$ 41 million**
- **24** PhDs funded in plant breeding and agronomy
- **8** MSc students graduated in crop science and soil science
- **5,087** Agrodealers trained (2,033 women and 3,054 men)
- **1,595** Agrodealers accessed loans for inputs valued at **US$ 31.4 million**
- **725,746** farmers using improved seed varieties
- **268,901** ha Estimated land
- **141** Aggregation centers supported planted with improved seed varieties
- **93,908** MT Produce aggregated by farmers at a value of **US$ 21.9 million**
AGRA’s investments are concentrated in the southern part of Mali, which is considered to be the country’s breadbasket area. The following dashboard summarizes the main achievements by AGRA and its partners in Mali.

<table>
<thead>
<tr>
<th>Capacity Development</th>
<th>Technology Development and Commercialization</th>
<th>Technology Adoption (Estimates)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>15.77 million</strong> total population</td>
<td><strong>11 PhDs funded in plant breeding (7) and agronomy (4)</strong></td>
<td><strong>290,100 farmers using improved seed varieties</strong></td>
</tr>
<tr>
<td><strong>9.95 million</strong> rural population</td>
<td><strong>24 MSc students funded crop science (15) and soil science (9)</strong></td>
<td><strong>188,501 hectares planted with improved seed varieties</strong></td>
</tr>
<tr>
<td><strong>43</strong> AGRA funded grants in Mali at a cost of US$ 19.4 million</td>
<td><strong>25 lab technicians trained in plant and soil analysis best practices</strong></td>
<td><strong>171,891 farmers using fertilizer, organic manure and good agronomic practices</strong></td>
</tr>
<tr>
<td><strong>4,138</strong> Agrodealers trained (1,336 women and 2,802 men)</td>
<td><strong>3,420 lead farmers trained in the use of fertilizer, organic manure and good agronomic practices</strong></td>
<td><strong>263,164 hectares cultivated using fertilizer, organic manure and good agronomic practices</strong></td>
</tr>
<tr>
<td><strong>674</strong> Agrodealers accessed loans valued at US$ 814,635</td>
<td><strong>670,980 farmers aware of or have some knowledge on using fertilizer, organic manure and good agronomic practices</strong></td>
<td><strong>7,430.3 MT of seed produced 6,4591 MT of inorganic fertilizer sold to farmers</strong></td>
</tr>
<tr>
<td><strong>65</strong> Aggregation centers supported by AGRA</td>
<td><strong>762 farmer organizations trained in the use of fertilizer, organic manure and good agronomic practices</strong></td>
<td><strong>6 seed companies supported</strong></td>
</tr>
<tr>
<td><strong>14,537 MT</strong> aggregated by farmers at a value of US$ 4.97 million</td>
<td><strong>5,860 farmers trained in business development, group dynamics and leadership</strong></td>
<td><strong>19 improved seed varieties commercialized by public and private seed enterprises</strong></td>
</tr>
<tr>
<td></td>
<td><strong>27,244 farmers trained in post-harvest handling, quality standards, storage, structured trading</strong></td>
<td><strong>2</strong></td>
</tr>
<tr>
<td></td>
<td><strong>450 extension agents trained the use of fertilizer, organic manure and good agronomic practices</strong></td>
<td><strong>2</strong></td>
</tr>
<tr>
<td></td>
<td><strong>126 farmer organizations registered in AGRA databases</strong></td>
<td><strong>2</strong></td>
</tr>
<tr>
<td></td>
<td><strong>376 farmers trained</strong></td>
<td><strong>2</strong></td>
</tr>
</tbody>
</table>
Seeding the Malian Countryside

Madam Coulibaly already had good business skills and experience building farmer organizations when she created Faso Kaba, a private seed company in Mali that is supported by AGRA. In establishing Faso Kaba, her goal was to help fill the large unmet demand among farmers for good varieties of local crops like sorghum, maize, cowpea, rice and vegetables.

