

A close-up photograph of a woman in a red and white striped hat and a red patterned shirt, looking down at a corn cob in a field. The background shows more corn plants and a blue sky with light clouds.

AGRA IN 2010 DRIVING REAL CHANGE



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(December 31, 2010)



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AGRA IN 2010

DRIVING REAL CHANGE



“Agriculture is a business, not a way of life. We must change our mindsets on agriculture. Our youth should embrace agriculture. It is cool to be a farmer. I am a proud farmer!”

Former Nigerian President Olusegun Obasanjo

African Green Revolution Forum (AGRF)

September 2010

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CONTENTS

Message from the Chairman	05
Message from the President	07
AGRA in Perspective	09
Strategic Objectives	09
Core Beliefs	09
AGRA Programs and Initiatives	10
The Importance of Partnerships	10
Organizational Highlights for 2010	13
Investing in African Breadbaskets	14
Program Highlights for 2010	17
Program for Africa's Seed Systems	17
Soil Health Program	19
Market Access Program	20
Policy and Partnerships Program	21
Leveraging Finance for Agriculture	23
Communications	24
Stories from the Field	27
Highlights from the African Green Revolution Forum	31
Power Through Partnerships	35
2010 Financials and Approved Grants	39
Principal Staff	50



AGRA Chairman Mr Kofi Annan, viewing the impressive results being obtained through fertilizer microdosing on a demonstration plot in Mali. He is accompanied by Mali's Minister of Agriculture, HE Mr Aghatan Alhassane, and members of the AGRA Board, Mrs Sylvia Mathews-Burwell and Mr Strive Masiyiwa.

MESSAGE FROM THE CHAIRMAN

It was a truly eventful year for AGRA and its many partners, and indeed for African agriculture. United in the belief that there has been enough talk, many governments, development organizations, and private sector partners took concrete steps in 2010 to end poverty and provide food security across the continent. As evidenced by the actions and commitments made during the September African Green Revolution Forum, our collective pace is quickening dramatically as we build on our successes, listen to farmers, innovate as we move forward, and scale up what we know works.

It is none too soon. Prices for food and other basic commodities rose sharply in 2010 and continue on their upward trend. They surpassed the peak in 2008 that sparked the last food crisis and, according to FAO, higher food costs and local shortages are unlikely to be temporary. Africa is especially at risk. It is still the only continent that does not grow enough food to feed itself.

Yet I am confident about Africa's future. I believe Africa can feed not only its own citizens but help meet the needs of the hungry around the world. To do so, however, requires that we transform agriculture on the continent.

Our first priority must be growing more food. The market within Africa for staple food crops is estimated to be US\$150 billion a year, which far exceeds the revenue received for internationally traded cash crops like coffee, cocoa, tea, and flowers.

We must give priority to efforts and resources to areas with the greatest potential to help meet the continent's food needs. This is the essence of AGRA's "breadbasket strategy", which focuses on increasing yields and expanding cultivated land in fertile areas already endowed with a minimum of essential infrastructure. At the same time, we must also invest in poorer areas where millions of subsistence farm households struggle to survive. Our efforts in these areas must be geared towards increasing opportunities for the poorest of the poor to improve their productivity and livelihoods by providing access to new seeds, production methods and markets. Addressing both high-potential and poorer areas will help deliver food and nutritional security across

the continent and in the longer-term it will enable Africa to produce a surplus for global export.

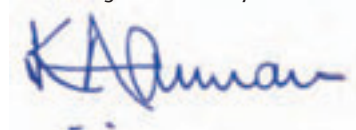
The successes we have achieved so far underline the importance of making coherent investments across the agricultural value chain. We have to ensure that our efforts complement one another, and this requires forging strong public-private partnerships, including for R&D, that deliver what smallholder farmers need.

We must ensure that smallholders are given the knowledge and support they need to play their full part in the transformation of food production. African smallholder farming must be increasingly viewed as a commercial business enterprise, not a subsistence undertaking.

The majority of smallholder farmers are women, and we need supportive policies in place that remove the specific barriers they face – for example, access to land and credit. The barriers to credit for smallholders are beginning to fall, thanks to innovative financing efforts being pioneered by AGRA and its partners.

We are also working in a number of ways to improve smallholder access to more efficient markets. Smallholders will be encouraged to produce surpluses if they have effective ways to store, aggregate and transport their goods to reliable market outlets.

I am convinced we have arrived at the tipping point. Achieving a uniquely African Green Revolution is about scaling up thousands of small successes occurring across the continent to create sustained transformation. It is also about making farming attractive to young people with ambition and drive, for it is the young who are hit hardest when food is scarce, and it is the younger generation that must make sure such scarcity belongs to history. Their imagination and energy is the reason I am confident about Africa's future. Africa has the land and the people, and I believe we can feed ourselves, as well as help create a more secure global food system.



Kofi A. Annan
Chairman



AGRA President Dr Namanga Ngongi and Director of the Markets Program, Ms Anne Mbaabu (right), during a visit to Embu (Kenya) to view the benefits of Africa Harvest's work on banana tissue culture.

MESSAGE FROM THE PRESIDENT

AGRA moved forward in important ways during 2010. Our highest priority continued to be implementation of our breadbasket strategy in four selected countries – Ghana, Mali, Tanzania and Mozambique. In Ghana, finishing touches were put on the breadbasket investment plan developed by Ghana, AGRA and other stakeholders, and it was approved for action. Our programs have put together an integrated program of investments totaling US\$ 13.4 million for 2011.

In Mali, the government held a series of high-level meetings during the latter part of 2010 to engage stakeholders in a planning seminar and validate the breadbasket investment plan for the country. The government committed to engage with donors and mobilize resources for this effort.

The Tanzania breadbasket investment plan progressed in 2010, though more slowly than we would wish. The draft plan was presented to the government and to AGRA in November. AGRA programs developed an integrated investment effort for the Southern Highlands breadbasket amounting to US\$ 6.6 Million in 2011.

Mozambique's draft breadbasket investment strategy and plan was available in December for wider discussion with the government, agriculture sector stakeholders and AGRA management, and approval of a final draft is anticipated in the first quarter of 2011.

Our resource mobilization efforts started yielding significant dividends in 2010. About US\$ 69 million was raised during 2010 against a target of US\$ 60-80 million. We welcome DANIDA, IDRC, the Swedish Ministry of Foreign Affairs, and Venture Capital for Africa to our growing list of financial supporters. In addition, the founders of AGRA – the Bill & Melinda Gates Foundation and the Rockefeller Foundation – made significant grants to our Markets Program.

AGRA Programs registered significant progress in 2010. As you will see, PASS met or exceeded its primary targets for the year, including the production of certified seed, the release of improved varieties, and the education of the next generation of plant scientists. In two instances – support to seed enterprises and training and networking of agro-dealers – the Program, still in its fourth year, surpassed its five-year targets. Soil Health established 10 of 13 planned country-level Soil Health Consortia, and continued to invest in projects aimed at making major food-production systems in

our target countries more productive. The Market Access Program ramped up its investments aimed at improving markets for Africa's core staple foods, and in several countries worked with smallholder farmer associations to link with the WFP's Purchase for Progress initiative. Our Policy Program completed its new business plan, which will foster new ways of supporting policymaking at the national level. Policy Action Nodes focused on seed, soil health, markets, land and property rights and environment and climate change policies were established in Ghana and Tanzania, with more to follow.

For various reasons, grant making slowed a bit during 2010 as our programs consolidated their initiatives and sought ways to more effectively integrate their efforts. A total of 104 grants across all AGRA programs and including AECF, with a value of US\$ 53.02 million, were approved during the year.

Management began implementing Board-approved organizational changes during the year. Recruitment of a Director of Communications and Public Affairs was completed in November, and we warmly welcome Ms. Sylvia Mwichuli to AGRA. A Gender Program Officer, Ms. Margaret Kroma came on board in December. The search for a Director of Human Resources was accelerated late in the year, as was the recruitment of a Vice President for Programs, a Director for Monitoring and Evaluation, and a Senior Resource Mobilization Officer. Our overall staffing position was significantly improved, with a total of 94 staff working for AGRA at the end of 2010. This brought us close to our optimal staffing level.

The African Green Revolution Forum held in Accra, Ghana, in September was a landmark event. The leadership by AGRA's Chair and high profile roles played by AGRA Board members, the CEO of NEPAD and leaders of partner organizations contributed greatly to its success (see pages 31-33 for highlights).

All in all, 2010 was a year of solid progress for AGRA, and of rapidly growing momentum towards the realization of Africa's Green Revolution. In short, a favorable springboard for our operations in 2011.



Namanga Ngongi
President



CHAPS
RALPH LAUREN

AGRA IN PERSPECTIVE

AGRA works to achieve a more food secure and prosperous Africa through the promotion of rapid, sustainable agricultural growth based on smallholder farmers. Smallholders – the majority women – produce most of Africa’s food, and do so with minimal resources and little government support. We strive to ensure that smallholders have what they need to succeed: good seeds and healthy soils; access to markets, information, financing, storage and transport; and supportive policies. Because the need for rapid progress is so great, we are focusing much of our attention on Africa’s high-potential breadbasket areas. At the same time, we work with many partners to also boost smallholder productivity in Africa’s more challenging environments. Our overall goal is to transform African agriculture. Working in partnership with many other organizations focused on African agricultural development, we aim to change smallholder agriculture from a subsistence way of life into a highly productive, efficient, sustainable and competitive system, and do so while protecting the environment.

Strategic objectives – To achieve this goal, we established six strategic objectives around which we organize our activities and investments:

- ✔ Develop technologies to rapidly increase agricultural productivity in environmentally friendly ways;
- ✔ Increase incomes, improve food security and reduce poverty among smallholder farmers in Africa in an economically and environmentally sustainable manner;
- ✔ Develop an evidence-based policy environment and incentive system for improving farmers’ access to new technologies, knowledge and other resources needed to transform smallholder farming – with special attention given to women farmers;
- ✔ Provide a platform for bilateral and multilateral donors, national governments, research entities,

farmers’ organizations and others to forge effective alliances for addressing agricultural productivity;

- ✔ Inspire action by demonstrating what is possible; and
- ✔ Identify and fill critical financing and human resource gaps by mobilizing national and international resources in support of an African Green Revolution.

Core beliefs – Our work rests on four key core beliefs about achieving a uniquely African Green Revolution and our role in helping to make it happen:

- ✔ In order to have the greatest effect on reducing poverty, Africa’s agricultural transformation should focus on staple food crop productivity and the role of women in farming systems.
- ✔ Transforming African agriculture depends on many things working in harmony across the entire agricultural system. Hence our efforts need to be comprehensive and fully integrated across our major programs, and we must invest at key leverage points all along the agricultural value chain.
- ✔ Africa’s Green Revolution must take root at the national level. Success depends on governments acting boldly and decisively, and taking ownership of the change process. The private sector must play a significant role in driving innovation and entrepreneurship, and in expanding markets and income earning opportunities for smallholder farmers. Effective public/private partnerships are thus critical to transforming African agriculture.
- ✔ This transformation will happen only if governments, donors, and the private sector join forces to provide strong governance and leadership, comprehensive strategic thinking and planning, and the entrepreneurial energy and political will needed to drive the change process.

AGRA effects change across the entire agriculture value chain through the integrated efforts of its programs and partnerships. Our programs for improved seed systems, healthier soils, more accessible markets, better policies and more effective partnerships, and innovative finance to make affordable credit available to smallholders, work together to transform subsistence farming into a sustainable, viable commercial activity (see Program Highlights, pages 17-25).

We invest in strengthening agricultural education and extension, training young people, developing rural infrastructure, improving water management and enabling smallholder farmers to adapt to and, in some cases, help mitigate climate change. All of our programs pay special attention to women farmers – the people who produce the majority of Africa’s food. We seek to empower women with full and equal access to finance, land security, extension services and new agricultural tools and technologies.

The Program for Africa’s Seed Systems (PASS) supports the breeding of improved seed and works to ensure that seeds of improved crop varieties get to farmers. Currently, less than one-quarter of African farmers use high-yielding, locally adapted seed. Poor seeds and depleted soils have kept African farmers’ yields at one-quarter the global average.

The Soil Health Program improves farm productivity through increasing farmers’ access to locally appropriate soil nutrients and promoting integrated soil and water management. The Seed Systems and Soil Health Programs work together to raise farmers’ yields. Both are key to environmental sustainability and helping farmers adapt to and mitigate climate change.

The Market Access Program pursues multiple routes to expanding market access for smallholder farmers. The Program works in concert with Seeds and Soils to help make sure their efforts are demand driven and that farmers are able to market their surplus production.

The Policy and Partnerships Program works to strengthen and improve agricultural policies that provide smallholder farmers with comprehensive support at the national, regional and global levels. At the same time, effective partnerships are needed to marshal the resources and expertise needed for change to happen.

The Innovative Finance Initiative works with Africa’s financial institutions and other partners to increase access to affordable loans for smallholder farmers and agricultural businesses, providing the financial resources required to drive agricultural transformation.

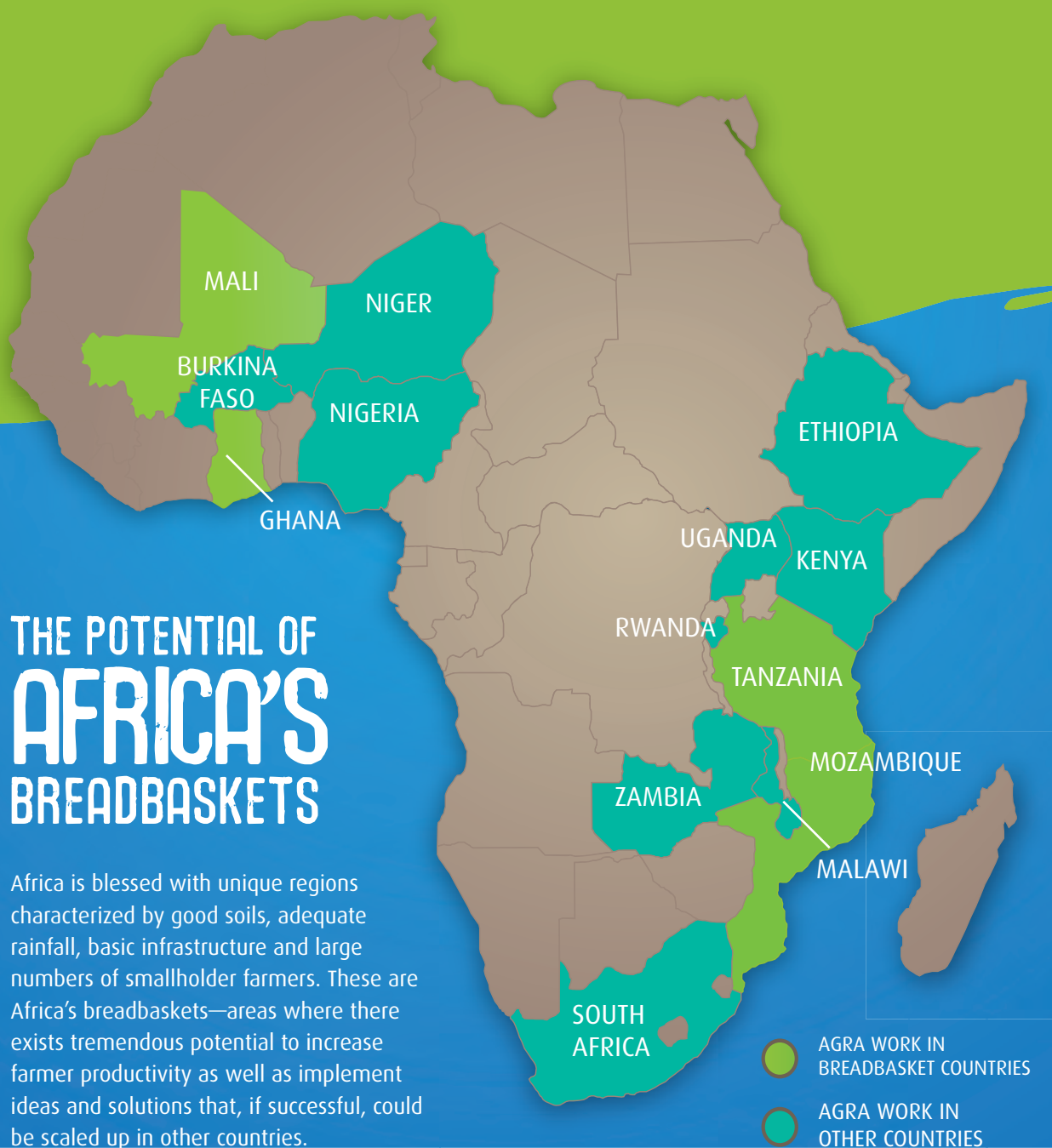
The Communications Unit – Effective communications with a range of stakeholders is increasingly important for AGRA, as well as the people we serve. The Communications Unit strives to increase recognition of AGRA as a leader in agricultural development thought and action, and to highlight the results and impacts of its programs.

