

AGRA Burkina Faso Operational Plan



Updated November, 2017

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List of Acronyms



AfDB	African Development Bank
AGRA	Alliance for a Green Revolution in Africa
CNS	Comite National des Semences
CONACE	Comite National de Controle des Engrais
EU	European Union
IDB	Islamique Development Bank
FAO	Food and Agriculture Organization of UN
MAAH	Ministere de l'Agriculture et des Amenagements Hydrauliques
PAFASP	Programme d'Appui aux Filieres Agro-Sylvo-Pastorales
PASANAD	Programme d'appui a la Securite Alimentaire et Nutritionnelle, a l'Agriculture Durable et a la Resilience
PCESA	Programme de Croissance Economique dans le Secteur Agricole
PDA	Program de development agricole
PNDES	Plan National de Développement Economique et Social
PNIA	Programme National d'investissements Agricoles
PNSR	Programme National du Secteur Rural
PROFIL	Project d'appui aux Filieres Agricoles
SDR	Strategie de Developpement Rural
SP/CPSA	Secretariat Permanent de Coodination des Politiques Sectorielles Agricoles
SCADD	Strategie de Croissance Acceleree du Developpement Durable
USAID	United States Agency for International Development
WB	World Bank

Executive Summary



Over the last decade, Burkina Faso has taken steps to accelerate its agricultural development, leading to an impressive 7.2% annual growth rate in production between 2005 and 2012. Such developments have been supported by several key structural reforms made by government, as well as interventions supported by development agencies. Government expenditure on agriculture has been above 10% (target as per the Maputo declaration) in the past few years, although much of this investment has focused on cotton. The country's agricultural GDP growth rate stands at 5.3% which is largely driven by cotton and sugar.

However, the country still faces significant sector challenges - staple crop productivity is low at 1MT/ha due to the negative climate change effects, poor soils, limited use of quality inputs and ineffective extension services. The Rural Investment Plan phase II (PNSR II) currently under development and that includes agricultural sector, reflects the government's desire to revitalize the rural economy through decentralized planning and decision making processes.

AGRA strategy prioritizes initiatives that complement the work of government and build on its previous investments, and inherent strengths to increase smallholder farmers' income and food security. The strategy draws heavily from lessons learned from AGRA's past investments totaling ~\$21.5 million in Burkina Faso agriculture in research and capacity building, input systems development, market development and policy. AGRA's strategy emphasizes gender inclusive transformation through gender integrated approaches to drive equitable access to inputs, finance and agriculture education.

At the national level, AGRA will in the short term support the finalization of the PNSR-II and the ongoing decentralized planning process for this National Agricultural Investment Plan (PNIA), particularly strengthening capabilities to attract foreign direct investment. Medium and long-term country support interventions may include support to the government to roll out an e-extension program, strengthen the national seed and fertilizer systems, develop a national resilience plan, reform the existing input subsidy program, and enhance accountability systems.

- In addition, AGRA will support the following systems and farmer level initiatives in high production areas:
 - Enhance off-taker partnerships between processors, traders and producers that lead to assured markets and sustained adoption of inputs along the cotton belt
 - Improve seed system and fertilizer supply chains that enable farmers to have access to affordable and quality input as well as extension services in a timely manner in Centre-Est and Centre-Ouest

AGRA-supported initiatives in Burkina Faso are expected to **directly impact 837,000 farmers over the next 5 years**, while **indirectly impacting another 1.9 million farmers**. The cost of this plan is estimated to be **\$38.5 million**

Burkina Faso's Agriculture Context

Burkina Faso's Agricultural agenda is shaped by a few macroeconomic and contextual factors



1

- **On average, Burkina Faso's GDP grew by 5.5 % between 2008 - 2015, with agriculture growing at 3.3% per year and accounting for about 34%¹ of GDP**
- Other sectors contributing to the GDP are industry sector 25.7% and manufacturing sector 51.5%. Key industries are mainly in the mining sector (gold), services and construction.
- The country has a population of 18.1 M growing at a rate of 3.1% with about 70.1% living in rural areas. %.
- About 82% of population employed in agriculture.
- National poverty headcount stand 40.1% while in the rural areas is 47.5%.
- GDP per-capita remains one of the lowest in the world; according to the UNDP Human Development Index, and in 2012 the country ranked 185th out of 188 countries.
- Women comprise 52% of production labour force in Ag but most inputs are used on plots controlled by men