Three years ago, the once-Mme. Coulibaly does something that many seed dealers in Mali and other parts of Africa usually do not do – she keeps her seed prices low enough so that smallholder farmers, who are normally short on cash, can afford to buy it. And instead of packaging seed in large volumes, Mme. Coulibaly provides seed of sorghum, rice, millet, groundnuts, cowpeas, and beans in various size packages, making them easier for farmers to buy, transport and use.

In addition to “being able to take care of me and my family,” from starting the seed dealership, says Coulibaly, she has also been able to expand the business, hire a number of full-time employees, and use part-time staff to help package seed. “Unfortunately”, she says, “it hasn’t been easy to find or hire women agrodealers to reach more women farmers because it’s harder for them to travel”.

To produce and market its seed, Faso Kaba uses contract seed growers – the majority of which are women – and sells the seed through company shops and more than 40 village-based seed merchants. The company works closely with Mali’s national agricultural research institute, its seed certification laboratory, the extension service, local seed and fertilizer merchants, and several farmers’ organizations.

Eighteen months after receiving its first bit of assistance from AGRA, Faso Kaba had already produced and sold more than 300 MT of certified seed.

Finally, poor farmers in Mali are able to purchase high quality seed of local food crops through a responsive, independent seed company.

AGRA’s support for Mali’s fledgling private seed sector is part of its comprehensive approach to catalyzing change. In Mali, this includes supporting the national agricultural research organization, l’Institut d’Economie Rurale (IER), to develop improved varieties of Guinea-race sorghum hybrids, rice adapted to various ecosystems, drought- and disease-tolerant maize, disease-resistant millet hybrids, and Striga resistant cowpea varieties. It is also working to improve farmers’ and farm business access to affordable credit, and is supporting a growing network of agrodealers. AGRA is also partnering with the Millennium Challenge Account-Mali to build market infrastructure, post-harvest systems and value-added processing.
AGRA's attention in Mozambique is directed primarily towards the Beira Corridor, which is seen as Mozambique’s main breadbasket region. The following dashboard summarizes the key achievements by AGRA and its partners in Mozambique.

<table>
<thead>
<tr>
<th>Capacity Development</th>
<th>Technology Development and Commercialization</th>
<th>Technology Adoption (Estimates)</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 PhDs funded in plant breeding</td>
<td>44 improved seed varieties have been released by the government regulatory agency:</td>
<td>1,029,413 farmers using improved seed varieties</td>
</tr>
<tr>
<td>41 MSc students funded crop science (20) and soil science (21)</td>
<td>• Cassava (12)</td>
<td>203,619 hectares planted with improved seed varieties</td>
</tr>
<tr>
<td>5 lab technicians trained in plant and soil analysis best practices</td>
<td>• Groundnut (1)</td>
<td>181,445 farmers using fertilizer, organic manure and good agronomic practices</td>
</tr>
<tr>
<td>7,756 lead farmers trained in the use of fertilizer, organic manure and good agronomic practices</td>
<td>• Maize (6)</td>
<td>155,905 hectares cultivated using fertilizer, organic manure and good agronomic practices</td>
</tr>
<tr>
<td>643,246 farmers aware of or have some knowledge about using fertilizer, organic manure and good agronomic practices</td>
<td>• Rice (2)</td>
<td></td>
</tr>
<tr>
<td>3,309 farmer organizations trained in the use of fertilizer, organic manure and good agronomic practices</td>
<td>• Sorghum (8)</td>
<td></td>
</tr>
<tr>
<td>1,029,413 farmers using improved seed varieties</td>
<td>• Sweet potato (15)</td>
<td></td>
</tr>
<tr>
<td>203,619 ha Planted with improved varieties</td>
<td>36 improved seed varieties commercialized by public and private seed enterprises</td>
<td></td>
</tr>
<tr>
<td>36 New seed varieties released</td>
<td>7 seed companies supported by AGRA</td>
<td></td>
</tr>
<tr>
<td>39,178 MT of inorganic fertilizer sold to farmers</td>
<td>11,811 MT of seed produced</td>
<td></td>
</tr>
</tbody>
</table>