All our work – and indeed, the key to success in both the short- and longer-term – is done in partnership with others. We engage in a broad range of partnerships at all levels. Whether with international development agencies, ministries of agriculture and finance, commercial banks, advanced research institutions, national agricultural research and development organizations, development NGOs, farmer cooperatives, or other organizations – public or private – our partnerships are a tangible manifestation of our core beliefs and strategic objectives. For more on AGRA partnerships see pages 35-37.

WHERE WE WORK

Programs in Seeds, Soils, Markets, Policy and Innovative Finance are creating transformational changes across the entire agricultural value chain.

The goal is ambitious but achievable: A food secure and prosperous Africa with a highly efficient and sustainable agricultural system.



AGRA's work is focused on catalyzing public and private partnerships to effectively concentrate investment in the breadbasket regions of four countries—Ghana, Mali, Mozambique and Tanzania—in order to achieve breakthrough agricultural production.



ORGANIZATIONAL HIGHLIGHTS FOR 2010

As noted by Dr Namanga Ngongi, AGRA's president, 2010 was a year of solid progress for the organization. Several highlights attest to that fact:

Breadbasket investment plans – The Ghana breadbasket investment plan was approved for action beginning in 2011, and similar investment plans for Mali, Tanzania and Mozambique moved well along towards completion (see page 7). As they are implemented, these plans will focus significant financial resources from AGRA and a number of other partners and stakeholders to develop high-potential agricultural areas in each country.

The African Green Revolution Forum (AGRF) – Among the major organizational highlights for the year was the successful launch of a series of high-level forums designed to identify and unite key decision makers around concrete action steps that must be taken to achieve a uniquely African Green Revolution. Attended by close to 1,000 delegates, this initial Forum identified 12 specific investment areas and a number of activities to undertake in the near and medium term, as well as who would accept responsibility for making things happen on the ground (see pages 31-33).

Dialogue with Civil Society Organizations (CSOs) – In a similar vein, AGRA held its first formal dialogue with a wide range of CSOs, representing the interests of farmers' groups, youth and women's development organizations, and various technical associations. This 2-day session – the first of a number of pan-African dialogues to be held – gave CSO representatives an opportunity to engage directly with AGRA management, and provided an initial step towards formulating a strategy for enriching our decision-making and advocating together for a transformation of African agriculture (see highlight, page 22).

The Farmer Organization Support Center in Africa (FOSCA) – was established by AGRA in 2010, with support from the Bill & Melinda Gates Foundation, to help increase smallholder incomes and improve their livelihoods. FOSCA works with AGRA's Programs and partners (including IFAD, the World Food Programme's P4P initiative, and regional networks of farmer organizations). By building on lessons learned by others and through partnerships, FOSCA aims to contribute to system-level shift in support to farmer organizations by: identifying robust networks of organizations in AGRA's target countries and the

needs of their members; increasing access to needed services; linking them with private and public service providers to enable delivery of market-driven income gains to their members; and document lessons, evaluate outcomes, and build a formal knowledge base about farmer organizations in Sub Sahara Africa.

Resource mobilization – In 2010, ongoing efforts to mobilize significant financial resources began to bear fruit. AGRA was able to raise US\$ 69 million during the year, against a target of US\$ 60 – 80 million. DANIDA, IDRC, the Swedish Ministry of Foreign Affairs and New Venture Fund have joined our growing list of financial supporters (see highlight, page 37).

FARA/AGRA consultative effort for capacity building in Africa – Forum for Agricultural Research in Africa (FARA) and AGRA joined forces to identify agriculture-related capacity building needs in Africa, and the outcomes figured prominently in the conference of Ministers of Higher Education and Agriculture that was held in Kampala in November. Three key recommendations were adopted there: development of an Action Plan for Capacity Building; capacity building for CAADP involvement in AGRA policy nodes; and stock taking to identify priorities for Africa-wide action and investment for agricultural capacity strengthening.

Strengthening crop-livestock linkages in smallholder agriculture – An important workshop was convened in November by AGRA to discuss ways to give more prominence to livestock issues as an integral part of achieving Africa's Green Revolution. Four strategic intervention areas were identified:

- ✔ Stronger institutional platforms for improved smallholder access to inputs, services and product markets;
- ✔ Increased availability and access to quality feed resources;
- ✔ Sustainable intensification of mixed farming systems in AGRA breadbasket regions; and
- ✔ Investment opportunities and appropriate policies for facilitating crop-livestock integration.

Follow up actions include: in-depth review of these strategic areas; identification of lead partner institutions for implementation; and development of appropriate gap-filling project components and proposals.

INVESTING IN AFRICAN BREADBASKETS: THE HEART OF AGRA'S STRATEGY

More than a year of consultations with partners and stakeholders has produced a consensus that AGRA must focus its activities and resources where they will make the biggest impact – in Africa's high-potential "breadbasket" areas. These are large areas of land with relatively good soil, dependable rainfall, a basic rural infrastructure already in place (including markets), and energetic smallholder farmers eager to improve their lives and livelihoods.

AGRA's initial implementation focus is on breadbasket areas in Ghana, Mali, Mozambique and Tanzania – four countries with a clear commitment to supporting smallholder-based agricultural development. At the same time, we are working with other countries to carefully prepare the ground for future progress (see map, page 11).

Implementation of breadbasket investment plans is at different stages in different countries. All four countries, however, made notable progress in 2010 and have mapped out the steps that must be taken in 2011 to bring agreed investment plans to fruition. AGRA has also taken steps internally to ensure more efficient and effective implementation. AGRA Country Officers (ACOs) have been appointed to spearhead the process in each of the four initial countries, to liaise with government entities, donor-funded projects, and private sector partners, and to improve on-the-ground integration and coordination of AGRA program activities.

MAKING PROGRESS IN GHANA

The groundwork for breadbasket planning and implementation was done in late 2009, and an AGRA-funded "Northern Region Breadbasket Study" was carried out starting in February 2010. The recommended investment plan was validated through a stakeholder workshop held in May 2010, and calls for investments aimed at: 1) increasing the cultivated area by 150,000 hectares; 2) increasing rice production from 150,000 tons to more than 350,000 tons; and 3) increasing maize production from 140,000 tons to more than 300,000 tons. A strategic emphasis is given to: aggregation units for smallholder farmers; commercial farms; access to farm inputs; infrastructure development; capacity building; access to finance; high value crops; and policies. The government and donor total upfront investment is estimated at between US\$ 95-110 million for aggregation units; US\$ 8 million for

credit guarantees and extension support; US\$ 530-650 million in upfront private (commercial farm) investments; and US\$ 6-8 million in annual public operational expenditures.

The government of Ghana set up a Breadbasket Transformation Team (BBTT) in September 2010, which is coordinated by the Ministry of Food and Agriculture. The World Bank is preparing a US\$ 100 million project to support commercial agriculture in Ghana with US\$ 50 million earmarked for investments in the breadbasket area. USAID has developed its "Feed the Future" strategy and is interested in coordinating its investments in Ghana with others. DANIDA signed an agreement with AGRA for an Agricultural Value Chain Facility totaling US\$ 17.9 million, a significant portion of which will flow to the breadbasket region. The Ghana Grains Council plans to construct 295 warehouses in the country, 50% in the Northern Ghana Breadbasket area. AGRA invested a total of US\$ 4.6 million in Ghana in 2010 – about half of that in the breadbasket area – and plans to invest another US\$ 8.2 million in 2011, of which over 50% will be in Ghana's breadbasket.

AGRA is also supporting an Innovative Finance scheme with Stanbic Bank (part of the Standard Bank Group) that is expected to leverage US\$ 50-60 million in credit for agriculture value chain operators in the breadbasket region. The AGRA agro-dealer supported project implemented by IFDC has so far trained 171 agro-dealers, certified 114 and these have established 101 demonstrations and held 83 field days. The agro-dealers sold 2,187 MT seeds and 2,094 MT of fertilizers in 2010. The AGRA and Savanna Agricultural Research Institute (SARI) supported soil health project conducted on farm demonstrations in 13 districts in the Northern Region. The Government endorsed the establishment of a Policy Hub and Policy Nodes to facilitate discussion of key policy constraints and advance solutions. A formal launching of the Policy Hub and Nodes is scheduled for April 2011.

MOVING FORWARD IN MALI

The breadbasket strategy in Mali was set in motion in late 2009. AGRA funded a study similar to that done in Ghana, focused on the Sikasso region. The consulting team worked closely with the Institut de l'Économie Rurale (IER) to produce the Sikasso Region Breadbasket Study report, which was

presented to the government in June 2010. The proposed investment plan was validated through a stakeholder meeting held in December 2010, and a Cabinet meeting chaired by the Prime Minister endorsed the plan and committed the government to its implementation. The program aims to increase grain production by more than 60%. The total cost of the program is estimated at US\$ 122-156 million for investments and US\$ 56-72 million in annual operating costs from 2011 to 2017.

The Government of Mali set up a BBTT coordinated by the Ministry of Agriculture. It has not yet committed specific investment funds to support implementation, but there are several support programs in the Sikasso region – including research and extension activities – and it is committed to providing counterpart funding to projects in the agriculture sector. While interest in the Sikasso breadbasket area is high, no development partners have so far made specific investment commitments. In 2010 AGRA invested about US\$ 1.8 million in Mali, of which 60% was in the breadbasket area; pending Board approval, nearly US\$ 4.7 million in investments are planned for 2011, half of which will go to the Sikasso Breadbasket area.

INVESTING IN TANZANIA

Development and implementation of the breadbasket approach in Tanzania was also set in motion in late 2009. AGRA funded the Southern Highlands and Kilombero Breadbasket Pilot Study, done in partnership with Sokoine Agricultural University's Business Unit. The draft report was produced in September 2010 and presented to stakeholders in November 2010; a validation workshop will be held in February 2011. Assuming validation, executing the complete package of recommendations will require start-up investments of about US\$ 173 million, and the implementation timeline will be driven by availability of funding. The plan focuses on three key components: improving market access, infrastructure development, and improving farm input access. A BBTT coordinated by the Ministry of Agriculture has been established, but government-led implementation plans have not yet been fully developed.

Still, investments being made in the Southern Agricultural Growth Corridor of Tanzania (SAGCOT) will have spillover impacts in the breadbasket area. A catalytic fund for SAGCOT development has been



put in place, with USAID pledging US\$ 2 million, and IFAD, AfDB and other partners announcing a US\$ 90.6 million fund for a 5-year market infrastructure program (50% of which will be in the breadbasket area). AGRA invested US\$ 5 million in Tanzania in 2010, well over 90% of it in the breadbasket region. About US\$ 8.6 million of investments are being proposed for 2011, of which over 90% will go to breadbasket development.

BRINGING CHANGE TO MOZAMBIQUE

An Aide Memoire for guiding development and implementation of Mozambique's breadbasket strategy was signed with the government in October 2010, and the Beira Corridor Breadbasket Study was begun soon thereafter. The government-led BBTT is in charge of this process and the draft study is well aligned with the national 5-year agricultural development plan. The proposed investments focus on: 1) increasing the availability and affordability of modern agricultural technologies (e.g., improved seeds and fertilizers); 2) market-based approaches to link smallholder farmers and associations to modern value chains and commercial buyers; and 3) creating an enabling environment, including a better rural infrastructure, affordable finance, and institutional mechanisms to improve coordination and planning in the agricultural sector. The estimated total cost of for developing the Beira Corridor Breadbasket is US\$ 320 million over 5 years.

The Government has endorsed the plan, but has yet to make any specific funding commitments. Support for the plan by various donors (Dfid, NORAD, World Bank, and AGRA) is aimed at encouraging the government. In 2010, AGRA invested US\$ 1.5 in Mozambique, 65% of which was in the Beira Corridor Breadbasket. A little over US\$ 9 million in investments are planned for 2011 (pending Board approval), with a significant portion going to the Beira Corridor.



PROGRAM HIGHLIGHTS FOR 2010

PROGRAM FOR AFRICA'S SEED SYSTEMS (PASS)

African smallholder farmers must have access to the best seed available for their farming conditions, and that requires strong seed systems. These systems need to be farmer driven, with the public sector focusing on breeding and regulatory issues and private seed suppliers focused on production and marketing. AGRA works with a range of partners and invests in a number of activities designed to strengthen seed systems and value chains.

Our most critical seed-related goal for 2010 – to produce an additional 20,000 metric tons of certified seed – was more than met, and we exceeded our 2010 target for seed production by more than 30% (Figure 1).

We also exceeded our target for the release of improved varieties by 50%, though their commercialization continues to lag behind the rate at which new varieties are released. We set a target of seeing 30 improved varieties commercialized in 2010, but only half that number was being marketed by year's end (Figure 2).

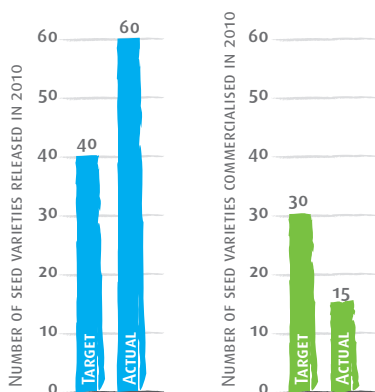


Figure 2. Release of improved varieties in 2010 (left) and their commercialization (right)

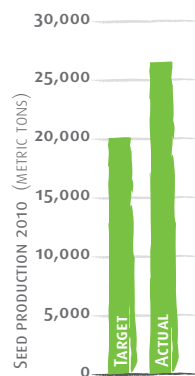


Figure 1. Certified seed production in 2010 (metric tons)

Yet another program goal for 2010 – to graduate 20 MSc and 10 PhD students – was also met (in fact, 21 MSc students graduated during the year). At the same time, in only its fourth year of operation, PASS moved beyond two important five-year Program benchmarks: we ended the year having provided support to 42 seed enterprises, surpassing our five-year goal of improving the management, productivity and effectiveness of 40 companies; and we trained and networked 9,339 agro-dealers by the end of 2010, bettering our five-year target of 9,000.

Those trained agro-dealers were instrumental in far surpassing the cumulative sales of certified seed we had hoped to see by the end of 2010. Our target was 100,000 metric tons, but thanks to the rapid increase in the number and caliber of agro-dealers, the cumulative total sales of seed reached 373,283 metric tons – about 273% more than we ever thought possible (Figure 3).

In 2010, just under US\$ 6 million was disbursed to eight African seed companies (in Kenya, Uganda, Tanzania, Malawi, Mali, and Nigeria) in the form of loans and equity investments. These funds were channeled primarily through the African Seed Investment Fund (in East and Southern Africa), which was established in early 2010. The West Africa Agri-business Fund (WAAIF), a venture capital fund established in September 2010 for supporting seed companies in West Africa, immediately began accepting and evaluating business plans, and was able to commit two loans totaling US\$ 700,000 by the end of the year. In addition, the Program brokered the creation of a new short-term working capital loan facility operated by Root Capital, Inc., which has so far invested \$150,000 in Tanzania and an additional \$200,000 in Kenya.

Other notable 2010 achievements of AGRA's Seeds Program include:

- Establishing the Seed Enterprise Management Institute at the University of Nairobi, a

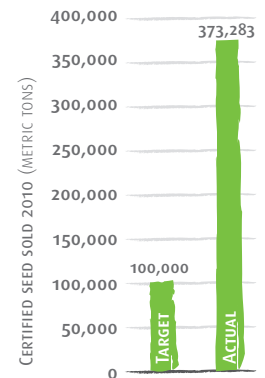


Figure 3. Certified seed sold by AGRA-supported agro-dealers (cumulative total in metric tons, as of end of 2010)

MEASURING THE EFFECTIVENESS OF AGRA'S INVESTMENTS

In 2008, AGRA put in place a robust monitoring and evaluation (M&E) system to ensure that relevant data and information are routinely used to inform institutional decisions and practice. In 2009, baseline studies were initiated in 16 countries using 4 different consulting firms, and a methodology workshop was held to harmonize the M&E approaches and instruments being used. M&E staff also began working closely with all program staff to set performance targets, identify milestones, and establish expected outcomes and impacts related to AGRA's investments. The M&E system is our main mechanism for assuring accountability, and for capturing and sharing lessons learned in support of continuous institutional improvement.