3

- **Key challenges to the sector**
- Arable land, 9 M ha (46% used), irrigable land 233,000 ha (12-14% used), lowlands 500,000 ha.
- Yields are low and limited use of fertilizer/ improved seeds is a major factor. Yield gaps: Maize: 2-3T/ha (50%), Sorghum: 1t/ha (50%), Rice: 1-2 t/ha and Cowpea: 1-1.5 t/ha.
- Low adoption rate of certified seeds of improved varieties, at around 12%; limited supply of fertilizer blends that are suitable for a given crop-soil combination
- The 2 Northern Sahelian zones are more susceptible to climate change and there are notable differences in food access and poverty levels between regions due to differences in production potential and road infrastructure.
- Agriculture is mainly rain fed despite climatic challenges
- high cost of borrowing and few Agriculture focused products due to un-favourable risk assessments

2

- **The government is committed to agriculture as articulated in the revised agriculture strategy SDR and recently adopted overall economic and social strategy (PNDES).**
- The 3rd component aims to develop a productive and resilient agriculture, more market-oriented, and a competitive industrial sector with a high added value.
- The target indicators are, from 2015 to 2020: increase the productivity by 50%, increase the commercialization rate of products by 37.5%, increase the processing rate by 25%.
- Priority staple commodities under PNSR are : Rice, Maize, Millet, Sorghum, Fonio and vegetables; Priority cash crop is cotton but sesame is also growing

4

- **The gov. has consistently met its AU Maputo commitment by allocating approx. 14% in 2011 – 2015 and >10% in prior years)**
- The economy is highly vulnerable to external shocks, both climatic and economic, including food and fuel price volatility
- Major donors are EU, WB, AfDB, IDB.
- **Foreign direct investment and debt situation:** Foreign Direct Investment (FDI) to GDP is 1.57%. Total debt to GDP stands at 28.3%-Inflation is low at 2%,

Burkina Faso Government agriculture strategy



PNDES, the overall economic and social development strategy for Burkina Faso has been adopted in 2016 with its component 3 focused on agriculture development. The rural investment plan (PNSR II) is being developed and will be linked to the rural development strategy, SDR (Strategie de Developpement Rural 2016-2025) that includes an agriculture strategy. This strategy aims to improve sustainable **food security through increased agricultural, pastoral, fisheries, forestry and wildlife production**; based on improved productivity, **increased incomes due to greater integration to market and diversification of activities** in rural areas. PNSR II will retain the main components of PNSR I.

Description

Core objectives

- Increase the supply of agricultural products to feed the growing Burkina population (projected to be 21.5 million people in 2020).
- Support inclusive economic growth and poverty reduction by fostering market-led agricultural production and diversification

Priority investment areas & crops

- Access to market : processing and development of VC
- Governance of rural sector
- Strengthening capacities of all stakeholders
- Agricultural training centers in the 5 agro-ecological zones (Lycees agricoles)

Major investments

- Program de developement agricole (PDA) funded by GIZ (rice, sesame value chains and PPP development)
- Project d'appui aux Filieres Agricoles (PROFIL) funded by IFAD (cowpeas, sesame, onions)
- PAFASP funded by World Bank (maize, cowpeas, onions, cotton)
- PCESA funded by DANIDA (cow pea, maize)
- PASANAD funded by EU (including TA to MAAH)