| 53 AGRA funded grants in Mozambique at a cost of US$ 46.97 million | 902 agrodealers trained | |
| 6 PhD funded in plant breeding | 488 Farmer organizations aggregated a total of 462 MT of produce which sold for US$ 200,244 | |
| 41 MSc students funded crop science and soil science | 203,619 ha Planted with improved varieties | |
| 44 improved seed varieties have been released by the government regulatory agency: | 1,029,413 farmers using improved seed varieties |
| 36 improved seed varieties commercialized by public and private seed enterprises | 203,619 hectares planted with improved seed varieties |
| 7 seed companies supported by AGRA | 181,445 farmers using fertilizer, organic manure and good agronomic practices |
| 11,811 MT of seed produced | 155,905 hectares cultivated using fertilizer, organic manure and good agronomic practices |
Sustaining smallholder farmers in Mozambique by supporting local agrodealers

Emilia Abibo Savaio started her small agrodealer business in 2005 in the backyard of her home in Sussundenga, near the city of Chimoio, Mozambique.

Savaio found herself closing the business periodically, due to the ebb and flow of the agricultural cycle. Her busiest time came during the planting season, when farmers were looking for inputs.

“I was serving just a handful of farmers, not even close to a hundred,” she says. “I can’t be exact, but it was a small venture with dim prospects.”

Back then, an inventory valued at US$ 1,000 would last her into the new season, before having to restock. Her profit never reached US$ 200, and occasionally she would incur losses as some chemical inputs expired on her shelves. Being a resourceful woman, however, when the shop was not active she turned to producing crops of her own.

Her much improved income has enabled Mrs. Savaio to continue diversifying and expanding her business.
In 2010, Concern Universal, an international organization working with smallholder farmers in Chimoio, approached Savaio with a training invitation. Concern Universal had been funded by AGRA to help improve smallholder access to agricultural inputs.

The training was aimed at equipping agrodealers with knowledge about modern farming technologies that they could share with farmers who came to their shops. Savaio was one of 58 agrodealers that participated in the training program. They learned about improved soil fertility management, the use of chemical fertilizers at the right times and in the correct amounts, how to select appropriate seeds, and how to properly apply herbicides and pesticides. The agrodealers were also taught how to establish demonstration plots, and learned how to better manage the finances of their businesses.

After completing the training, Savaio received a US$ 10,000 loan from Opportunity Bank to expand her business. She put up a proper shop and increased her stock to about US$ 5,000.

“I thought I should do something else to cushion my business during lower income periods, so I decided on seed multiplication.” She explains proudly.

Left with about US$ 2,000 from the loan, Savaio sought a government license to cultivate maize seed, sesame and cowpea seed on a 25-hectare plot.

Concern Universal had also negotiated with larger suppliers of agricultural inputs to assist small agrodealers like Savaio by transporting inputs to their shops, as well as supplying inputs on credit, with payments collected after stock was sold out.

With supplementary income from her seed multiplication efforts and relaxed business terms from input suppliers, Savaio’s overall business has been growing steadily. Using US$ 15,000 from her seed multiplication work, she built a warehouse for storing agro-inputs that are supplied to her in bulk.

Increased stock has also enabled her to serve a wider clientele with a more diverse range of agricultural products, and her shop is now active throughout the year. The business has grown from earning an annual profit of less than US$ 200 to producing an average monthly turnover of US$ 1,000.

Savaio also plays a key role in the local farming community. She shares cultivation and crop management knowledge with farmers around Sussundenge, guiding them on proper practices to help increase the yields obtained from their land.

During the harvest season, these farmers sell their produce to her at the best market prices that can be obtained with the help of Concern Universal. Her much improved income has enabled Savaio to continue diversifying and expanding her business by purchasing a small oil processing plant, which is now opening new opportunities for adding value to the produce she buys from her neighbors.
AGRA in Nigeria

AGRA has a strong interest in the transformation of agriculture in Nigeria, the most populous country in Africa, and one with tremendous potential for improving agricultural productivity and the livelihoods of millions of smallholder.