In 2010, draft country baseline reports were the focus of a "validation workshop", held in July, to review the information collected from farmers at the household level, agro-dealers, seed companies, government entities, and training and research institutions. On the strength of that review, 12 final baseline reports are now in hand and we are in the process of establishing a harmonized baseline database that will enable us to better gauge the extent to which changes come about as a result (at least in part) of AGRA's interventions. However, because of the many partners involved in the change process, direct attribution to AGRA remains elusive. We decided that, instead of focusing on impact attribution per se, we would instead focus our M&E efforts on measuring the success of models or approaches we advocate, such as development of agro-dealer networks, seed production, innovative finance and so forth.

Another key M&E activity for 2010 was an independent mid-term review of PASS, which was commissioned early in the year. Like other such reviews, the aim was to clearly identify the Program's achievements and to determine the extent to which Program activities and processes were helping it reach its goals and objectives. The review evaluated the Program's performance from its inception in March 2007 through April 2009. The final Review Report was submitted to AGRA in the fall of the year, and it noted a number of significant Program achievements (some of which are featured in the PASS highlights on pages 15-16), as well as some issues that require attention.

In addition to the PASS review, a value chain case study was commissioned in 2010 to critically assess the role played by the Program in the diffusion of improved seeds to smallholder farmers in six selected countries (Burkina Faso, Ghana, Kenya, Mali, Tanzania and Uganda). The study is analyzing the flow of improved varieties and hybrids once released to seed companies, with an emphasis on the role played by all aspects of the PASS seed supply chain strategy. The study is focusing on specific seed supply constraints and opportunities, and establishing linkages (if any) between improved seed usage and fertilizer application. The results of this work, which will be reported in 2011, will feed into PASS activities going forward.

collaborative effort involving CIMMYT and Iowa State University. Short-term training (one-week modules) was given in the areas of seed production, seed processing, seed marketing, seed business management, seed legislation, and seed quality control, with an average of 35 students participating in each of six modules.

- ✓ Three 3-day meetings that brought together public sector breeders and private seed company representatives were held in Burkina Faso, Kenya and Mozambique. The purpose of these intensive sessions, which were chaired by government heads of research, was to address ways to expedite the development of certified seed for sale to farmers. Further such meetings are planned in other countries in 2011 and beyond.
- ✓ AGRA-supported business development consultants were highly active during 2010, and made one-on-one visits to seed companies in nine countries. The impact of these efforts is evident in the high annual growth rates of the enterprises (an average of 130% annually for 40 enterprises) and their very low rate of attrition.

SOIL HEALTH PROGRAM

Africa's soils are among the most degraded in the world, and steps must be taken on a large scale to increase fertility and encourage the use of better agronomic practices. Integrated Soil Fertility Management (ISFM) technologies, including the use of grain legumes in rotation or intercrops with cereal crops, are among the proven options now available to African farmers. But access to much-needed fertilizers at affordable prices remains a major challenge.

AGRA's Soil Health Program is targeting its investments in ways that will enable it to reach 4.1 million smallholders with ISFM practices. The aim is to increase farm-level productivity while reversing soil degradation on more than 6 million hectares of Africa's farmland. The investments made as of December 2010 are designed to reach a total of about 1.6 million farmers in 13 countries (Figure 4).

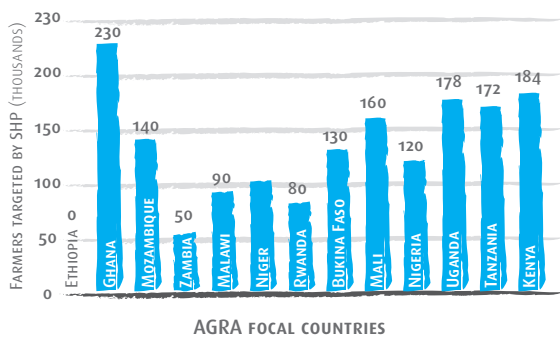


Figure 4. Number of smallholder farmers targeted by Soil Health Program investments

A key Program accomplishment during its first two full years of operation has been setting up country level Soil Health Consortia in 10 of the 13 countries in which AGRA works. All 10 became operational in 2010, enabling soils specialists and agronomists to more easily conduct necessary training and share data and information, along with lessons learned in the fight to save Africa’s soils. The consortia also include the private sector – seed and fertilizer companies.

As of the end of 2010, the Program had made a total of US\$ 47 million in grants. About 70% of that total has been invested in extension and research activities focused on getting “best-bet” ISFM technologies into the hands of smallholder farmers (Figure 5). This has helped support over 30,000 on-farm demonstrations, and the results are remarkable – with yields increasing tremendously using few inputs (Figure 5).

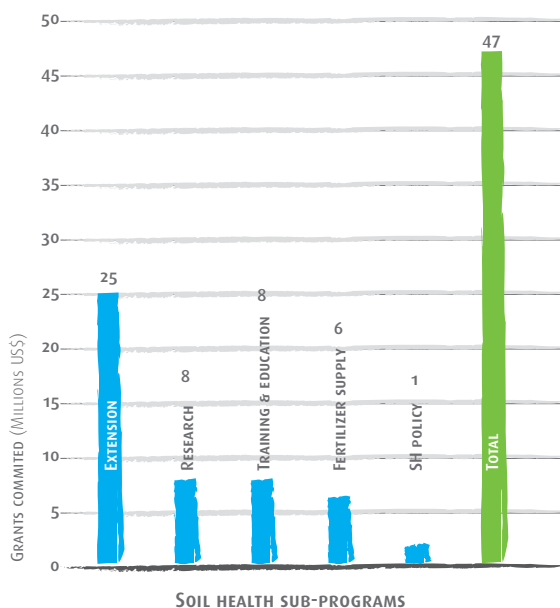


Figure 5. Grants committed by the Soil Health Program by the end of 2010

These efforts entail practical, on-the-ground projects focused on major food crop production systems in AGRA’s focal countries (Figures 6 and 7). Fertilizer microdosing practices that apply about one-third of the recommended fertilizer rates are widely promoted in the Sahel region. This has helped increase sorghum and millet yields, often doubling or tripling from the typical yield of < 0.5 ton/ha.

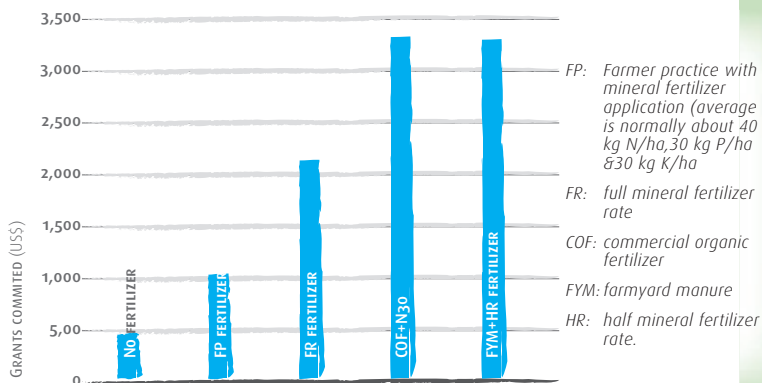


Figure 6. Effect of fertilizers on maize yield in 13 districts in northern Ghana in 2010

We are also making investments aimed at improving Africa’s fertilizer supply chain. This includes the improvement of local production of phosphates that are abundant in Africa. In this regard, support was provided to Toguna Agro Industries in Mali and to Minjingu Fertilizer Company in Tanzania to increase the local production of appropriate fertilizer blends that can be made available to farmers at prices 15-20% lower than the cost of imported products. Moreover, direct investments are being made to establish the Africa Fertilizer Agribusiness Partnership (AFAP), initially focusing on three countries (Mozambique, Tanzania and Ghana). This fertilizer facility will be established in partnership with the Bill & Melinda Gates Foundation and USAID among others, to address issues on both the supply and demand sides of the fertilizer supply chain. And on the policy front, we have made strategic investments in 4 out of 13 focal countries to help them develop and implement fertilizer quality control regulations.

Building a cadre of African soil scientists for the future is a high priority, and efforts to attract

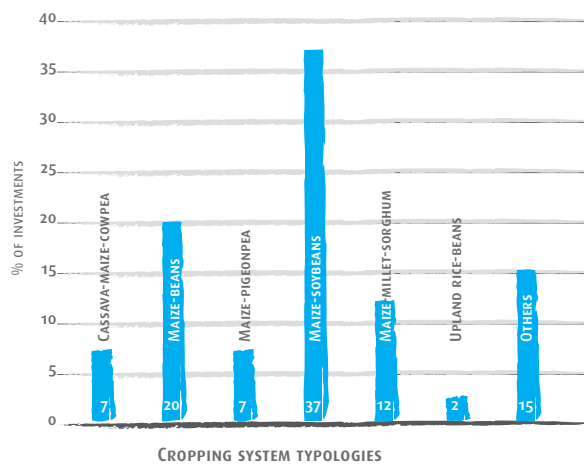


Figure 7. Investments made by cropping system as of end of 2010.

students to MSc and PhD programs offered by several universities are progressing. In 2010, 36 students – nearly half of them women – were admitted to 9 universities. Twenty of the new students are enrolled in PhD programs. Our 5-year target is to support training of 50 PhD and 120 MSc students, all of whom are expected to conduct their field studies in their home countries on projects of practical, applied importance.

In the last quarter of 2010, we also initiated a process of refreshing our strategy for the future in light of changing investment and partnering opportunities, as well as the need for us to closely monitor and manage the impacts of our work and communicate effectively with our various stakeholders.

MARKET ACCESS PROGRAM

A sustainable Green Revolution in Africa depends on well-functioning markets that provide reliable outlets for farm produce, while also serving as dependable sources of affordable food. For many years, African countries have pushed for increased agricultural productivity without making an equal push for improving markets. The result: localized gluts of staple foods that drive down prices and cause farmers to abandon new technologies that seem not to add much to their income. Thus a vicious cycle of poverty continues in many African countries and food security remains elusive.

In mid-2008, AGRA launched its Market Access Program aimed at opening significant opportunities for Africa's smallholder farmers and helping to spur rural economic growth. The Bill & Melinda

Gates Foundation and the Rockefeller Foundation initially funded the Program, but other partners are beginning to join in the effort.

In 2010, additional funds were received from the Bill & Melinda Gates Foundation (US\$ 28 million over 4 years) and The Rockefeller Foundation (US\$ 8 million over 2 years). The Swedish government allocated US\$ 4 million to support our work in Rwanda, Malawi and Zambia.

Markets made a total of 10 grants in 2010, valued at US\$ 6.6 million. Funds went to 6 countries and to a regional initiative coordinated by the Alliance for Commodity Trade in Eastern and Southern Africa (ACTESA). By the end of the year, the Program was managing 24 grants in 8 countries valued at US\$ 21 million.

Our work in these countries – Burkina Faso, Ghana, Kenya, Malawi, Mali, Mozambique, Tanzania and Uganda – varies according to the most pressing needs and opportunities in each. However, all our efforts are consistent with the Program's overall objectives:

- ✓ To increase the commercial orientation of smallholder farmers by bringing producers together for collective bulking and marketing.
- ✓ To encourage the availability of affordable financing through inventory credit mechanisms, such as warehouse receipt systems, which increase profitability.
- ✓ To reduce price volatility by improving storage options for smallholders.
- ✓ To explore alternative uses of staple crops, options for adding value, and ways to increase smallholder participation in rapidly growing regional agricultural markets.

In Tanzania, for example, we are working to strengthen the ability of farmer organizations to access credit using warehouse receipts by improving rice storage services and commodity care and improving rice quality through better milling. In Ghana, we provided a grant to Agribusiness Systems International to facilitate their work with the Ghana Grains Council to reduce transaction costs



Figure 8. Warehouse receipt systems help avoid market gluts at harvest, and enable use of credit by smallholders to prepare for the next season.

through more effective aggregation of grain crops and improve access to credit by implementing a warehouse receipt system. This approach allows smallholders to use stored grain as collateral for loans, and helps stabilize prices by avoiding harvest-time market gluts. Prices are at their lowest during harvest, which in most countries is also the time farmers need money to buy inputs for the next season. Warehouse receipt systems enable farmers to borrow funds at harvest time and pay back loans during the peak of the trading season when prices are more favorable (see Figure 8).

In several countries, we worked with farmer associations to link more effectively with the World Food Programme's "Purchase for Progress" (P4P) initiative. The quality of produce and execution of transactions has improved after developing the capacity of farmers to meet P4P quality specifications and procedures. Access to better storage facilities and training in collective marketing also contributed significantly to this effort. In 2010, smallholder farmers in Kenya won two tenders to supply P4P with 5,519 metric tons of produce worth US\$ 1.23 million at an average of 27% above farm gate prices.

In parts of Kenya and Tanzania, P4P provided temporary storage facilities near farmers' fields, while the Markets Program provided training to smallholders in aggregation, collective marketing, and access to finance under the warehouse receipt system. In Tanzania, for example, 1,339 farmers

(687 women and 642 men) were trained as trainers, and each was expected to train 10 farmers bringing the total number of trained smallholders to about 13,500.

The Program's Business Development Services (BDS) support to SMEs that buy produce directly from smallholders led to impressive results. In Uganda for example, 8 SMEs were helped to develop the necessary management skills, financial capacity, and financial history required to access US\$ 3.8 million in credit, benefiting nearly 41,000 smallholder farmers.

The USAID/COMPETE program also partnered with AGRA Markets in addressing post-harvest management issues. This type of collaboration is building synergies that leverage limited resources and avoid duplication.

POLICY AND PARTNERSHIPS PROGRAM

Previous attempts to bring about a Green Revolution in Africa failed in part because of a lack of attention to policy and institutional support systems. Appropriate policies must be in place to encourage adoption of new technologies. Public and private sector investments must complement one another in order to catalyze a sustainable transformation of Africa's agriculture. Trapped in poverty, smallholder farmers need comprehensive farm support systems – the kind taken for granted in many developed countries – in order to afford the higher costs and risks associated with adoption of Green Revolution technologies.

AGRA does not, of course, set policies for countries. Our role is to organize and support appropriate networks to effect change at the national level and support those networks through the best available evidence on which governments can base policy decisions. Across the agricultural value chain, several important policy areas require attention, including seed policies, soil health, staple crop markets and trade policies, land and property rights, environmental and climate change resilience, and access to finance.

BUILDING RELATIONS WITH CIVIL SOCIETY ORGANIZATIONS (CSOs)

AGRA's success relies on a number of factors, not least the active involvement and support of civil society in advocating for change. We realize that the diverse voices and ideas of these organizations must be heard and reflected in our work. CSOs represent the interests of smallholder farmers and millions of citizens in communities across the continent. They embody a diversity of backgrounds, opinions, beliefs and cultures that must be considered in catalyzing a Green Revolution across Africa. We are thus reaching out to include and listen to key CSOs, beginning with the CSO Dialogue we sponsored in October 2010 – the first in a series pan-African dialogues that will be complemented by similar meetings at sub-regional and national levels.

The October 2010 meeting was highly interactive, and participants noted that this was the first opportunity they have had for true two-way dialogue with AGRA decision-makers about the difficult issues we all face in bringing about improvements in the livelihoods of smallholder African farmers. Among those represented in the meeting were farmers' groups, youth and women's development organizations, and various technical associations.

NEW STRATEGIC DIRECTIONS

Participants in the initial Dialogue agreed that AGRA must put in place a clear strategy for working with CSOs going forward. Achieving a uniquely African Green Revolution depends not only on implementing the right agricultural schemes, sufficient funding, winning political support, and capitalizing on technological advances. It also largely depends on average people across the continent believing that such a revolution is both possible and essential to the continent's progress.

To date, AGRA has focused on the first part of the equation. We are now focusing more attention on the second part – long-term social and cultural change. Our strategic challenge is to engender an Africa-wide public will for such change. To do this requires productive relationships with a wide variety of CSOs, media outlets, community-level influencers, and civic and political leaders.