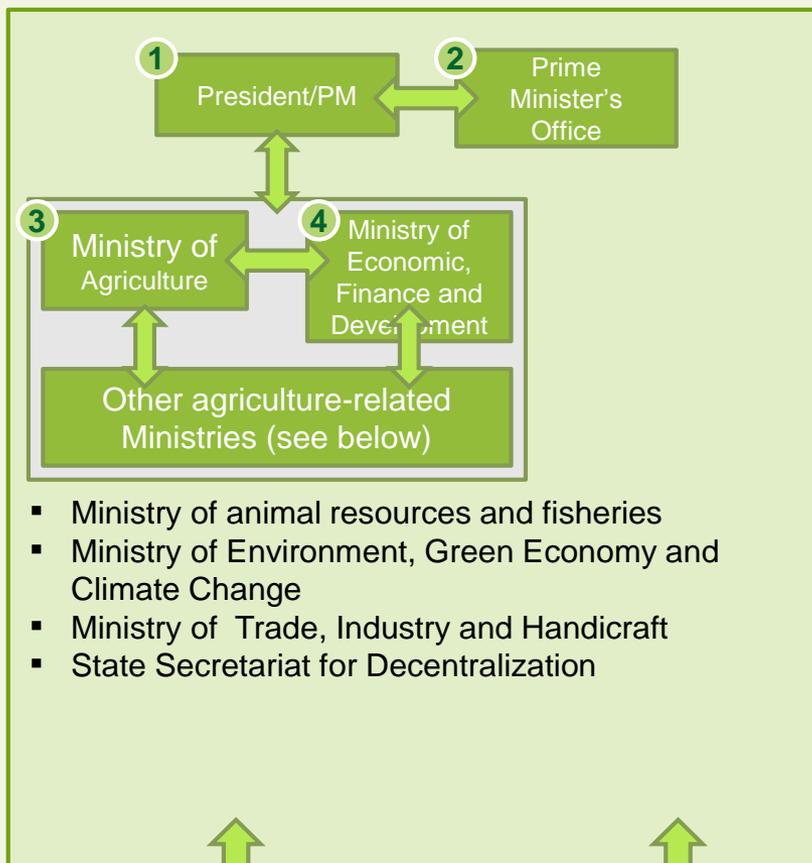
Government Resourcing

- Budget allocated to agriculture=14% of total budget
- Expenditure in agriculture: USD 431.2 million in 2013
- PNDES adopted and donors committed to support Euro 12.5 Billion (half of the budget); PNSR II under development through a decentralized planning approach (innovation)
- 20% of the budget allocated to agriculture comes from internal revenue (tax and non-tax) while 80% comes from external sources (loans and grants)

Sector governance is within the purview of the Ministry of Agriculture with coordination under SP/CPSA



National agriculture agenda



- Ministry of animal resources and fisheries
- Ministry of Environment, Green Economy and Climate Change
- Ministry of Trade, Industry and Handicraft
- State Secretariat for Decentralization

Institutional arrangement and responsibilities

- 1 **President**
 - Overall in charge of setting country strategic direction and priorities

- 2 **Prime Minister's Office**
 - Head of government, coordinates government action, determines duties of the members of the Government.

- 3 **Ministry of Agriculture and Hydraulic Management**
 - Develop and implement GoBF policies on Agriculture
 - Sub-sectors: Hydraulic
 - Constraints to strategy deployment: NAIP not yet finalized and full funding not assured

- 4 **Ministry of Economic, Finance and Development**
 - Authority over agriculture budgets and spending
 - Allocate resources to all sectors of the economy including Agriculture
 - Develop and implement financial sector policies

- 5 **Donors**

Lead development partner for donor working group: USAID; other members are FAO, EU, WB, AfDB, UNDP, GIZ, IDB, **GIZ, KfW**

- 5 **Secretariat Permanent de Coordination des Politiques Sectorielles Agricoles (SP/CPSA)**
 - Coordinating rural sector investment plans from
 - Ministry of agriculture,
 - Ministry of animal resources and fisheries
 - Ministry of environment, Green Economy and Climate Change
 - Liaising with donors (Partenaires Techniques et Financiers –PTF)
 - Champion the decentralization of PNSR
 - Coordination the Agriculture sector working group and inter-ministerial coordination in the sector

Despite strong political commitment food security remains low in part due to Burkina Faso's vulnerability to external shocks



Opportunities for sector transformation may lie in prioritizing areas that have the most impact on food security and support the country in planning, coordination and resource mobilization

Strengths

- Agriculture value added has grown at the rate of 7.2% per annum³, exceeding the overall GDP growth rate. (however this growth declined to ~3%⁴ in 2012)
- Indication of strong political will - Government expenditure on agriculture has exceeded the Maputo target
- Implementation of well-planned and donor supported programs (e.g. SCADD¹ and PNSR²)

AND

Opportunities

- High yield gaps (<25% of potential yields) in staples
- Lack of access to markets and high post-harvest losses (>25%)
- Low use of inputs, e.g. 12% farmers use certified seeds; fertilizer use at 11 kg/ha vs. the target of 50 kg/ha
- Limited lending to the agriculture sector (5% of the total lending)
- Low use of mechanization and water management leading to low performance in e.g., rice
- Climate change and low levels of resilience

Sector strategy, governance and coordination

Strengths

- Strong political will to drive transformation – target of 14.7% sector growth
- Adoption of a new economic and social Development strategy in 2016
- Second phase of PNSR (PNSR II) under development with an objective of decentralization