<table>
<thead>
<tr>
<th>Capacity Development</th>
<th>Technology Development and Commercialization</th>
<th>Technology Adoption (Estimates)</th>
</tr>
</thead>
<tbody>
<tr>
<td>20 PhDs funded in plant breeding (15) and agronomy (5)</td>
<td>17 improved seed varieties have been released by the government regulatory agency:</td>
<td>3,538,910 farmers using improved seed varieties</td>
</tr>
<tr>
<td>23 MSc students funded in crop science (21) and soil science (2)</td>
<td>• Cassava (4)</td>
<td>1,719,251 hectares planted with improved seed varieties</td>
</tr>
<tr>
<td>34 lab technicians trained in soil analysis best practices</td>
<td>• Cowpea (2)</td>
<td>92,381 farmers using fertilizer, organic manure and good agronomic practices</td>
</tr>
<tr>
<td>4,800 lead farmers trained in the use of fertilizer, organic manure and good agronomic practices</td>
<td>• Maize (4)</td>
<td>54,135 hectares cultivated using fertilizer, organic manure and good agronomic practices</td>
</tr>
<tr>
<td>112,300 farmers aware of or have some knowledge about agronomic practices</td>
<td>• Pearl millet (1)</td>
<td></td>
</tr>
<tr>
<td>356 extension agents trained in use of fertilizer, organic manure and good agronomic practices</td>
<td>• Rice (3)</td>
<td></td>
</tr>
<tr>
<td>4,132 agrodealers trained</td>
<td>• Sweet potato (3)</td>
<td></td>
</tr>
</tbody>
</table>

33
AGRA funded grants in Nigeria at a cost of US$ 14.35 million

20 PhDs funded in plant breeding and agronomy

23 MSc Students funded in crop science and soil science

17
Improved seed varieties released

352
Agrodealers accessed loans valued at US$ 745,000

3,538,910
Estimated farmers using improved seed varieties

1,719,251 ha
Estimated land planted with improved seeds

62,611 MT of seed produced

51,736 MT of inorganic fertilizer sold to farmers
AGRA in Rwanda

Rwanda is a relatively small but densely populated country that has a large number of very innovative farmers in its agricultural sector. As indicated in the dashboard below, AGRA and its partners have made headway towards improving farm-level productivity that is beginning to transform the lives of many resource-poor smallholders.

<table>
<thead>
<tr>
<th>Capacity Development</th>
<th>Technology Development and Commercialization</th>
<th>Technology Adoption (Estimates)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>8 PhDs funded in plant breeding (7) and agronomy (1)</td>
<td>46 improved seed varieties have been released by the government regulatory agency:</td>
</tr>
<tr>
<td></td>
<td>27 MSc students funded in crop science (13) and soil science (14)</td>
<td>• Beans (28)</td>
</tr>
<tr>
<td></td>
<td>6 lab technicians trained in plant and soil analysis best practices</td>
<td>• Maize (10)</td>
</tr>
<tr>
<td></td>
<td>39,569 lead farmers trained in the use of fertilizer, organic manure and good agronomic practices</td>
<td>• Sweet potato (8)</td>
</tr>
<tr>
<td></td>
<td>350,505 farmers aware of or have some knowledge in the use of fertilizer, organic manure and good agronomic practices</td>
<td>42 improved seed varieties commercialized by public and private seed enterprises</td>
</tr>
<tr>
<td></td>
<td>625 farmer organizations trained in group dynamics, leadership and business development</td>
<td>2,873 MT of seed produced</td>
</tr>
<tr>
<td></td>
<td>171,384 farmers trained in business development, group dynamics and leadership</td>
<td>4 seed companies supported</td>
</tr>
<tr>
<td></td>
<td>71,642 farmers trained in post-harvest handling, quality standards, storage, structured trading</td>
<td>23,580 MT of inorganic fertilizer sold to farmers</td>
</tr>
<tr>
<td></td>
<td>134 extension agents trained in the use of fertilizer, organic manure and good agronomic practices</td>
<td>193,026 (est.) farmers using improved seed varieties</td>
</tr>
<tr>
<td></td>
<td>171 farmer organizations profiled and registered in AGRA database</td>
<td>25,261 (est.) hectares planted with improved seed varieties</td>
</tr>
<tr>
<td></td>
<td>58,960 MT Aggregated produce worth USD 20 million</td>
<td>81,196 farmers using fertilizer, organic manure and good agronomic practices</td>
</tr>
<tr>
<td></td>
<td>55 SMEs accessed loans worth USD 1.2 million</td>
<td>49,130 hectares cultivated using fertilizer, organic manure and good agronomic practices</td>
</tr>
</tbody>
</table>
Young Rwandan farmer finds his future by joining cooperative