AGRA should not be positioned only as a technology-driven, expert-led organization. Our engagement so far with CSOs has been sporadic, and we must now work more aggressively with a sub-group of CSO leaders to systematically identify other organizations that are critical to achieving our shared goals. Strengthening existing coalitions and leveraging the payoffs of those partnerships by bringing others "into the tent" is vital.

Regional dialogues with key CSO representatives to help develop and refine AGRA's engagement strategy are being planned. Our approach will likely include establishing a small core team or network of representatives in each region that can play an overall leadership, facilitation and support role.

We have before us an exciting opportunity to work with a growing number of CSO partners across the continent, and to do so in ways that enrich and strengthen AGRA's efforts to catalyze a smallholder-based Green Revolution in Africa. Our aim is to develop closer CSO partnerships that can result in more effective communication and advocacy on behalf of the millions of smallholder African farmers who will bring about a continent-wide agricultural transformation.

In 2010, a major achievement of the Policy Program was the development and validation of a new business plan that will guide its investments and help foster a new way of working on policies at the national level by engaging with local policy analysts, stakeholders and policy makers. Based on this plan, the AGRA Policy team worked closely with governments, other stakeholders and development partners in Ghana and Tanzania to establish policy action nodes focused on seed, soil health, markets, land and property rights, and environment and climate change policies.

There are several institutions in each node – the key actors in the policy "value chain" spanning the realms of policy research, analysis, advocacy, formulation and implementation. To enhance their effectiveness, these nodes will be coordinated and linked into a policy hub at the national level (Figure 9). Nodes and hubs are designed to ensure strong national ownership and legitimacy, multi-stakeholder buy-in and enhanced collaboration, stronger local institutional capacity, and building the trust needed between policy analysts and decision makers. Similar nodes and hubs will eventually be formed in Mali and Mozambique.

The program made significant progress in other important areas in 2010 as well:

- ✔ A six-member Policy Advisory Committee (PAC) was established, made up of well-respected senior policymakers and policy experts, to provide support and expert advice to guide the implementation of Policy Program initiatives at country and regional levels.
- ✔ The policy team supported national policy institutions in Ghana, Tanzania and Nigeria to reform their seed policies to create incentives for private sector investment in the sector and consequently ensure greater impacts of AGRA's Seed Program investments in crop improvement.
- ✔ AGRA, NEPAD, USAID and IFDC jointly organized and facilitated a seeds and fertilizer policy training workshop in Maputo, Mozambique in November 2010.

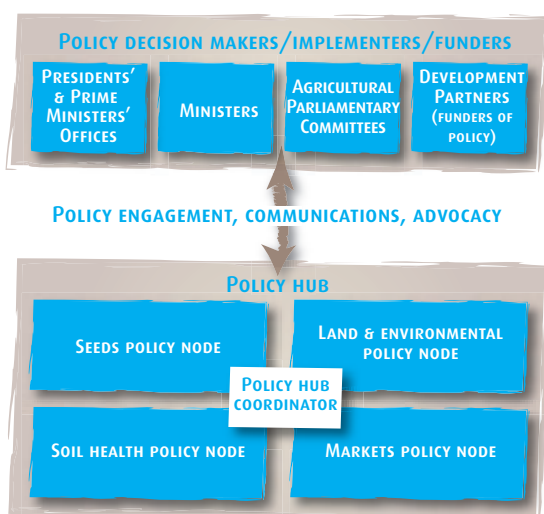


Figure 9. AGRA's model for supporting policy change

- ✓ In partnership with the Eastern African Grain Council, ACTESA, USAIDO-COMPETE and the Eastern African Community (EAC), AGRA's Policy Team contributed to the development of quality standards and grades for 23 staple food crops.
- ✓ Together with the Association of European Parliamentarians with Africa (AWEPA), we are working closely with agriculture parliamentary committees to help improve their understanding of the challenges facing smallholder farmers, policies to accelerate uptake of agricultural technologies, and needed public investments to support infrastructure for agriculture.
- ✓ A grant was made to the University of Western Cape to hold a conference on weather-indexed insurance in Africa, alongside the 3rd Conference of African Association of Agricultural Economists (AAAE) in Cape Town in August/September 2010. A grant was also made to the United Nations Economic Commission for Africa (ECA) to host the African Development Forum's session on Agriculture, Food Security and Climate Change.

LEVERAGING FINANCE FOR AGRICULTURE

For a Green Revolution to happen in Africa, there also has to be a financial revolution – one that is inclusive of smallholder farmers. Less than 3% of total commercial bank lending currently flows into agriculture. The high prices of agricultural inputs, coupled with this shortage of credit financing, inhibit the adoption of improved technologies and practices.

AGRA has entered into partnerships with a number of commercial banks to increase lending to the agricultural sector, particularly to smallholder farmers. These banks have made impressive progress in the various countries where AGRA and its partners have established risk-sharing facilities:

Equity Bank – A risk-sharing facility of \$5 million was provided by AGRA and IFAD (US\$ 2.5 million each) to Equity Bank of Kenya in 2008. The facility is expected to eventually leverage US\$ 50 million in loans to the agricultural sector in Kenya. The bank lowered its interest rate to agricultural borrowers from 18% to 10%, and it has been aggressive in promoting loans. By the end of 2010, 1.66 billion Kenya Shillings (about US\$ 20.5 million) in loans had been provided to the agricultural sector, comprising 41% of the targeted loan portfolio. Loans to 37,645 smallholder farmers account for two-thirds of total borrowing to date.

National Microfinance Bank – A risk-sharing facility was also provided to the National Microfinance Bank in Tanzania in 2008. AGRA and the Financial Sector Deepening Trust joined in this initiative, investing US\$ 1 million and US\$ 1.1 million, respectively, with the aim of leveraging US\$ 10 million in affordable loans to agro-dealers. The bank lowered its interest rate from 28% to 15%, and also reduced its requirements for loan collateral. As of the end of 2010, US\$ 8.4 million had been provided to over 966 agro-dealers to stock and sell improved seeds, fertilizers and agrochemicals. The program, which began in 5 districts, has expanded to 38 districts nationwide, and as a result farmer access to agricultural inputs has significantly improved.

Standard Bank – AGRA and four strategic partners (the Millennium Challenge Corporation; the Millennium Development Authority – MIDA, Ghana; the Millennium Challenge Account, MCA-Mozambique; and Kilimo Trust) put in place a US\$ 10 million risk-sharing facility to encourage Standard Bank (Africa’s largest) to get into agricultural lending, especially for smallholder farmers and entities operating along the agricultural value chain. The facility was able to leverage \$100 million in lending commitments to farmers and small to medium-sized agro-enterprises in four countries: Tanzania, Uganda, Ghana and Mozambique. By the end of 2010, loans amounting to US\$16.3 million had been made to 84,559 smallholder farmers.

Impact Investing Fund for African Agriculture

– In addition to working directly with selected banks, AGRA made progress in 2010 towards the development of an “Impact Investing Fund for African Agriculture”, which is meant to be capitalized at US\$ 300 million. The Fund will eventually help leverage up to US\$ 3 billion in lending from commercial banks to agriculture in several countries. Early indicators of the demand for this approach include leveraged funding commitments from three country windows: Nigeria (US\$ 500 million), Tanzania (US\$ 20 million) and Kenya (US\$ 10 million). The Innovative Finance team, supported by consultants from PriceWaterhouseCoopers, is in the process of raising funds from international development finance institutions. The International Fund for Agricultural Development (IFAD) has expressed positive interest in the initiative, as have the World Bank, the Government of Luxembourg, the African Development Bank, the International Finance Corporation (IFC), KfW Bankengruppe, Ford Foundation, Propaco-AFD, and Norfund among others. The impact investing fund should be fully developed by the end of 2011.

COMMUNICATIONS SUPPORT

In 2010, the Communications Unit focused on raising awareness for AGRA as an organization, and more importantly, its work. The Unit also spent considerable time building a communications team and infrastructure. Specific communications objectives were to:

- ✔ Raise awareness and understanding of the need for continued government, foundation, private sector and multilateral investments in smallholder agriculture in Africa to bring about a Green Revolution;
- ✔ Raise awareness and understanding of AGRA as instrumental in triggering Africa’s Green Revolution;
- ✔ Position AGRA as being in touch with and responding to the needs of farmers, and working with other agriculture development stakeholders;
- ✔ Improve the quantity and quality of coverage of AGRA and our issues in key media in Africa, North America and Europe; and
- ✔ Support development of an enabling policy environment.

The Communications Unit made significant progress towards these objectives. A short-term communications strategy was developed to increase recognition of AGRA as a leader in agricultural development thought and action, and to highlight the results and impacts of its programs.



Most notably, media coverage increased in quantity, quality and scope. Within a 6-month period, media outreach activities produced 284 articles, of which 96% were positive and 25% were signature stories. Coverage was balanced between Africa and the rest of the world. Many of these stories, especially in non-African media, inserted AGRA's voice into "thought leadership pieces" on agricultural development. Communications also placed op-eds in G8 publications at both the Canada and Korea meetings, as well as in the *Financial Times*.

Other results achieved include:

- ✔ Strengthening internal communications through a monthly newsletter;
- ✔ Refreshing of corporate communications materials;
 - ✔ New logo
 - ✔ Quarterly external newsletter
 - ✔ Redesigned corporate brochure
 - ✔ A new publication focused on AGRA results (FACES of the Green Revolution)
 - ✔ New media kit folders
 - ✔ A corporate video in English and French
 - ✔ A Soil Health video

- ✔ Development of an AGRA story bank and photo library; and
- ✔ Recruitment for permanent Director of Communications and Public Affairs.





STORIES FROM THE FIELD

CNFA'S AGRO-DEALER STRENGTHENING PROGRAM FOR MALI (APSM) is increasing rural incomes and reducing poverty by transforming Mali's fragmented input distribution structure into a more efficient, commercially viable input supply system. APSM is a two-year US\$ 2.5 million project funded by AGRA that is creating links between commercial input companies, financial institutions and smallholder farmers. This program enables greater access to inputs, technologies, agricultural services, and output markets – and in the process changing the lives of rural farming households.

Bassidy Samake is now a successful seed trader in Dialakoroba, in the Koulikoro region of Mali. "I started my business with the support of CNFA and the AGRA-sponsored APSM project, and I am taking this opportunity to change my life," says Bassidy. Before working with CNFA, Bassidy and other local farmers bought certified seeds at high prices and had to travel to Bamako, 45 km away, to buy them. They needed a local seed supplier, and CNFA gave Bassidy the business and technical training needed to fill that role. To date, Bassidy has sold 450kg of seeds to 23 villages in two communes. "One of my goals for next year is to reach more than 50 other villages," he says. To further increase demand, Bassidy has set up demonstrations in four locations in partnership with two seed companies. More than 200 farmers visited

the demo plots during the last cycle, and because of the superior performance of the certified seed, Bassidy continues to increase his sales.

FERTILIZER MICRO-DOSING IN BURKINA FASO, MALI AND NIGER is bringing hope to thousands of smallholder farmers across the dry lands of West Africa, who have long struggled with a harsh climate and depleted soils. A US\$ 8.9 million program funded by AGRA, and implemented by the International Crops Research Institute for the Semi-Arid Tropics (ICRISAT) and national partners aims to help at least 300,000 farm households tackle those challenges. Through this initiative, farmers will learn how to use small amounts of fertilizers to increase crop productivity, which will be combined with efforts to strengthen farmer organizations, and improve access to credit and to local agro-dealer shops. The program aims to sustainably boost grain yields by at least 50% and increase farmer incomes by 30%.

"Drylands need not be barren lands," says Dr Namanga Ngongi, President of AGRA. "We have seen farmers pilot the use micro-dosing to nourish their crops and grow their incomes. Our new partnership will scale-up these efforts to reach hundreds of thousands of farmers." Micro-dosing involves applying small amounts of fertilizer directly with





UGANDAN SMALLHOLDERS TRY TO GET THE MOST OUT OF WHAT NATURE HAS PROVIDED

by working with knowledgeable agro-dealers. Sebulega John Bosco lives in Mityana, a small village in rural Uganda, and is blessed with a good piece of farmland. But he needs inputs like high quality seeds and fertilizer – as well as knowledge on how to use them – to make the most of his labor and land. For that, he turns to Annet Mubiru, an agro-dealer who sells the agricultural supplies needed by the community. But in addition to selling high-quality inputs, she also dispenses advice to farmers about how and when to use them. “People don’t come into my shop with no knowledge,” she explains. “They come in with ideas they’ve gathered from their neighbors. These ideas may be correct, or they may not.” Annet has gone through extensive training, supported by AGRA, to make sure she can provide accurate advice about farming inputs and practices. She has also received specific management and business development training to make sure she can keep her shop up and running, and serving small farmers.

Because of her training and certification, farmers know they’re getting genuine products and sound advice. Of course, the proof is in the yield. Sebulega, for example, recounts that before working with Annet, he used no fertilizer on his bean plants. But after Annet explained the need to replace the nutrients in his soil, he applied a bottle-cap sized amount of fertilizer on the bean seeds he bought from her store when he planted them. The combination of supplies and advice helped him increase his yield from approximately 1 ton per acre to 2.5 tons per acre.

Too many farmers like Sebulega do not get the chance to work with well-stocked, well-informed agro dealers like Annet. Since 2006, AGRA support has helped to train and certify over 9,000 new agro-dealers like Annet. This effort is making it easier for farmers to invest in their land, and to realize the full potential of their labor. As a farmer, there are many things that Sebulega John Bosco cannot control. But with the help of his local agro-dealer, he can ensure that he is planting high quality seeds, and using effective farming practices to raise his crops, renew his soil, and preserve his land. And that can make all the difference in the world for him and his family.

the planted seed, rather than spreading it over an entire field. It is affordable and gives plants a quick start by boosting their root growth, which enables the plant to capture the small amounts of water that fall in West Africa’s dry lands. “Our new partnership provides a prime example of the huge payoffs that are possible from long-term research investments,” says Dr. Farid Waliyar, Director of ICRISAT in West and Central Africa. “It will enable the region to build up its food supply, and better cope with intensified drought brought on by climate change,”

To make sure farmers who grow more food also make more money, the program will work to link farmers to markets. It will support the formation of farmers’ credit groups and implement “warrantage” systems that enable farmers to pool and store their harvests and borrow low-interest loans against their combined collateral. Farmers can then use the loans to invest in their farms or in other income-generating activity. When prices rise, they can sell their produce, pay off their loans and earn a healthy profit.

Other aspects of the program include supporting the extension of micro-credit to village agro-dealers, who can stock their shelves with the small packets of fertilizers and improved seeds needed by farmers. “To sustainably increase farmers’ yields and incomes we need comprehensive changes across the agricultural system,” noted Dr Bashir Jama, Director of AGRA’s Soil Health Program at the launch of the program. “The program we are launching today is aimed at promoting an environmentally sustainable, pro-poor Green Revolution across the drylands of Africa.”

SMALLHOLDER FARMING MUST BE INCREASINGLY SEEN AS A BUSINESS,

and Koptegei Widows Group in central Kenya has fully embraced and greatly benefitted from that idea. “Although we live in a district which has the potential to produce 30,000 tons of maize each season, a lack of capital and skill was holding us back,” confessed Christine Chebii Ngogi, the Group’s leader at the beginning of 2009. The big break for the Widows Group came when AGRA’s partnership with the Cereal Growers Association (CGA), the World Food Program’s Purchase for Progress (P4P) initiative, and Equity Bank landed in the South Rift valley.

In October 2009, the dream of selling to a top-of-the-supply-chain buyer became a reality when the Group witnessed the loading of 100 tons of maize into WFP trucks. "I cannot believe we have just been issued with a bank transfer slip of Kenya shillings 2.45 million!" said Lucy Chepngeno the Group's treasurer. AGRA supported CGA to work with P4P to ensure that smallholder farmers received the training needed to participate in the WFP tendering process, and to produce quality grain that would sell to other top of the supply chain buyers like large millers. The Koptigei Widows Group was one of the first beneficiaries of the three-year US\$ 1 million grant to CGA. The organization trained them in post-harvest handling (aspects of quality, grading, weighing, bulking and storage), book keeping, collective marketing and the tendering processes of WFP. The women were also trained in how to access and use market information and e-services, such as the Regional Trade Intelligence Network (RATIN), in order to know "who wants what, where", and to help them price their maize.