AND

Opportunities

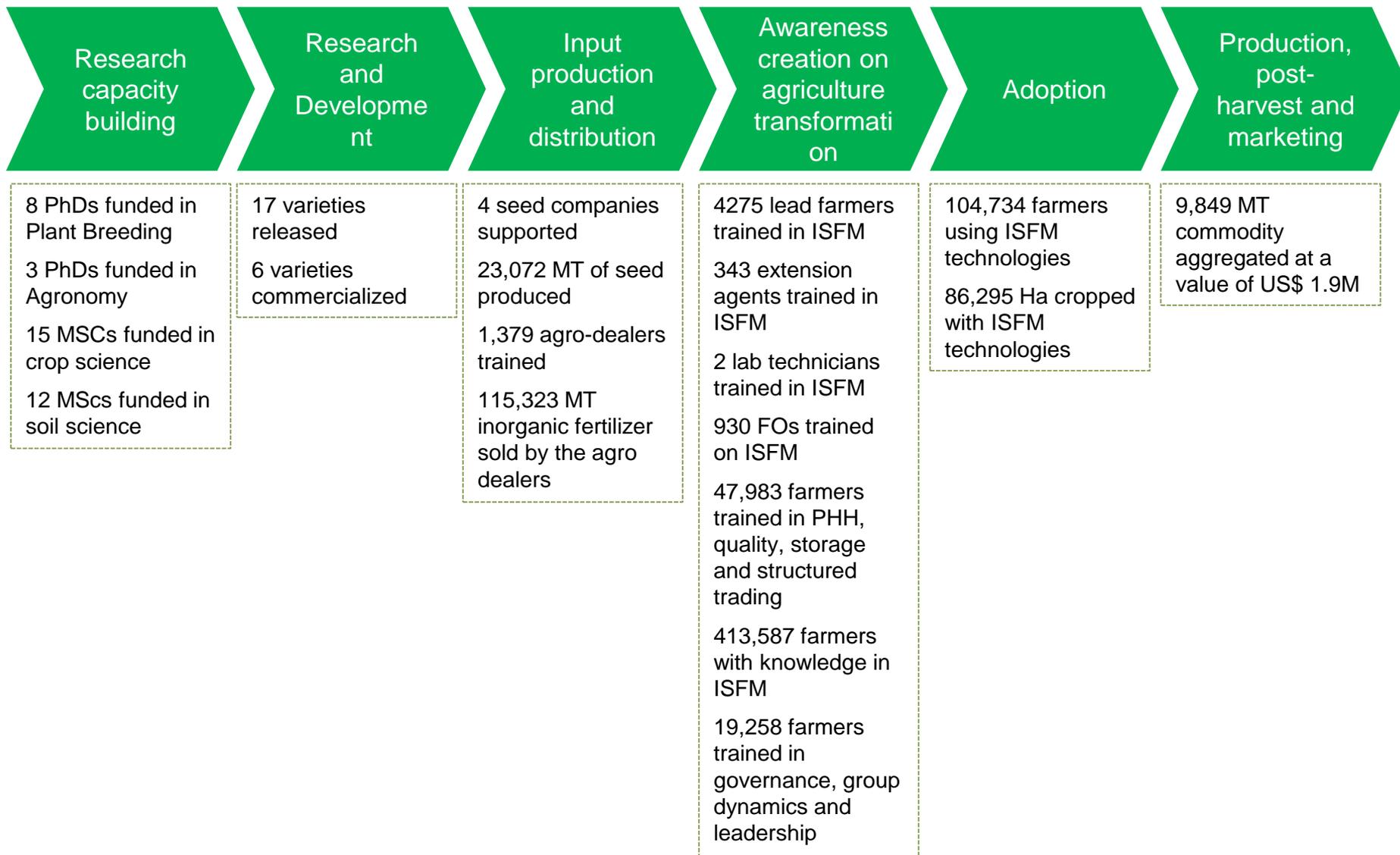
- Limited capacity for planning and coordination
- Limited capacity to mobilize resources to fund flagship projects

Lessons AGRA has learned from its investments in Burkina Faso

Over the last decade, AGRA has invested over \$21.5 million in Burkina Faso and contributed to sector development...