Riberakurora Aiocres, 32, was a jobless young man without any source of income. The subsistence farming he passively practiced, growing maize and beans, was not sustaining his family’s need for food and income.
His one hectare piece of land gave him only 1 ton of maize, about 10 bags every year. This was very little produce. Beans could hardly survive past farm maturity; his family fed on them as soon as the pods changed color. If they didn’t, then the bean common mosaic disease would do the honors, destroying the bean crop.

From such dim yields, Aiocres could barely feed his family. Even so, sometimes he was forced to sell part of the small produce to meet the other needs. He usually sold to brokers and middlemen at very poor and fluctuating prices.

Aiocres used traditional farming methods, borrowing seed from neighbors and applying little or no fertilizer at all. His farm always seemed like an abandoned piece of earth.

After about five years of fruitless agriculture, he joined the CODPCUM farmers’ cooperative to learn from his fellow villagers who were doing well as members of the cooperative. CODPCUM was supported in part by a project funded by AGRA and implemented by the Rwanda Development Organization (RDO) to help farmer organizations improve the livelihoods of smallholder farmers.

Field officers from RDO and professional agronomists trained members of the cooperative to apply agronomic practices. Aiocres learned how to use top dressing of fertilizer (and the right amounts of it), and to differentiate between several improved varieties and choose the most appropriate one.

He switched from the traditional farming and adopted the new system. “I used fertilizer, spaced my seeds accordingly, weeded on time and did everything as I had been taught,” he explains.

His harvest that season averaged 4.5 t/ha, more than a four-fold increase in yield. His former 1-ton of production in the previous years had put a ceiling on his income. Keeping some maize for food and selling only a small amount had ensured that his farm income never went past 50,000 Rwandan Francs (US$ 73).

His new cooperative organized for the sale of his maize at RWF 260,000 (US$ 379) per ton.

This earned him an income he had never seen before. Aiocres was RWF 1.1 million (US$ 1,600) richer.

With newfound drive, he reinvested as much money as he could into the farming venture and the cycle repeated itself, this time with a 5-ton yield and better income.

Aiocres has been able to expand his farm plot by 1.5 hectare from the income he is getting. He has also put up what he calls among his peers a ‘respectable house’. From his increasing extra income he has invested in a motorcycle taxi business, of which he is very proud.

By joining the cooperative, he was able to access the training as well as farm input loans leveraged by funds from AGRA. “For the first time I received a loan without collateral through the rotating credit offered to our cooperative.” Aiocres cannot believe his success.

The program has lifted many farmers from poverty by helping them access inputs and market their produce. Within Nyatagare district alone, more than 1,000 farmers have benefitted from the rotating loan for farm inputs. The RDO project covers 4 districts in western Rwanda.

Their produce is sold to the World Food Program’s P4P initiative, Rwanda’s Strategic Reserve Agency, and several other big grain buyers who guarantee farmers of a ready market at good prices.