CGA also linked the group to Equity Bank under Kilimo Biashara, to help them access credit and also facilitate their trading activities. With the training and financial backing, the group participated in a competitive WFP P4P tender targeted at smallholder farmers who can match the high quality standards of WFP and deliver as per contract terms. Koptigei Widows Group won a tender to deliver 250MT worth 6 million Kenya shillings. The joy and pride of farming as a business is growing across the southern Rift Valley of Kenya as groups like Koptigei Widows Group transform their lives by becoming active market participants.

LOCAL SEED COMPANIES ARE PLAYING AN INCREASING ROLE IN IMPROVING THE LIVELIHOODS OF RURAL RWANDANS like Mama Alphonsee Nyirambanjuka, a 55-year old smallholder farmer who says her food and income have increased considerably since last year. The local seed company – a cooperative, named "Cooperative Des Agriculteurs Des Mais Dans La Zone Des Volcans (COAMV)" – has increased its activity with the support of AGRA. "On my two acres, I used to harvest 15 bags. But after COAMV



started selling this new climbing bean variety and teaching us how to apply fertilizer, I now harvest 36 bags from the same two acres!" says Mama Alphonsee. "It has been a great benefit to have COAMV set up shop in our village."

Farmers who had no professional background in seed management initially ran COAMV. AGRA supports training of cooperative staff in business skills and techniques for packaging seed in amounts affordable to smallholder farmers. AGRA investments are also increasing the capacity of COAMV to produce seeds of maize, beans and potatoes, and enabling it to become an important channel through which improved varieties, especially those from the local research stations, can reach smallholder farmers. As it has grown, the cooperative has recruited two university graduates to handle the seed production side of the business, and a professional accountant to manage its finances. And beyond selling improved seed, COAMV provides technical training and information on input use to farmers, critical to ensuring and sustaining productivity gains being realized by farmers like Mama Alphonsee.





african green revolution forum

SEPTEMBER 2 - 4, 2010
ACCRA, GHANA

“We have arrived at the tipping point.
We have converted words into action.
We have launched ourselves on a
trajectory toward taking the Green
Revolution to scale.”

Kofi Annan
4 September 2010

HIGHLIGHTS FROM THE 2010 AFRICAN GREEN REVOLUTION FORUM (AGRF)

The African Green Revolution Forum, held in Accra, Ghana from September 2–4, 2010, was widely viewed as one of the most important gatherings on the continent last year. Close to 1,000 African leaders, policymakers, scientists and representatives of agribusiness and farmers' organizations met to discuss feeding Africa through the potential wealth of its own agricultural land. This inaugural assembly aimed high, seeking to change the equation for African smallholder farmers and to do so with concrete actions.

Exhorted to drive measurable change, a dozen action-oriented initiatives were identified and participants from diverse public and private sector organizations committed to moving them forward.

INCREASING ACCESS TO AFFORDABLE FINANCING FOR AFRICAN AGRICULTURE

Africa must develop new and innovative ways to encourage investment in agriculture as a business, and it must do so across the entire value chain. National and international financial organizations must seize on the rapidly growing opportunities in agricultural development, and work together to reduce risks and expand the availability of credit to Africa's smallholder farmers, as well as to small and medium-sized agribusinesses. AGRA, with backing from IFAD, the World Bank, The Rockefeller Foundation and AfDB among others, is facilitating the development of the Impact Investing Fund for African Agriculture, with the goal of leveraging up to US\$ 3 billion in lending from commercial banks for agriculture.

STRENGTHENING FARMER ACCESS TO IMPROVED SEED IN AFRICA

African smallholder farmers must have access to the best seed available, and that requires strong seed systems that rest on effective private/public partnerships. These systems need to be farmer-driven, with the public sector focusing on

breeding and regulatory issues and private seed suppliers attending to production and marketing. Adequate financing must be made available, and governments must push for change, together with NGOs, donors and other stakeholders. During the Forum, private seed companies expressed a strong interest in working with farmer organizations, commercial banks, and relevant NGOs to catalyze change in national and regional seed sectors. Finance institutions and commercial banks agreed that they too have a major role to play.

ENCOURAGING MORE EFFICIENT FERTILIZER SUPPLY SYSTEMS

The vast food production potential of the African landscape will only be realized if soil fertility is improved. Steps must be taken to encourage the use of better agronomic practices. Fertilizer and other soil amendments need to be packaged in smaller quantities better suited to the needs of smallholders. Barriers to importation, handling and efficient inland transportation must be greatly reduced, and where feasible, domestic fertilizer production should be promoted. Viable agro-dealer networks need to be developed that can efficiently deliver fertilizers closer to where they will be used. To these ends, NEPAD will foster enabling policy environments for fertilizer sector development, and The Bill & Melinda Gates Foundation and AGRA will bolster finance mechanisms for smallholder farmers to facilitate access to fertilizers and other needed agro-chemical products.

HARNESSING SCIENCE, APPROPRIATE TECHNOLOGIES AND INNOVATION

Modern, innovative agricultural technologies are essential to meet the challenges faced by millions of smallholder African farmers. Such technologies can be drawn from the international agricultural research arena and adapted by national agricultural research and development programs. Private sector



R&D must be a source of invention and innovation on behalf of African smallholders. Innovations must include effective irrigation and water management options, better storage to reduce crop losses, and labor-saving innovations that will free farmers to engage in value-adding processing and marketing activities. The CGIAR will work to accelerate uptake of new agricultural innovations, and FARA will work with the private sector and AGRA to stimulate the use of products of agricultural research.

MOBILIZING PARLIAMENTARIANS FOR ACTION

Africa's farmers cannot be expected to bring about a Green Revolution on their own. Parliamentarians must help by establishing smallholder-friendly laws and regulations, and providing budgetary support for scaling up Green Revolution efforts. They must lead the way in reaching constituencies and communicating messages of fairness to farmers. This will help create a policy environment within which the stable, adequately financed initiatives needed for agricultural growth can flourish. AWEPA and AGRA will finalize the design of viable programs to enhance parliament's role in agriculture. Benchmarks will be developed to track the progress of changes in parliamentary procedures and the impact of programs on agricultural investments.

EMPOWERING WOMEN FOR THE GREEN REVOLUTION

If a Green Revolution in Africa is going to be realized, smallholder farmers – 70% of them women – will drive the process. Women farmers must be empowered to achieve food security and raise the incomes of smallholder households. The collective action of women farmers must be strengthened through the creation of women's organizations that foster unity and deliver messages of support and success. Women must be enabled to invest more time in higher-value activities further along the agricultural value chain. Girls in schools and rural communities must be exposed to successful female agricultural entrepreneurs and smallholder farmers. Among other high-water

marks, the successful work of AWARD (African Women in Agricultural Research and Development) should be scaled up to attract more women into the top-levels of agricultural sciences in Africa.

INVESTING IN AGRICULTURAL GROWTH CORRIDORS

The goal of investing in agricultural growth corridors is to facilitate farmers' access to regional and international markets. The corridor concept emphasizes developing value chains and infrastructure, including port and storage facilities, roads and railways. To accomplish this, agricultural growth investment blueprints must include bankable projects and highlight specific investment opportunities. Government policies and regulations must be enacted that reduce barriers within corridors. Private sector champions must be identified. And farmers must be brought into corridor blueprint decisions as local-level experts and active participants in stimulating and driving growth.

IMPLEMENTING A BREADBASKET STRATEGY

The breadbasket strategy involves focused investments in high-potential areas that are ripe for agricultural development. This process builds on the Maputo Agreement and operationalizing the CAADP framework, actions dedicated towards supporting the unique needs of smallholder African farmers. To realize this, priority should be given to regions where the potential of the breadbasket approach is greatest. Farmers' organizations and private agribusinesses should be included in a participatory process that will lead to genuine ownership of country level initiatives. Key players driving the breadbasket movement forward include the African Union's NEPAD/CAADP agencies, as well as AGRA.

DEVELOPING MARKETS FOR SMALLHOLDER FARMERS – MAKING VALUE CHAINS WORK

Efficient agricultural value chains will help unlock the full potential of smallholder farmers. Human capacity and physical infrastructure must be ramped up. Farmers must be brought together with financial institutions and input suppliers. Improved information and communications technology can reduce market transaction costs, and targeted investments are needed to encourage development of such services. Laws and regulations are necessary to make markets work better for smallholder farmers. AGRA and its partners are increasing support to organizations engaged in strengthening the business skills of farmers' associations and agro-dealers, and working with major financial institutions to leverage funding along agricultural value chains.

INDUCING GROWTH BY IMPROVING LIVESTOCK VALUE CHAINS

Mixed crop-livestock systems are the backbone of African agriculture. Livestock demand is a major driver of economic growth for the continent and demand is rapidly growing due to rising incomes and urbanization. The agricultural growth corridor and breadbasket investment models must integrate livestock in order to be efficient and sustainable. Opportunities for collaboration between AGRA and the CGIAR research program on livestock should be explored. AGRA is leading efforts to integrate livestock systems into the breadbasket and agricultural growth corridor models. The International Livestock Research Institute (ILRI) is taking the lead on efforts to increase the competitiveness and viability of livestock value chains.

DEVELOPING LINKAGES BETWEEN FARMERS AND AGRIBUSINESSES

The creation of wealth in rural Africa requires transforming smallholder farmers from subsistence producers to practitioners of farming as a profitable business. Local farmer organizations must be strengthened to achieve economies of scale in

production, improved access to inputs, services and markets, and increased advocacy in policy decisions. Rural infrastructure must be improved and there must be access to affordable finance. Key players moving this agenda forward include Action Aid, farmers' associations (NASFAM, Cocoa Abrabopa, Ghana Federation of Agricultural Producers), Syngenta, the Fairtrade Foundation, NORAD and the African Economic Research Consortium, among others.

COPING WITH CLIMATE CHANGE

Africa did not cause climate change, but it will bear the greatest brunt of its negative impacts. Scientists must harness the wealth of knowledge to facilitate the efficient use of climate information and water resources to develop solutions that can mitigate the damages being incurred by a changing global climate. Individual countries need to coordinate efforts to ameliorate the effects on smallholder farmers. Public-private partnerships must work with government meteorological institutions to contribute to better forecasting capacities that will ultimately contribute to the science of controlling climate change.

MOVING FORWARD

Perhaps the greatest success of the 2010 African Green Revolution Forum was the fact that a passionate group of leaders, thinkers and doers came together with divergent views – and came away with a shared vision for actions that will lead to impacts. Participants arrived in Accra demanding more than talk. They went home with a blueprint for change. When the next African Green Revolution Forum convenes, participants will not arrive empty-handed. Instead they will carry the concrete results of their hard work derived from the 2010 Forum, ready to be reviewed, amplified and built upon as words become action and progress is realized across Africa.





POWER THROUGH PARTNERSHIPS

AGRA's reach and effectiveness rests on the quality of its partnerships. We are constantly seeking to join with public and private entities that share our vision of a more prosperous and food-secure Africa. It is through such partnerships that we will find – together – the power to transform African agriculture and foment a Green Revolution uniquely tailored to the needs and conditions faced by smallholder farmers across the continent. We highlight here just a few of the partnerships in which we are engaged. Some of these came into being in 2010; others are ongoing.

The Africa Enterprise Challenge Fund (AECF)

was established in mid-2008 to promote private sector investments aimed at transforming Africa's rural environment. AGRA hosts the AECF executive manager and works with the organization to help leverage private sector investments in rural areas. The efforts of the two organizations are highly complementary, with each engaged in activities that improve the effectiveness of investments made by both. As of the end of 2010, the Fund has grown to more than US\$ 100 million in available assets via a number of specialized windows that potential supporters can use to target their investments:

- ✔ AECF General and Fragile States – US\$ 36 million
- ✔ Research into Business Window – US\$ 20 million
- ✔ Zimbabwe window – US\$ 14 million
- ✔ Tanzania window – US\$ 7.5 million
- ✔ Renewable Energy and Adaptation to Climate Change (REACT) – US\$ 32 million

AECF provides grants and interest free loans on a competitive basis to businesses that wish to implement innovative, commercially viable, high-impact projects in rural Africa. These grants and loans leverage significant additional investments by grant recipients. AECF-supported projects are very diverse, ranging from experimental bio-pesticides, to dairy and livestock projects, to innovative financial services such as weather index insurance for smallholders. In 2010, over US\$ 38 million was committed, and with an expected leverage effect of 3.3 we anticipate the private sector will put

up another US\$ 120 million. Over 2,000 eligible proposals have been received by the Fund, with 48 projects now underway in 16 African countries, including fragile states such as South Sudan, the DRC, Burundi and Sierra Leone. This is expected to grow to more than 80 projects by end of 2011.

The Coalition for African Rice Development

(CARD) was established in May 2008 by the Japan International Cooperation Agency (JICA), AGRA, and the New Partnership for Africa's Development (NEPAD). CARD is a major partnership involving 23 Sub-Saharan African governments, several bilateral and multilateral donors, and a number of African and international rice development institutions. Its goal is to double African rice production in ten years across its 23 member countries. To achieve this ambitious but realistic agenda, CARD supports participating governments as they develop and implement action-oriented National Rice Development Strategies (NRDSs).

Key to successful NRDS implementation is the effective coordination of rice-related interventions made by various stakeholders so as to avoid duplication and achieve productive synergies. To this end, CARD has helped governments set up NRDS Task Forces that identify and analyze gaps between the investment needs of the rice sector and existing rice-related projects. This enables each Task Force to systematically identify and formulate high-priority projects. The full involvement and commitment of key players in the rice value chain is essential – from seed R&D, to the development of irrigation schemes and extension expertise, to millers, and on to distributors and retailers. In 2010, CARD supported Task Force efforts in member countries to involve government officials, development partners and private sector organizations all along the rice value chain, leading to more robust analyses and identification of priority projects. This work is setting the stage for the implementation of priority projects in 2011, activities that will involve public and private development partners, as well as the Comprehensive Africa Agriculture Development Programme (CAADP).



The African Union's New Economic Partnership for Africa's Development (NEPAD, Planning & Coordinating Agency – NPCA) and its Comprehensive Africa Agriculture Development Program (CAADP) have close working relationships with AGRA. We signed a formal MoU with NPCA on 22 January 2010, which clearly lays out how we will work together to improve the performance of the agricultural sector in Africa, through: strengthening public policy formulation and implementation capacity; creating a conducive environment for private sector participation in the agricultural sector; and how our institutions will mobilize and leverage resources for sustained agricultural growth. AGRA's programs are dedicated to achieving a smallholder agricultural transformation, and our strategy is to identify national breadbasket areas in focus countries and develop them through breadbasket investment plans that take CAADP agreements with governments as their starting point. Clearly, the effectiveness of CAADP's efforts at the country level will be enhanced if NEPAD and AGRA work together to support the development and implementation of nationally defined agricultural development strategies and programs.

African national governments in 13 countries, which set policies and priorities for agricultural development; fund and implement programs, and provide oversight, are critical partners in AGRA's efforts to transform African agriculture. Through informal and formal relationships with African heads of state, Ministries of Agriculture and Finance, National Agricultural Research Organizations, and other government entities, we strive to support national Green Revolution initiatives. Since its inception, AGRA has worked with governments to ensure that our efforts – especially more recently our breadbasket investment strategy – are in line with the national agriculture investment plans. To help ensure rapid implementation of individual countries' agricultural plans, AGRA and governments have formed country breadbasket transformation teams that include national stakeholders, external partners and CAADP country representatives.

Consultative Group on International Agricultural Research (CGIAR) and its research centers, which conduct high-quality international agricultural research aimed at reducing poverty and hunger, improving human health and nutrition, and enhancing ecosystem resilience, is an important

partner for AGRA. Crop breeders funded by AGRA have access to CGIAR plant materials to develop locally adapted high-yielding varieties of African staple crops. Moreover, our comprehensive approach to strengthening “weak links” across the agricultural system improves the ability of smallholders to access new technologies and knowledge developed by the CGIAR and other partners.

National affiliates of the US Government's Millennium Challenge Corporation (MCC) in Ghana, Mali, Burkina Faso, and Mozambique partner with AGRA to develop breadbasket areas able to produce surpluses, and to implement projects that demonstrate the possibilities of rapid and sustainable smallholder growth.