Value of grants: US\$ 21.5 M, Cumulative 2007 - 2015



...and learned a number of lessons on developing agriculture systems that are driving future programming and investments



Coordination and Enablers

- Importance of political commitment to drive inclusive growth: Burkina Faso has consistently invested more than 10% of public expenditure into agriculture development and experienced sector growth.
- Importance of coordination and leverage: AGRA's investment represents less than 1% of the total agricultural investments. Increased engagement with government, private sector players and institutional partners at the country-level can increase investment in the sector, influence prioritization of funds flow and can also create market-enhancing mechanisms for sustaining agricultural growth

Systems Development

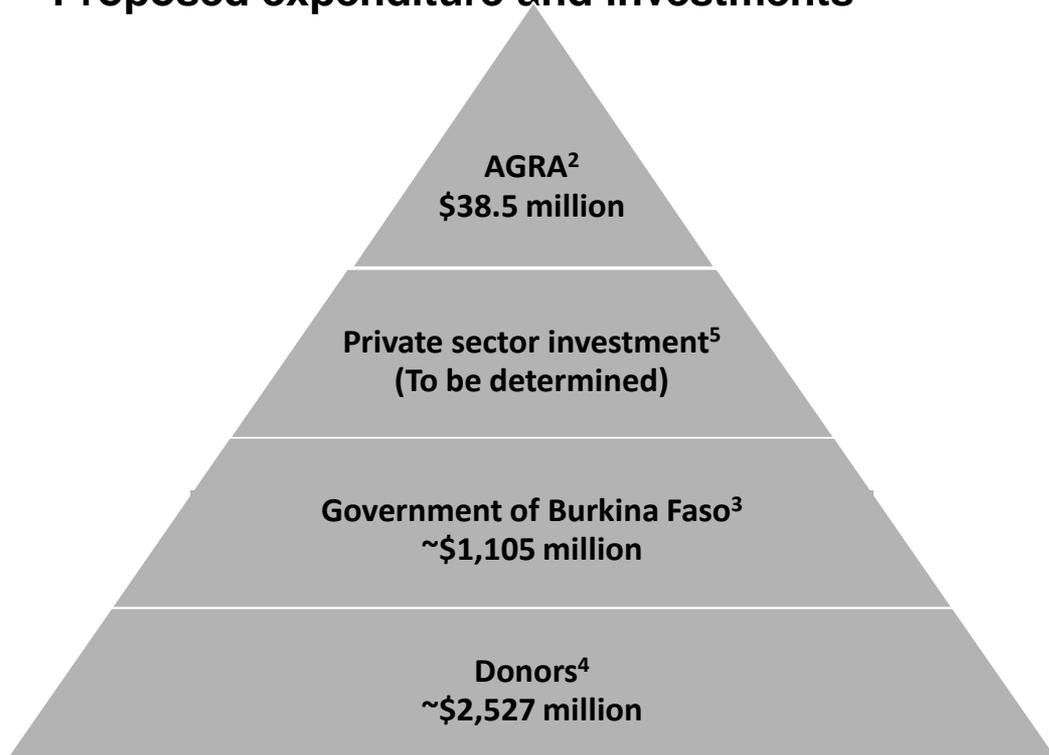
- On technology adoption - Development of technology must be accompanied by a robust commercialization plan and supportive and complementary institutional innovations and market linkages. Out of 17 varieties released in Burkina Faso only 6 were commercialized i.e.~30% compared to an AGRA total of ~69% (AGRA overall 531 varieties released and 370 commercialized).
- Adoption is driven by access: Input supply developed increased the number of trained agro-dealers from 200 to 1000 allowing them to be close to farmers, to sell quality product and so increasing the use of fertilizers.
- Structured buyers prefer working with aggregation centers as they enforce quality standards and provide an opportunity to purchase marketable surpluses in large quantities. Produce aggregation and collective marketing increases sales by improving the quality of commodities. Even though aggregation adds to the cost of transportation and storage, the extra expense is usually compensated for by higher prices. In Burkina Faso, 45 aggregation centers have been developed and 20.000 farmers gained access to PHL technologies, increasing the volume of produce from 805 MT to 3,820 MT.
- The percentage of crops lost to post-harvest spoilage dropped 10% when farmers were trained and accessed better storage facilities, compared with a reduction of just 3-4 percentage point when just one of these two interventions was provided.