Members in the cooperative have received training in managing their finances, especially the loans now within their reach. Aiocres appreciates this training immensely. “Money can become a problem if you don’t know how to use it, but this AGRA project has taught us a lot of things,” he says smiling.
AGRA in Tanzania

AGRA’s work in Tanzania is centered primarily on the country’s Southern Highlands and on the Kilombero Valley, which together comprise Tanzania’s breadbasket region. The following dashboard summarizes the key achievements by AGRA and its partners in the country.

Capacity Development | Technology Development and Commercialization | Technology Adoption (Estimates)
---|---|---
88 AGRA funded grants in Tanzania at a cost of US$ 47.75 million | 37 improved seed varieties have been released by the government regulatory agency:
14 PhDs funded in plant breeding (11) and agronomy (3) | • Maize (4)
24 MSc students funded crop Science (13) and soil science (11) | • Beans (3)
19 lab technicians trained in plant and soil analysis best practices | • Cassava (16)
3,144 lead farmers trained in using fertilizer, organic manure and good agronomic practices | • Sweet potato (6)
37 improved seed varieties have been released by the government regulatory agency: | • Rice (5)
1,392,904 farmers using improved seed varieties | • Soybean (3)
541,160 hectares planted with improved seed varieties | 20 improved seed varieties commercialized by public and private seed enterprises
1,392,904 farmers using improved seed varieties | 31,695 MT of seed produced
541,160 ha Planted with improved seed varieties | 774,016 MT of inorganic fertilizer sold to farmers
88,452 Farmers trained in post-harvest handling, quality standards, storage, structured trading | 15,073 MT Aggregated produce worth US$ 46.1 million
541,160 ha Planted with improved seed varieties | 1,392,904 farmers using improved seed varieties
36.49 million rural population | 541,160 hectares planted with improved seed varieties
88,452 Farmers trained in post-harvest handling, quality standards, storage, structured trading | 210,583 farmers using fertilizer, organic manure and good agronomic practices
37 Seed varieties released | 132,963 hectares cultivated using fertilizer, organic manure and good agronomic practices
20 New seed varieties commercialized | 774,016 MT of inorganic fertilizer sold to farmers
1,392,904 farmers using new seed varieties on approximately 541,160 ha | 15,073 MT Aggregated produce worth US$ 46.1 million
713,239 farmers aware of or have some knowledge about using fertilizer, organic manure and good agronomic practices | 1,392,904 farmers using improved seed varieties
1,017 farmer organizations trained in the use of fertilizer, organic manure and good agronomic practices | 541,160 hectares planted with improved seed varieties
13,933 farmers trained in business development, group dynamics and leadership | 210,583 farmers using fertilizer, organic manure and good agronomic practices
88,452 farmers trained in post-harvest handling, quality standards, storage, structured trading | 132,963 hectares cultivated using fertilizer, organic manure and good agronomic practices
180 farmer organizations registered and profiled in AGRA database | 774,016 MT of inorganic fertilizer sold to farmers
15 seed companies supported
AGRA and its partners have invested in a significant number of projects that are spread across the whole of the country’s landscape. The promising results of these extensive operations are summarized in the dashboard below.

### Capacity Development

- **Total Population:** 38.85
- **Rural Population:** 32.31
- **AGRA funded grants in Uganda at a cost of:** US$ 30.49 million
- **PhDs funded in plant breeding and agronomy:** 22
- **Improved seed varieties released:** 59
- **Estimated farmers using improved seed varieties:** 11,921,473
- **Farmers using fertilizer, organic manure and good agronomic practices:** 130,919
- **Aggregation centers supported by AGRA:** 10
- **Farmers sold 286,787 MT to SMEs worth USD 164 million:**
- **SMEs accessed loans valued at US$ 24.7 million:**

### Technology Development and Commercialization

- **59 improved seed varieties have been released by the government regulatory agency:**
  - Maize (11)
  - Beans (13)
  - Cassava (7)
  - Soybean (4)
  - Rice (9)
  - Banana (2)
  - Groundnuts (10)
  - Cowpea (3)
- **54 improved seed varieties commercialized by public and private seed enterprises:**
- **6 seed companies supported by AGRA:**
- **64,341 MT of seed produced:**
- **437 MT of inorganic fertilizer sold to farmers:**