University partnerships involving 16 institutions across 12 countries include a PhD program for plant breeding at the University of Kwa-Zulu Natal (ACCI), as well as a similar program – the West African Centre for Crop Improvement (WACCI) at the University of Ghana-Legon. AGRA also funds the African Centre for Crop Improvement (ACCI) and the West Africa Centre for Crop Improvement. Other partnerships are enabling training of many MSc students in agriculture, such as at Haramaya University in Ethiopia, the Kwame Nkrumah University of Science & Technology in Ghana, the University of Ibadan in Nigeria, and Sokoine University of Agriculture in Tanzania. An AGRA-supported MSc program in agriculture and applied economics, known as the Collaborative Masters Applied Agricultural Economics (CMAAE) program and based at the University of Pretoria, will eventually train 700 students from 12 African countries. These African national universities and programs are essential partners in developing the next generation of African agricultural, natural science and social scientists.

African financial institutions, including: Standard Bank, Africa's largest; Equity Bank (Kenya); Kilimo Trust (Kenya); and The National Microfinance Bank (Tanzania) are central partners for innovative funding programs that benefit smallholder farmers. AGRA partnerships with these private financial institutions have leveraged US\$ 160 million in 18 months for funding of smallholder farmers and small to medium-sized African agri-businesses. AGRA has also established the African Agricultural Capital and INJARO Investment

Funds, which support indigenous seed companies through the provision of affordable capital, thereby encouraging greater investment in the agriculture sector servicing eastern and western Africa.

The African Development Bank (AfDB) partners with AGRA on a number of joint projects, including one to establish a regional fertilizer financing and procurement facility for eastern and southern Africa.

Multilateral organizations, including the Food and Agriculture Organization of the United Nations (FAO); the International Fund for Agricultural Development (IFAD); and the World Food Programme (WFP) are working with the AGRA Markets Program on smallholder participation in the Purchase For Progress (P4P) initiative in Tanzania, and the International Finance Corporation (IFC) partners with AGRA on a wide range of projects aimed at improving smallholder productivity, developing African breadbasket areas, and strengthening Africa's agricultural systems, including through improving farmers' access to markets.

The West Africa Seed Alliance (WASA) was formed and funded by AGRA, USAID, ICRISAT and Iowa State University, and is designed as a 5-year project to modernize seed distribution systems, facilitate smallholder farmers access to seeds of improved varieties, and improve seed production technologies. We are now in the process of setting up an East Africa seed alliance with the same objectives.

The Farmer Organization Support Centre in Africa (FOSCA) was established by AGRA in 2010, with support from the Bill & Melinda Gates Foundation, to help increase smallholder incomes and improve their livelihoods. FOSCA works with AGRA's Programs and partners (including IFAD, the World Food Programme's P4P initiative, and regional networks of farmer organizations). By building on lessons learned by others and through partnerships, FOSCA aims to contribute to system-level shift in support to farmer organizations by: identifying robust networks of organizations in AGRA's target countries and the needs of their members; increasing access to needed services; linking them with private and public service providers to enable delivery of market-driven income gains to their members; and document lessons, evaluate outcomes, and build a formal knowledge base about farmer organizations in Sub Sahara Africa.

RESOURCE MOBILIZATION IN 2010

For AGRA to achieve its goals and objectives, we must both diversify and deepen our financial base. Generous support from the Bill & Melinda Gates Foundation (BMGF) and The Rockefeller Foundation (RF) led to the establishment of AGRA in 2006. This was followed by the support of the UK Department for International Development (DFID) in 2008. It has been clear from the beginning, however, that we need to marshal significant additional resources in order to sustain our initial momentum. We have engaged in highly focused resource mobilization efforts and those efforts are now beginning to pay off. We continue to enjoy the generous support from our founding donors while bringing on board new investors.

Against a target of securing between \$US 60-80 million in 2010, we were able to raise US\$ 69 million. This support is from our founding donors as well as new investors, including: the Danish International Development Agency (DANIDA); the Swedish Ministry of Foreign Affairs; the International Development Research Centre (IDRC); and the New Venture Fund. These are valuable new additions to AGRA's donor base and reflect growing recognition of our role in improving food security and eradicating poverty in Africa:

- ✔ **DANIDA:** US\$ 13.66 million for integrated work by our Seeds, Soil Health, Markets, and Policy Programs in Ghana;
- ✔ **BMGF:** US\$ 6.7 million to support the formation of the Farmer Organization Support Center in Africa (FOSCA);
- ✔ **Swedish Ministry of Foreign Affairs:** US\$ 8 million for activities by our Seeds, Soil Health, Markets, and Policy Programs (the latter focused on land rights), and for FOSCA in Malawi, Rwanda and Zambia;
- ✔ **BMGF:** US\$ 28 million to expand Market Access Program activities;
- ✔ **The Rockefeller Foundation:** US\$ 8 million to support the Market Access Program;
- ✔ **New Venture Fund:** US\$ 1.6 million for Seeds Program work in Liberia and Sierra Leone;
- ✔ **IDRC:** US\$ 3.4 million to support Policy Fellows in West Africa.

In 2011, AGRA will be celebrating its 5th anniversary and will be reaching out to donors interested in longer-term relationships and commitments. As part of our diversification strategy, we will be building relations with additional private foundations, and with bilateral and multi-lateral donors that share our vision of transforming African Agriculture.





2010 FINANCIALS & APPROVED GRANTS

ALLIANCE FOR A GREEN REVOLUTION IN AFRICA REPORT OF THE DIRECTORS FOR THE YEAR ENDED DECEMBER 31, 2010

The Directors have pleasure in submitting their report together with the audited financial statements for the year ended December 31, 2010, which disclose the state of affairs of the organisation.

1. ORGANISATION AND NATURE OF ACTIVITIES

Alliance for a Green Revolution in Africa (AGRA) is an international non-profit, non-governmental organization committed to ending hunger and promoting economic growth in Africa by improving the productivity and profitability of small scale farmers.

2. AGRA's MISSION

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

3. RESULTS

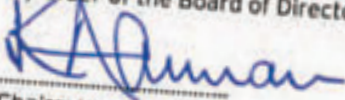
The results for the year ended December 31, 2010 are set out on Page 6 to 41

4. BOARD OF DIRECTORS

The Directors who served during the period and to the date of this report were:

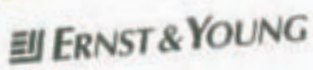
Kofi A. Annan	Chairperson
Monty Jones	Member
Strive Masiyiwa	Member
Sylvia Mathews Burwell	Member
Moise C. Mensah	Member
Judith Rodin	Member
Mo. Ibrahim	Member
Rudy Rabbinge	Member
Roy Steiner	Member
Nadya Shmavonian	Member

By order of the Board of Directors



Chairman

Date 25 March 2011



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**REPORT OF THE INDEPENDENT AUDITORS
 TO THE DIRECTORS OF
 ALLIANCE FOR A GREEN REVOLUTION IN AFRICA**

REPORT ON THE FINANCIAL STATEMENTS

We have audited the accompanying financial statements of Alliance for a Green Revolution in Africa (AGRA), which comprise the statement of financial position as at December 31, 2010, the statement of activities, statement of changes in net assets and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information as set out on pages 6 to 41.

DIRECTORS' RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

The organisation's directors are responsible for the preparation and fair presentation of these financial statements in accordance with United States Generally Accepted Accounting Principles (US GAAP) and in the manner required by the organisation's financial operations policies and procedures manual, and for such internal control as the directors determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

AUDITORS' RESPONSIBILITY

Our responsibility is to express an independent opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

OPINION

In our opinion, the financial statements present fairly, in all material respects, the financial position of Alliance for a Green Revolution in Africa as at December 31, 2010, and its financial performance and its cash flows for the year then ended in accordance with United States Generally Accepted Accounting Principles (US GAAP) and the requirements of the organisation's financial operations policies and procedures manual.

[Signature]
 Nairobi

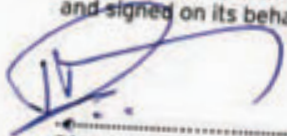
[Signature] 4th May 2011

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ALLIANCE FOR A GREEN REVOLUTION IN AFRICA
STATEMENT OF FINANCIAL POSITION
AS AT DECEMBER 31, 2010

	Note	2010 US\$	2009 US\$
ASSETS			
Current Assets			
Cash and cash equivalents	2	42,747,225	44,659,128
Accounts receivable	3	2,209,405	1,592,252
Investments	4	33,469,086	88,761,662
		78,425,716	135,013,042
Non-Current Assets			
Investments	4	78,486,546	57,064,068
Intangible assets	5	45,137	137,010
Property and equipment	6	1,641,609	1,700,285
		80,173,292	58,901,363
TOTAL ASSETS		158,599,008	193,914,405
NET ASSETS AND LIABILITIES			
Current Liabilities			
Accounts payable and accruals	7	1,637,036	1,419,551
Grants approved and due within 12 months	8	56,349,373	45,539,262
		57,986,409	46,958,813
Non-Current Liabilities			
Grants approved and due after 12 months	8	24,115,243	42,212,351
Net Assets			
Unrestricted		19,584,351	27,358,102
Temporary restricted		56,913,005	77,385,139
		76,497,356	104,743,241
TOTAL NET ASSETS AND LIABILITIES		158,599,008	193,914,405

The financial statements were approved by the Board of Directors on 14/14/2011
and signed on its behalf by:


.....
Director



.....
Director


**ALLIANCE FOR A GREEN REVOLUTION IN AFRICA
STATEMENT OF MANagements' RESPONSIBILITIES
FOR THE YEAR ENDED DECEMBER 31, 2010**

Management is responsible for the preparation of the financial statements for each financial year, which gives a true and fair view of the state of affairs of the organisation as at the end of the financial year and of its operating results for that year. Management is also required to ensure the organisation keeps proper accounting records, which disclose with reasonable accuracy the financial position of the organisation and are also responsible for safeguarding the assets of the organisation.

Management accepts responsibility for the annual financial statements, which have been prepared using appropriate accounting policies supported by reasonable and prudent judgements and estimates, in conformity with United States Generally Accepted Accounting Principles (US GAAP). Management is of the opinion that the financial statements give a true and fair view of the state of the financial affairs of the organisation and of its results of activities. Management further accepts responsibility for the maintenance of accounting records that may be relied upon in the preparation of financial statements, as well as adequate systems of internal financial control.

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.


.....
Dr. Namanga Ngongi
President


.....
Mr. Kwame Akuffo-Akoto
Chief Finance Officer

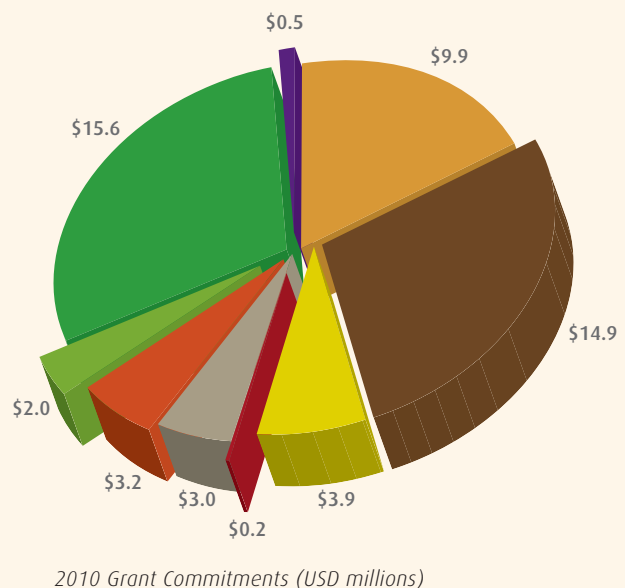
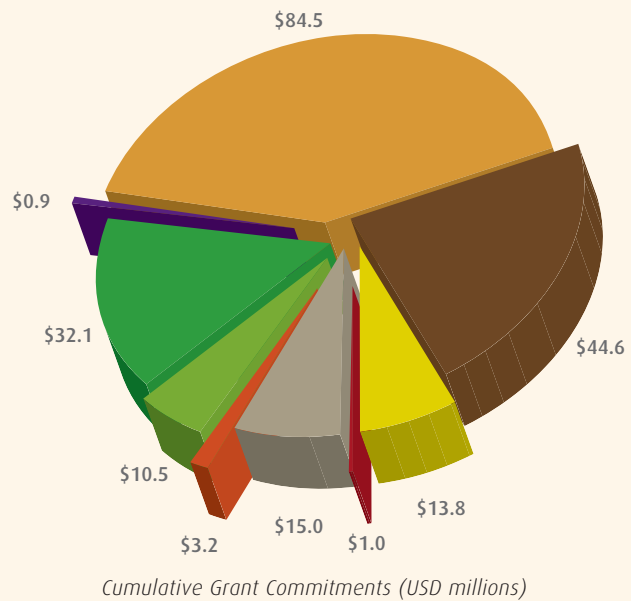
25 March 2011
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Date

AGRA GRANT COMMITMENTS

AGRA's primary investment activity is making grants to partners across the entire agricultural value chain to improve the livelihoods of smallholder farmers. In 2010, we committed US\$ 53.0 million in grants to partners, including research and learning institutions, small enterprises, NGOs and investment funds, among others. Over 40% of our 2010 grant commitments were made to organizations in AGRA's Priority One countries – Ghana, Mali, Mozambique and Tanzania. Grants made under the Africa Enterprise Challenge Fund (AECF), as well as through the PASS and Soil Health Programs, made up over 75% of AGRA's 2010 grant commitments.

Our cumulative grant commitments total over US\$ 200 million through the end of 2010. The PASS program began its grant making in 2007 and has so far committed US\$ 84.5 million, or 41.1% of AGRA's investments to date. These investments span the seed value chain, from training future breeders and developing and releasing new varieties to increasing the number and capability of seed companies and agro-dealers. Commitments made by the Soil Health Program total US\$ 44.6 million to date and include investments to scale out Improved soil fertility management technologies, enhance adaptive research, and improve supply and quality of fertilizers available by strengthening agro-dealer networks and quality control systems, as well as training soil scientists. The Markets Access Program has committed US\$ 13.8 million, or 6.7% of the grants made by AGRA through 2010. These investments have been concentrated around reducing post-harvest losses and improving storage facilities, strengthening farmer-based organizations and linking purchasers to smallholder farmers. The Policy and Partnerships Program is newer; its major funding was received in late 2009, and we expect its grant making activity will increase over the coming years.

AGRA's Innovative Finance investments consist of funds to support risk-sharing facilities that are encouraging banks to lend to the agriculture sector, and are designed to leverage ten dollars for every one dollar invested by AGRA. AECF investments consist of challenge grants and repayable grants to private sector actors with unique business solutions for improving markets in ways that benefit smallholder farmers. Total AECF investments to date are US\$ 32.1 million, or 15.6% of AGRA's cumulative grant commitments.