### Technology Adoption (Estimates)

- **1,921,473 farmers using improved seed varieties:**
- **1,237,533 hectares planted with improved seed varieties:**
- **130,919 farmers using fertilizer, organic manure and good agronomic practices:**
- **66,717 hectares cultivated using fertilizer, organic manure and good agronomic practices:**
Financials

Alliance for a Green Revolution in Africa
Statement of Director’s Responsibilities for the Year Ended December 31, 2014

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

The financial statements were prepared in conformity with United States Generally Accepted Accounting Principles (US GAAP) and include amounts based upon our estimates and assumptions, as required. The financial statements have been audited by our independent auditors, Ernst and Young, who were given free access to all financial records and related data, including minutes of the meetings of the Board of Directors and Standing Committees of the Board. We believe that our representations to the independent auditors were valid and appropriate. The significant accounting policies used are described in notes to the financial statements.

Management maintains a system of internal controls designed to provide reasonable assurance as to the reliability of the financial statements, as well as to safeguard assets from unauthorized use or disposition. The system is supported by formal policies and procedures, including an active Code of Conduct program intended to ensure employees adhere to the highest standards of personal and professional integrity. Our internal audit function monitors and reports on the adequacy of and compliance with the internal control system, and appropriate actions are taken to address control deficiencies and other opportunities for improving the system as they are identified.

The Board of Directors is responsible for ensuring that management fulfils its responsibilities for financial reporting and is ultimately responsible for reviewing and approving the financial statements. The Board of Directors carries out this responsibility principally through its Audit and Outcome Committee (AOC).

The AOC meets periodically with management, as well as with the internal and independent auditors, to discuss disclosure controls and procedures, internal controls over financial reporting, management information systems, accounting policies, auditing and financial reporting issues, to satisfy itself that each party is properly discharging its responsibilities, and to review the financial statements, the management letter and the independent auditor’s report. The AOC reports its findings to the Board of Directors for consideration when approving the financial statements. The committee also considers, for review by the Board of Directors and approval the engagement or reappointment of the independent auditor, and reviews and approves the terms of its engagement as well as the fee, scope and timing of its services. Both our independent auditors and internal auditors have free access to the AOC and may meet with or without the presence of management.

Nothing has come to the attention of management to indicate that the Alliance for a Green Revolution in Africa will not remain a going concern for at least the next twelve months from the date of this statement.

Signed on behalf of Management by:

Dr. Agnes Kalibata
Member and President of AGRA
Date 6th August 2015

Aubrey Chalira Phiri
Chief Finance & Operations Officer
Date 6th August 2015
## Statement of Financial Position
### As at December 31, 2014 and 2013

Amounts in thousands of U.S. dollars

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>33,174</td>
<td>60,007</td>
</tr>
<tr>
<td>Prepaid expenses and other assets</td>
<td>5,441</td>
<td>1,606</td>
</tr>
<tr>
<td>Investment assets</td>
<td>99,396</td>
<td>109,273</td>
</tr>
<tr>
<td>Property, equipment &amp; intangible assets</td>
<td>1,968</td>
<td>2,093</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>139,979</td>
<td>172,978</td>
</tr>
</tbody>
</table>

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities and Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payables and accruals</td>
<td>9,752</td>
<td>5,347</td>
</tr>
<tr>
<td>Grants payable</td>
<td>135,773</td>
<td>151,889</td>
</tr>
<tr>
<td>Net assets</td>
<td>(5,546)</td>
<td>15,742</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>139,979</td>
<td>172,978</td>
</tr>
</tbody>
</table>

*Grants payables reflects the total amount of grants approved for payment in future periods.

General Note: More information about the financial position are available in the audited financial statements provided on AGRA’s website.