2010 Grant Commitments (USD millions)

GRANTS APPROVED IN 2010

PROGRAM	ORGANIZATION NAME GRANT US\$	APPROVED	PURPOSE
PROGRAM FOR AFRICA'S SEED SYSTEMS (PASS)			
Fund for the Improvement & Adoption of African Crops	Zambia Agriculture Research Institute	185,000	To improve food security among smallholder farmers in Zambia through development of upland rice varieties with improved resistance to blast and tolerance to aluminum toxicity
Seed Production For Africa	Da-AllGreen Seeds Ltd	149,993	To improve the food security and incomes of smallholder farmers by availing certified seeds of food crops, educating resource-poor farmers, and linking them to markets in North Central Nigeria
Fund for the Improvement & Adoption of African Crops	CSIR - CRI	289,580	To augment crop improvement technologies by ensuring continuous irrigation of experimental fields for the development and release of suitable crop varieties for enhanced food security and livelihoods of smallholder farmers in Ghana
Fund for the Improvement & Adoption of African Crops	National Agricultural Research Organisation	184,671	To increase food security and incomes among smallholder farmers in Uganda through developing high yielding, pest and disease resistant banana varieties which are acceptable to end-users
Fund for the Improvement & Adoption of African Crops	WAAIF (Injaro Investments)	3,000,000	To allow local, small and medium-sized seed companies in West Africa to grow larger and supply improved, high-yielding seed to more smallholder farmers, allowing them to increase their crop yields and total harvests, reducing hunger and poverty in the region
Fund for the Improvement & Adoption of African Crops	CSIR - CRI	184,820	To improve income and livelihoods of rural farmers in Ghana through the development of high yielding, rice varieties adapted to upland and rain-fed lowland conditions
Seed Production for Africa	Seed Project company Ltd	150,000	To improve crop productivity of smallholder farmers in the Sudan Savannas of Nigeria by producing and disseminating quality improved seeds and educating farmers on the uses of quality seeds
Fund for the Improvement & Adoption of African Crops	National Root Crops Institute	158,700	To increase smallholder farmers' productivity and incomes through the development and dissemination of virus-resistant sweet potato varieties with high nutritional value, high dry matter and starch content for all major agro-ecologies of Nigeria
Fund for the Improvement & Adoption of African Crops	Kenya Agricultural Research Institute (KARI)	185,000	To increase food security and reduce poverty while improving the livelihoods of farmers in the mid-altitude areas of Kenya through the development of superior Maize streak virus resistant maize varieties with improved drought tolerance
Seed Production For Africa	Oromia Seed Enterprise	201,820	To increase food security and household incomes of smallholder farmers in Oromia Region of Ethiopia by making available seed of maize, wheat and chickpea
Fund for the Improvement & Adoption of African Crops	Div. of Research & Training Ministry of Agriculture Food Security & Cooperative	185,000	To improve food security, nutrition and incomes among smallholder farm families in Tanzania through the development, release and promotion of adapted improved sweet potato varieties that are of early maturity, tolerance to weevil damage, good storability and high beta-carotene content
Fund for the Improvement & Adoption of African Crops	National Agriculture Research Organization	185,000	To contribute to poverty alleviation and food security through increased production and productivity of maize through development and deployment of improved stress tolerant maize varieties to resource poor farmers in Uganda
Fund for the Improvement & Adoption of African Crops	Ahmadu Bello University	172,149	To increase production and productivity to allow smallholder farmers in Nigeria to transform from subsistence farmers to market oriented entrepreneurs through the development of hybrid sorghum varieties
Fund for the Improvement & Adoption of African Crops	International Institute of Tropical Agriculture	535,715	To improve incomes and livelihoods of rural farmers in West Africa through the development of high yielding maize hybrids adapted to the savanna zones of Burkina Faso, Ghana, Mali, Niger and Nigeria
Seed Production For Africa	Antika Enterprises	146,603	To contribute to the better livelihood of smallholder farmers of the Upper West Region of Ghana by making available high quality seed and training
Seed Production For Africa	Societe Nakoshi - SARL	149,776	To increase food security and household incomes of smallholder farmers in South Central Mali by availing certified seeds of a wide diversity of food crops
Fund for the Improvement & Adoption of African Crops	National Agriculture Research Organization	173,072	To increase yields and marketability among smallholder farmers in Uganda through development of high yielding upland and hydromorphic rice varieties with high aroma characteristics and drought tolerance
Seed Production For Africa	AgriSeed Technologies Ltd Agricoles	200,000	To improve the livelihoods of smallholder farmers in the districts of Tabora, Singida and Dodoma in Tanzania through use of quality seed
Education for African Crop Improvement	Kwame Nkrumah University	334,222	To contribute to improved capacity of countries in the West African sub-region to increase production of food crops, improve food security and sustainable development by providing formal degree training in Plant Breeding and Seed Science at MSc level to young people in the region

PROGRAM	ORGANIZATION NAME GRANT US\$	APPROVED	PURPOSE
Fund for the Improvement & Adoption of African Crops	Institute of Rural Economy	128,018	To develop and promote hybrid sorghum varieties for Malian smallholders in order to increase their production and productivity to allow smallholder farmers to transform a staple crop of Sub-saharan Africa to a market oriented crop
Fund for the Improvement & Adoption of African Crops	University of Agriculture, Makurdi	181,846	To contribute to food security and increase income of smallscale farmers by increasing productivity of cowpea through the development and deployment of improved cowpea varieties with good level of resistance to Striga and Alectra
Fund for the Improvement & Adoption of African Crops	Council for Scientific and Industrial Research - SARI	182,195	To contribute food security, poverty alleviation increased agricultural productivity and wealth creation for rural farmers, through the development of high yielding soybean varieties adapted to the agro-ecologies and farming systems of the savanna zones of Northern Ghana
Fund for the Improvement & Adoption of African Crops	Institute of Rural Economy	299,934	To enhance food security and livelihoods of smallholder farmers in Mali through installation of irrigation facilities of experimental fields at the Station de Recherche Agronomique de Sotuba thus accelerating crop improvement technologies.
Seed Production For Africa	Aminata Quality Seeds and Consultancy Ltd	200,000	To improve the food security and livelihoods of smallholder farmers in Northwestern Tanzania through the multiplication and dissemination of improved seeds of maize, rice, sesame and sunflower
Seed Production For Africa	Christian Agricultural & Related Professional Association	172,893	To improve food security, household incomes and livelihoods of smallholder farmers in Mbeere, Murang'a and Machakos districts of Kenya through the promotion of new cassava varieties
Fund for the Improvement & Adoption of African Crops	European Cooperative For Rural Development	139,851	To increase smallholder farmers' productivity and incomes through the dissemination of high yielding hybrid sorghum varieties with high grain quality for all major agro-ecologies of Mali
Fund for the Improvement & Adoption of African Crops	Kenya Agricultural Research Institute	185,941	For improvement of smallholder farmers' food security and livelihoods through the development of farmer-acceptable high yielding, disease and Striga-resistant finger millet varieties for western Kenya
Seed Production For Africa	Indigenous Seed Company Ltd	200,000	The production and dissemination of improved seed of maize, beans, sorghum, groundnuts, soybean, Finger millet, Okra, and cowpea to poor, smallholder farmers in the Northern, Central, Lusaka, Eastern and southern provinces of Zambia, so as to achieve increased yields, food security and better livelihoods, at household, national and regional level
Seed Production For Africa	Avallo International Research & Development Plc	200,000	To improve food security, household incomes and livelihoods of smallholder farmers in Amhara Region of Ethiopia through provision of quality seed
Fund for the Improvement & Adoption of African Crops	National Agriculture Research Organization	150,420	To improve bean yields and livelihoods of Ugandan smallscale farmers through the development, promotion and dissemination of disease-resistant bean varieties
Education for African Crop Improvement	Makerere University	643,300	To build capacity of Ugandan, Mozambican and Rwandan nationals in Plant Breeding through M.Sc. level training at Makerere University
Education for African Crop Improvement	Haramaya University	409,764	To improve seed supply to Ethiopian smallholder farmers through strengthening postgraduate training in Seed Science and Technology at Haramaya University
Fund for the Improvement & Adoption of African Crops	Zambia Agriculture Research Institute	185,000	To improve productivity, and increase incomes for smallholder farmers in Zambia through breeding and promotion of high yielding, high dry matter and beta carotene rich sweet potato genotypes with consumer preferred characteristics
Seed Production For Africa	Uganda Seed Trade Association	154,132	To enhance agricultural productivity, food security and incomes of smallholder farmers in Uganda by improving their access to improved certified seed through scaling up production of the seed, enhancing the capacity of outgrowers to multiply and distribute the seed, setting up a reliable seed data base and ensuring labelling of all certified seed
Seed Production For Africa	Ministry of Africa, Animal Industry and Fisheries	309,900	To ensure that smallholder farmers have access to better quality seed for increased food security and household incomes, by improving and strengthening seed systems in Uganda
Agro-Dealer Development Program	International Fertilizer Development Center	884,800	To enhance productivity and incomes of poor, smallholder farm households in the central region of Burkina Faso through providing increased access to agricultural inputs and technologies
Fund for the Improvement & Adoption of African Crops	Institut d'Economie Rurale	119,125	To increase Malian smallholder farmers' maize production, productivity and income through rapid development and dissemination of new hybrid maize varieties
ed Production For Africa	Isakuf Enterprise	153,543	To provide seed services for increased smallholder farmer yields and reduced poverty in selected districts of Ashanti, Brong Ahafo and Northern regions of Ghana
Fund for the Improvement & Adoption of African Crops	Ministry of Agriculture Tanzania	185,000	To improve the food security and livelihoods among smallholder farmers in the humid and sub-humid lowlands of Tanzania by breeding cassava for dry matter content, starch and high yield

PROGRAM	ORGANIZATION NAME GRANT US\$	APPROVED	PURPOSE
Fund for the Improvement & Adoption of African Crop	Ministry of Agriculture Malawi	151,200	To improve food security and livelihoods among smallholder farmers in Malawi by developing sweet cassava varieties that have multiple uses along the value chain; direct consumption as a snack or boiled, animal feed, and processing for starch and other products
Fund for the Improvement & Adoption of African Crop	University of Kwazulu-Natal	225,700	To improve food security and livelihoods among smallholder maize farmers of sub-Saharan Africa by enhancing maize breeding capacity in Africa through improving the source germplasm, introducing new lines and varieties and providing hands-on training to new plant breeders, with special focus on developing and releasing drought-tolerant and productive inbred maize lines and hybrids in the medium altitude and lowland agricultural systems
Fund for the Improvement & Adoption of African Crop	Makerere University	150,000	To improve the food security and livelihoods for smallholder farmers in Uganda through the development of rust tolerant soybean varieties with multiple market trait attributes for Uganda
Seed Production For Africa	IFFA Seed Company	197,000	To improve food security and livelihoods of small-holder farmers in the Northern Region of Tanzania through provision of improved seeds of maize, pigeon peas, sunflower and tomatoes
Administration	PASS Program Administration	291,888	Program Administration budget associated with activities of PASS
TOTAL PASS		12,872,571	

MARKET ACCESS

Building Output Markets	International Livestock Research Institute	(141,815)	For costs of a conference aimed at synthesizing lessons learned on market development for poor farmers in Africa from the Rockefeller Foundation and other donor programs, to facilitate the development of a strategy for improving markets for poor farmers in support of the Africa Green Revolution
Transaction Costs	Rural Urban Development Initiatives	261,189	To promote P4P through identification and sharing of best practices, while increasing the capacity of smallholder/low income farmers and to transform WFP food purchase model in a way that supports sustainable production and addresses the root causes of hunger.
Transaction Costs	Technoserve Inc	1,353,785	To increase the incomes of smallholder maize and rice farmers in the southern highlands of Tanzania through access to storage and warehouse receipts systems
Transaction Costs	Federation des Professional Agricoles du Burkina	790,684	To increase incomes of 15,000 smallholder farmers who are members of 10 provincial unions of FEPA/B by 30% through better marketing of grains and cow peas.
Transaction Costs	Agricultural Services International	750,000	To increase the incomes of smallholder farmers in the Beira Corridor, a breadbasket area, through access to marketing training, storage and market linkages
Transaction Costs	Agricultural Services International	800,000	To increase the incomes of smallholder farmers in the Northern Region and Upper Volta through improved market linkages and access to finance
Transaction Costs	Ministry of Agriculture Mali	59,034	To support the Mali's Ministry of Agriculture to develop a National study on the commercialization strategy for cereals
TOTAL MARKET ACCESS		3,872,877	

SOIL HEALTH

Soil Health Fertilizer Supply	Ministry of Agriculture, Food Security and Corporates	396,875	To improve soil health, food security and incomes of smallholder farmers in Tanzania by improving the quality of fertilizers available to them
Soil Health Extension	Kano State Agricultural and Rural Development	600,178	To improve the productivity and sustainability of smallholder millet- and sorghum-based systems in the dry Savanna of Nigeria through ISFM practices and better access to markets.
Soil Health Training	Kenyatta University	715,697	To produce well trained manpower equipped with a broad range of theoretical and practical skills in Integrated Soil Fertility Management for sustainable productivity and development in East and southern Africa
Soil Health Training	Makerere University	781,994	Towards M.Sc. training in integrated soil fertility management to benefit resource-poor smallholder farmers in Uganda and Rwanda
Soil Health Training	Sokoine University	1,867,497	to create an entry point towards more sustainable agricultural production in the East and Southern African countries through the development and strengthening of regional human resources and institutional capacity to undertake impact-oriented research in soil and water management

PROGRAM	ORGANIZATION NAME GRANT US\$	APPROVED	PURPOSE
Soil Health Training	Kwame Nkrumah University of Science	2,194,693	To improve smallholder agricultural productivity and food security in Africa by developing and strengthening regional human and institutional capacity to develop innovative and adaptable integrated soil fertility management technologies
Soil Health Extension	Ministry of Agriculture, Food Security & Corporates	894,988	For use by its Maruku Agricultural Research and Development Institute to improve soil health, food security and incomes of smallholder farmers through integration of legumes in maize-based cropping systems in four districts in Tanzania
Soil Health Training	Haramaya University	426,340	To boost agricultural productivity of the smallholder farmers in Ethiopia through the development and strengthening of human and institutional capacity in ISFM
Soil Health Extension	Institut des Sciences Agronomiques du Rwanda	544,077	To improve food security and incomes of smallholder farmers through increasing the productivity by enhancing soil fertility through the use of climbing beans in Northern and eastern Rwanda
Soil Health Training	University of Malawi	365,697	To produce well trained human resources equipped with practical skills in integrated soil fertility management practices that can contribute to improving smallholder agricultural productivity and food insecurity
Soil Health Training	University of Zambia	370,973	To provide post graduate training in Integrated Soil Fertility Management (ISOFEM) and enhance laboratory services in order to improve smallholder agricultural production systems in Zambia
Soil Health Extension	IIAM	683,869	To improve food security and incomes of smallholder farmers in Mozambique through increased fertilizer use and integration of grain legumes
Soil Health Fertilizer Supply	Ministry of Agriculture, DNSA	440,761	To improve soil health, food security and incomes of smallholder farmers in Mozambique by improving quality of fertilizer available to them
Soil Health Extension	Ethiopian Institute of Agriculture Research	488,365	To improve soil health, food security and incomes of smallholder farmers through integration of grain legumes in wheat-based cropping systems in Ethiopia
Soil Health Extension	Africa 2000 Network, Uganda	512,934	To improve food security and incomes of smallholder farmers in Eastern Uganda through scaling up of integrated soil fertility management practices
Soil Health Training	University of Nairobi	370,627	To improve smallholder agricultural productivity and food security in Africa through strengthening the human and institutional capacity required to develop appropriate integrated soil fertility management technologies
Soil Health Fertilizer Supply	Ministry of Agriculture, Mali	444,870	To increase productivity and incomes of smallholder farmers in Mali by strengthening fertilizer quality control systems
Soil Health Training	Polytechnic University of Bobo-Dioulasso	488,881	To improve smallholder agricultural productivity and food security in Africa through strengthening the human and institutional capacity required to develop appropriate integrated soil fertility management technologies
Soil Health Fertilizer Supply	Economic Policy Research Centre	500,428	To support improved crop productivity through increased use of fertilizers and ISFM technologies based on an enabling fertilizer policy environment
Soil Health Training	Columbia University	170,656	For use by its Earth Instituteto improve smallholder agricultural productivity and food security in Africa through strengthening the human and institutional capacity required to develop appropriate integrated soil fertility management technologies
Soil Health Fertilizer Supply	International Fertilizer Development Center	868,613	To enhance productivity and incomes of poor, smallholder farm households in the central region of Burkina Faso through providing increased access to agricultural inputs and technologies
Soil Health Fertilizer Supply	International Food Policy Research Institute	58,050	To support improved crop productivity through increased use of fertilizers resulting from a conducive fertilizer policy environment
Administration	Program administration	710,000	For administrative costs associated with the activities of the Soil Health Program
TOTAL SOIL HEALTH		14,897,063	

PROGRAM	ORGANIZATION NAME	APPROVED GRANT US\$	PURPOSE
POLICY			
Environment Policy	Universtity of Western Cape	73,213	In support of a workshop that will help to enhance AGRA's efforts to increase and regularize agricultural production, food security and farmer incomes. The workshop on weather index insurance will advance knowledge and facilitate the development of appropriate and affordable insurance products for smallholders as a critical means to build resilience to climate change as per recommendations of the recent AGRA strategy to build agricultural resilience on climate change
Environment Policy	United Nations Economic Commission for Africa	50,625	To support participation to the raise awareness, enhance partnerships and mobilize commitment for policies and programs that build resilience of to climate change in order to enhance the success of AGRA core programs that seek to increase agricultural productivity and incomes for smallholder farmers
Soil Health Fertilizer Supply	International Food Policy Research Institute	50,000	To support improved crop productivity through increased use of fertilizers resulting from a conducive fertilizer policy environment
Market and Trade Policy	Tanzania Bureau of Standards	16,379	To create an enabling policy, institutional and regulatory environment for a sustained uptake of Green Revolution technologies and improve farm productivity and incomes of smallholder farmers in Africa
TOTAL POLICY GRANTS		190,217	