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General Note: More information about the financial position are available in the audited financial statements provided on AGRA's website.
**Statement of Activities**

For the Years ended December 31, 2014 and 2013

Amounts in thousands of U.S. dollars

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Change In Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Support and revenues</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions received and other revenue</td>
<td>70,984</td>
<td>103,413</td>
</tr>
<tr>
<td>Investment income</td>
<td>941</td>
<td>1,019</td>
</tr>
<tr>
<td><strong>Total support and revenues</strong></td>
<td><strong>71,925</strong></td>
<td><strong>104,432</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Expenses</strong></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants approved</td>
<td>54,817</td>
</tr>
<tr>
<td>Direct program management</td>
<td>26,967**</td>
</tr>
<tr>
<td>Monitoring and evaluation costs</td>
<td>2,061</td>
</tr>
<tr>
<td>Program support and administrative</td>
<td>9,368</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>93,213</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Change in net assets</strong></th>
<th>(21,288)</th>
<th>(36,675)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets, beginning of year</td>
<td>15,742</td>
<td>52,417</td>
</tr>
<tr>
<td><strong>Net assets, end of year</strong></td>
<td>(5,546)</td>
<td>15,742</td>
</tr>
</tbody>
</table>

**Direct program management expenses includes payments made to third parties. These expenses include consulting services provided for grantees’ benefit and travel costs incurred in bring grantees and other participants together in disseminating agribusiness initiatives and technologies. These direct program expenses working together with grants are an effective means of achieving the green revolution and are disclosed separately in the audited financial statements to distinguish these from operational costs of running AGRA.**

General Note: More information about the financial position are available in the audited financial statements provided on AGRA’s website.
## Principal Staff

### Chiefs & Heads

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adam Gerstenmier</td>
<td>Chief of Staff &amp; Strategy</td>
</tr>
<tr>
<td>Alma Redillas Dolot</td>
<td>Head, Internal Audit</td>
</tr>
<tr>
<td>Anne Mbaabu</td>
<td>Head, Markets &amp; Post-Harvest</td>
</tr>
<tr>
<td>Aubrey Chalira Phiri</td>
<td>Chief Finance &amp; Operations Officer</td>
</tr>
<tr>
<td>Bashir Jama</td>
<td>Head, Farmer Solutions</td>
</tr>
<tr>
<td>Boaz Keizire</td>
<td>Head, Policy &amp; Advocacy</td>
</tr>
<tr>
<td>Caroline Njeru</td>
<td>Head, Procurement</td>
</tr>
<tr>
<td>David Ameyaw</td>
<td>Head, Strategy &amp; Results Management</td>
</tr>
<tr>
<td>Ernest Ruzindaza</td>
<td>Head, Public/Private Partnerships &amp; Innovative Finance</td>
</tr>
<tr>
<td>Fadel Ndiame</td>
<td>Regional Head, West Africa</td>
</tr>
<tr>
<td>George Bigirwa</td>
<td>Regional Head East &amp; Southern Africa</td>
</tr>
<tr>
<td>Graham McNeill</td>
<td>Head of Resource Mobilization</td>
</tr>
<tr>
<td>Ignatius Mutula</td>
<td>Head, Grants Management</td>
</tr>
<tr>
<td>Joseph DeVries</td>
<td>Chief Agricultural Transformation Officer</td>
</tr>
<tr>
<td>Neil R. Anthony</td>
<td>Chief Human Resources Officer and Senior Adviser to the President</td>
</tr>
<tr>
<td>Renison Kilonzo</td>
<td>Head, Finance</td>
</tr>
<tr>
<td>Richard Jones</td>
<td>Chief of Party, USAID Scaling Seeds and Technologies Partnership</td>
</tr>
<tr>
<td>Sylvia Mwichuli</td>
<td>Head, Communications</td>
</tr>
<tr>
<td>Sylvester Kisonzo</td>
<td>Head, Information &amp; Communication Technology</td>
</tr>
<tr>
<td>Victoria Chelangat Sabula</td>
<td>General Counsel &amp; Board Secretary</td>
</tr>
<tr>
<td>Vuhya Amulyoto</td>
<td>Head, Human Resources</td>
</tr>
</tbody>
</table>