BREADBASKET TRANSFORMATION ENGINES (BBTE)			
Bread Basket Transformation Ghana	Mckinsey & Company	1,145,000	Test and refine the breadbasket approach and develop a case study to be used to roll-out the approach to other breadbasket areas in Ghana and other countries
Bread Basket Transformation Mali	Mckinsey & Company (MoA Mali)	1,098,000	To test and refine breadbasket approach and develop a case study to be used to roll out the approach to other breadbasket areas in Mali
Bread Basket Transformation Tanzania	MAFC, Tanzania	640,000	Define, test and refine the breadbasket approach, create investment grade proposals and transfer knowledge for rollout to other breadbasket areas in Tanzania
Bread Basket Transformation Mozambique	Centro de Promocao da Agricltural (CEPAGRI)	299,320	Test and refine the breadbasket approach and develop a case study to be used to roll out the approach to other breadbasket areas in Mozambique. Specifically, to develop an investment plan for increasing the productivity and profitability of smallholder agriculture in the Beira Corridor
TOTAL BBTE		3,182,320	

AGRA CORE			
AGRA-CORE 001	Agence Francaise	150,000	Technical Assistance
AGRF	Alliance for a Green Revolution Forum (AGRF)	300,000	Contribution to AGRF conference
Leveraging Finance for Agriculture	The Stanbic Bank Accra (MIDA)	2,000,000	Credit guarantee funds for Stanbic Bank
TOTAL AGRA CORE		2,450,000	

ORGANIZATION	APPROVED GRANT US\$	PURPOSE
AFRICAN ENTERPRISE CHALLENGE FUND (AECF)		
Lachlan Kenya Ltd.	697,000	The project will develop, test, register and sell natural Terpene based products to control insect pests in an environmentally safe way on smallholder farms in 8 countries in Eastern Africa (starting with Kenya)
Rungwe Avocado Company Ltd.	1,410,033	The project's purpose is the establishment and growth of a commercial avocado growing, packing, processing and exporting business in Southern Tanzania which will benefit the company and smallholder farmers
Quality Food Products limited	700,000	To increase production of safflower seed and food crops by smallholder farmers in remote areas of Tanzania through the introduction of innovative conservation tillage (zero-tillage) technologies
Gourmet Gardens Ltd.	252,540	The project aims to develop a thriving and profitable cocoa and vanilla business that will sustainably increase rural household income of 1.500 families through quality improvements, better standards, certification and new marketing channels
Sybase GMBH	1,200,000	To provide a "national mobile commerce gateway" in Zimbabwe that will provide functionality for payment, disbursement, banking and remittance services to the unbanked, semi-banked and banked populations
Progene Seeds Pvt Ltd	500,000	To multiply high quality cowpea seed on smallholder farms and make this commercially available to resource poor farmers to increase their yields and incomes
SABMiller Plc.	842,000	To introduce local sourcing of cassava instead of imported barley in a way that generates commercial value for SABMiller's brewery in Juba and also brings significant long term market opportunities for small scale farmers
Protrade Pvt Ltd	800,000	To establish a network of rural trading posts across the main crop growing areas of rural Zimbabwe linked to groups of contract growers and provide agri-inputs for sale as well as the purchase of agricultural commodities from the growers. The trading posts will establish account systems with growers using a smart card system for the purchase of inputs on credit, crediting crop sales, and allow users to make withdrawals and deposits
Coopers Zimbabwe (1992) (Pvt) Ltd	460,000	The project will put in place a new business model that involves setting up 50 container stores from which Coopers' Agents will sell animal health products on a commission basis
Makera Cattle Company	610,000	Pedigree bulls will be loaned to rural herds with the aim of improving the quality and quantity of the rural herds. The steers that result from the breeding project will be bought by Makera at fair market value; they will then be fattened at feed lots and auctioned to abattoirs.
Kaite Pvt Ltd	500,000	To increase KAITE's production of certified, organic, essential oils and herbs for export from small farmers. KAITE will provide small farmers with basic inputs (seed) and intensive extension and training services; and provide access to small scale irrigation equipment (treadle pumps), solar driers and small scale distillation units
Paperhole Investments (Pvt) Ltd	800,000	To leverage National Foods' massive national silo and storage infrastructure (some 22 depots across the country) in order to establish Agri-Hubs which will serve to provide market access for smallholder farmers across all growing areas of Zimbabwe.
Kencor Management Services (Pvt) Ltd	600,000	To establish "seed clubs" by grouping smallholders into viable units and working closely with them to ensure proper crop husbandry. Through this extension advice and provision of inputs the smallholders should achieve adequate yields of high quality
CABS	500,000	CABS, a retail bank with the largest rural outreach in Zimbabwe, will acquire a cellphone banking package which will physically interface with customers (for cash transactions) at its existing network of 341 branches and agents
Northern Farming	700,000	To provide a 'total production/marketing package' to both smallholder and commercial farmers at affordable prices for the production of food crops - maize, soya, beans and wheat (where irrigation is available)
Sondelani Ranching	750,000	To establish a state of the art tomato processing plant on the outskirts of Bulawayo in Matabeleland and to then contract small scale farmers to grow high yielding tomatoes for the plant
Real IPM	290,000	To develop, register, manufacture and commercialise three biological insecticides, (PlxyGV, HearNPV and SpexNPV), containing baculoviruses as the active ingredient against the three major lepidopteran pests in East Africa
OLAM	1,500,000	Establishment of an Integrated Rice project in Anambra State, Nigeria, encompassing a Farmer Outgrower Program and Rice Processing Mill.
Bennimix	440,000	To improve incomes for legume producers in Sierra Leone by linking them to Bennimix Supply Chain
Money Box Africa	1,500,000	To provide financial services to rural nomads and others in Northern Nigeria. Clients will be able to save, transfer and spend money through the use of mobile phones and cash out through a network of retail agents, banks and other financial institutions
Kettex (Pvt) Ltd	500,000	To create a sustainable commercial operation, called Feya Feya, to supply rural stores (10 km apart) with agriculture inputs and other supplies at competitive retail prices. The stores will sell inputs and will be used as procurement sites for commodities such as maize grown by farmers in surrounding areas
TOTAL AECF	15,551,573	

PRINCIPAL STAFF

(as of December 31, 2010)

CHAIRMAN'S OFFICE

Tesfai Teclé (Eritrea), PhD *Advisor to the Chair (Geneva Office)*
Li Ling Low (Malaysia) *Administrative Officer (Geneva Office)*

OFFICE OF THE PRESIDENT

Namanga Ngongi (Cameroon), PhD *President*
Franck Attere (Benin), PhD *Special Assistant to the President*
Richard Boadi (Ghana), LL.M. *General Counsel and Secretary to the Board*
Isaac Gichohi (Kenya) *Driver, President's Office*
Edwin Kamar (Kenya), MBA *Internal Auditor, (joined 01/09/10)*
Maggie Kamau-Biruri (Kenya), MPA *Program Officer, Resource Mobilization*
Pauline Kamau (Kenya), MBA *Executive Officer, President's Office*
Stella Kihara (Kenya), MA *Communications Officer, Communications Unit*
Diana Kimeria (Kenya), LLB *Executive Assistant, Internal Audit Unit*
Margaret Kroma (USA), PhD *Program Officer, Gender, joined on 01/12/10*
Dora Lumasia (Kenya), MBA *Executive Assistant, President's Office*
Akim Mbeche (Kenya) *Graphics & Publications Assistant, Communications Unit, joined 15/05/10*
Wambui Musalia (Kenya) *Program Assistant, Resource Mobilization & Innovative Finance*
Ann Mureithi (Kenya), BA *Executive Assistant, Communications Unit*
Sylvia Mwichuli (Kenya), MA *Director of Communications and Public Affairs, joined on 25/11/10*
Judith Naibei (Kenya), BSc *Librarian, Communications Unit*
Barbara Noseworthy (USA), BSc *Senior Resource Mobilisation Officer, left on 15/06/10*
Alma Redillas-Dolot (Philippines), BSc *Head, Internal Audit Unit*

OFFICE OF THE VICE PRESIDENT, POLICY AND PARTNERSHIP

Akinwumi Adesina (Nigeria), PhD *Vice President for Policy and Partnerships (P&P)*
Nixon Bugo (Kenya), MBA *Program Officer, Innovative Finance*
Joan Kagwanja (Kenya), PhD *Program Officer, Policy*
Augustine Langyintuo (Ghana), PhD *Program Officer, Policy*
Eva Maina (Kenya), BA *Executive Assistant, to Vice President Policy & Partnerships, joined on 22/02/10*
Maria Mulindi (Kenya), MA *Associate Program Officer*
Linda Mwakugu (Kenya), MA *Program Assistant, joined on 01/02/10*
Grace Obuya (Kenya), MA *Executive Assistant, Africa Green Revolution Forum, joined on 01/11/10*
John Wakiumu (Kenya), MBA *Program Officer, Innovative Finance*
Nega Wubeneh (Ethiopia), MSc *Program Officer, Policy*

STRATEGY MONITORING AND EVALUATION

Tobias Takavarasha (Zimbabwe), PhD *Director, Strategy, Monitoring & Evaluation (M&E) left on 31/05/10*
Samuel Amanquah (Ghana), MSc *Program Officer*
Barbara Bamanya (Uganda), MSc *Program Officer*
Laetitia Ako E. Kima (Cameroon), PhD *Program Officer, Extension Support Function left M&E on 08/07/10; joined SHP on 01/08/10*
Richard Mwanza (Malawi), MA *Program Officer, Strategy & Proposal Development moved to Program Support Unit 01/10/10*
Susan Ndungu-Mugo (Kenya), BA *Executive Assistant to M&E Director*
Josephine Njau (Kenya), BA *Program Assistant*
Emmanuel Rutsimba (Rwanda), MA *Program Officer*

PROGRAM FOR AFRICA'S SEED SYSTEMS (PASS)

Joseph DeVries (USA), PhD *Director, Program for Africa's Seed Systems (PASS)*
Everlyn Anfu (Ghana), BA *Program Assistant*
George Bigirwa (Uganda), PhD *Program Officer, Seed Production & Dissemination*
Jane Ininda (Kenya), PhD *Program Officer, Crop Improvement & Farmer Variety Adoption*
Issoufou Kapran (Ghana), PhD *Program Officer, Seed Production & Dissemination*
Sheila Keino (Kenya), BA *Executive Assistant to PASS Director*
Rufaro Madakadze (Zimbabwe), PhD *Program Officer, Education & Training*
Kehinde Makinde (Nigeria), PhD *Program Officer, Agro Dealer Development*
Mulemia Maina (Kenya), BEd *Program Coordinator*

Fred Muhhuku (Uganda), MSc	<i>Program Officer, Agro Dealer Development</i>
Susan Mwachi (Kenya)	<i>Program Assistant</i>
Regina Richardson (Ghana), MBA	<i>Program Assistant</i>
Aboubacar Toure (Mali), PhD	<i>Program Officer, Crop Improvement & Farmer Variety Adoption</i>

MARKETS ACCESS PROGRAM

Anne Mbaabu (Kenya), MSc	<i>Director, Markets Access Program</i>
Emma Kambewa (Malawi), PhD	<i>Program Officer, joined on 19/08/10</i>
Matiyéydou Konlambigue (Togo), MA	<i>Program Officer, joined on 04/04/10</i>
Stephen Njukia (Kenya), MSc	<i>Senior Program Officer</i>
Wanjiku Njugi (Kenya), BA	<i>Executive Assistant to Markets Director</i>
Mellyne Ongang'o (Kenya), MBA	<i>Program Coordinator</i>

SOIL HEALTH PROGRAM (SHP)

Bashir Jama (Kenya), PhD	<i>Director, Soil Health Program (SHP)</i>
Caroline Adala-Oremo (Kenya), MEd	<i>Executive Assistant to SHP Director</i>
André Bationo (Burkina Faso), PhD	<i>Senior Program Officer and Director of Accra Office</i>
Argent Chuula (Zambia), MBA	<i>Program Officer, Fertilizer Business Development</i>
Rebbie Harawa (Malawi), PhD	<i>Program Officer, Soil Health Research & Extension</i>
Abednego Kiwia (Kenya), MPhil	<i>Program Coordinator</i>
Amatevi Klutse (Togo), MSc	<i>Program Officer, Fertilizer Business Development</i>
Marie Rarieya (Kenya), PhD	<i>Program Officer, Soil Health Training</i>
Dorothy Shivere (Kenya)	<i>Program Assistant – Soil Health & Markets Units joined on 01/07/10</i>
Mary Tekyi-Ansah Yaodze (Ghana), MA	<i>Program Assistant, joined on 15/04/10</i>

OPERATIONS DEPARTMENT

Kwame Akuffo-Akoto (Ghana), BSc, FCCA	<i>Chief Operating Officer (COO)</i>
Pamela Abuoga (Kenya)	<i>Human Resources Assistant</i>
Victor Agasiba (Ghana)	<i>General Services Assistant</i>
Beryl Agengo (Kenya)	<i>Administrative Assistant</i>
Francis Amoah (Ghana), BCom	<i>Administrative & Finance Officer</i>
Irene Amoh (Ghana), BSc	<i>Assistant Administrative Officer</i>
Vuhya Amulyoto (Kenya), MBA	<i>Human Resources and Administration Manager</i>
Peter Boakye-Oduro (Ghana)	<i>Driver/Office Assistant</i>
Johnson Bor (Kenya)	<i>Communications Assistant</i>
Esther Daud (Kenya)	<i>General Services Assistant, joined on 01/03/10</i>
Genevieve Deamesi (Ghana), BSc	<i>Executive Assistant</i>
Esther Gepi-Attee (Ghana)	<i>Communications Assistant</i>
Eunice Kagiri (Kenya), BA	<i>Grants Assistant</i>
Nancy Kedogo (Kenya)	<i>General Services Assistant</i>
Bridget Kiptanui (Kenya), BA	<i>Financial Accountant, joined on 04/01/10</i>
Sylvester Kisonzo (Kenya), MSc	<i>Information Technology Services Manager</i>
Angela Maina (Kenya), BSc	<i>IT Support Technician, joined on 01/03/10</i>
Salome Mirenja (Kenya)	<i>Communications Assistant</i>
Peter Muigai (Kenya)	<i>Driver/Office Assistant</i>
Ignatius Mutula (Kenya), MBA	<i>Grants Manager</i>
Jacinta Mwithaga (Kenya), BA	<i>Grants Associate</i>
Caroline Njeru (Kenya), BEd	<i>Executive Assistant to the COO</i>
Loice Njiru (Kenya), BEd	<i>Systems Accountant</i>
Duncan Obudho (Kenya)	<i>Driver/Office Assistant, joined on 15/05/10</i>
Jared Odhingo (Kenya)	<i>Finance Manager</i>
Kofi Osei-Bonsu (Ghana)	<i>Driver/Office Assistant</i>
Everlyn Owendi-Ezeoha (Kenya), BA	<i>Administrative Officer</i>
Viscard Ronoh (Kenya)	<i>Protocol & Liaison Assistant</i>
Benard Siro (Kenya), MBA	<i>Accountant</i>

SPECIAL INITIATIVES

André Dellevoet (The Netherlands), MSc	<i>Executive Manager, Africa Enterprise Challenge Fund (AECF)</i>
Joan Abila-Oballa (Kenya), MBA	<i>Executive Officer, AECF Unit</i>
Hiroshi Hiraoka (Japan)	<i>Coordinator, Coalition for African Rice Development (CARD)</i>
Caroline Bwire (Kenya), BA	<i>Executive Assistant, CARD Unit</i>





“Efficient agricultural value chains and markets will help unlock the full potential of smallholder farmers. Human capacity and physical infrastructure must be ramped up, and we pledge ourselves to work with key partners to ensure that markets are not a limiting factor in the Green Revolution.”

Namanga Ngongi
President,

Alliance for a Green Revolution in Africa (AGRA)



Alliance for a Green Revolution in Africa

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