These lessons culminate in a critical recognition that AGRA's funds are insufficient to drive transformation in Burkina Faso



AGRA recognizes that with \$38.5 million its investments are < 1% needed of what is needed to drive an inclusive agriculture transformation in Burkina; therefore going forward, AGRA will selectively invest where it sees opportunities to be catalytic

Proposed expenditure and investments¹



- AGRA's strategic vision in Burkina Faso can only be achieved through strong partnerships with other players in Burkina Faso
- AGRA will prioritize interventions that catalyze and complement funding committed by the Government and donors
- As such, AGRA is committed to:
 - Alignment with Government priorities and programs
 - Boosting government capacity for strategic planning and implementation
 - Participating in and supporting government coordinating mechanisms
 - Committing resource to catalytic system development that allow for scale known models and technologies

1: Figure not drawn to scale

2: Proposed country investments for country strategy 2017 - 2021

3: FAOSTAT 2014 data flat-lined for 5 years

4: Official Development Assistance (ODA) flows, Other Official Flows (OOFs) and Private Grant/Flows reported by donor countries, multinational organizations and private entities to OECD DAC Directorate for all purposes related to agriculture except forestry and general environment protection

5: Exact estimates for private sector investment are unknown and therefore conceptual

SOURCE: FAOSTAT; ReSAKKS; AGRA analysis

AGRA's Strategic Choices and Operational Plan

Having worked in Burkina Faso over the last 10 years, AGRA and partners have built an asset base in technologies, partnerships and models that if scaled can have significant impact on the status of inclusive agriculture in Burkina Faso. AGRA's new strategy seeks to bring all of these elements together and contribute to the National strategy

Burkina Faso's vision for Agriculture (rural) development

Burkina Faso's SDR (Strategie de Developpement Rural 2016-2025) aims to improve sustainable food security through increased agricultural, pastoral, fisheries, forestry and wildlife production, based on **improved productivity, increased incomes due to greater integration to market and diversification of activities in rural areas.**

Improving food security and sovereignty

Increasing income for rural communities

Sustainable development of natural resources

Value chain coordination and development of market information systems

Developing partnerships among rural actors



AGRA's strategy for Burkina Faso

To catalyze and sustain inclusive agriculture transformation in Kenya by contributing to

- 1) the government's need to develop a robust sector strategy, effectively mobilize resources and run a strong Agriculture sector with effective coordination and implementation capabilities;
- 2) Strengthening the Agriculture sector delivery systems for improved productivity and marketing of produce to impact incomes and improve food security for at least 2.7 million smallholder households

AGRA's approach in Burkina Faso will focus on Country Support and policy engagement and support to value chains and market systems development



AGRA believes that in Burkina Faso there is room to drive scale through: a) a well planned and coordinated approach to planning, implementation and coordination of resources in the public domain and, b) working with private sector to build systems that improve access and drive sustainability

1) Country Support and Policy Engagement

- Enhanced sector evidence based planning and analytics - Support the finalization of the PNSR-II and the ongoing decentralized planning process for this National Agricultural Investment Plan (PNIA)
- Enhanced sector coordination, implementation and accountability: Support the governance of PNSR II through a robust M&E system; strengthening capabilities to attract foreign direct investment.; Support the rolling out of an e-extension program; Support to reform the existing input subsidy program
- Support development of an enabling environment: e.g., Expand the micro-policy reform model to address broader set of enabling environment issues: Strengthen national seed and fertilizer quality control systems; Reform Warehouse Receipt System for agricultural products; Support the development of a National Resilience Plan

2) Input and Market Systems development

- Enhance off-taker partnerships between processors, traders and producers that lead to assured markets and sustained adoption of inputs along the cotton belt
- Improved and affordable financial services available for SMEs and farmers
- Improve seed system and fertilizer supply chains that enable farmers to have access to affordable and quality input as well as extension services in a timely manner in Centre-Est and Centre-Ouest
- Promote gender empowerment by using gender integrated approaches to drive access to inputs, extension and financial services for women farmers

AGRA has advanced discussions with the Government of Burkina Faso to define an initial package of support



- March 1-2, 2017 : AGRA met with Ministry of Agriculture officials & dev't partners (USAID, Canadian Embassy) on updates on AGRA's country strategy & validate selected interventions with partners.
- March 1 : At the request of the Minister, AGRA met with the Hon Minister for Agriculture & Hydraulic Management (Mr. Jacob Ouedraogo) + 2 General Directors on production and market (DGPV and DGPER) to discuss sector challenges. Some include access to inputs (including the improvement of the subsidy program), mechanization, investment in growth Poles, extension, support to the development of PNRSII among others. Agreed that a working group consisting ministry officials and AGRA would be formed to continue the discussions and clarify ideas for actions.
- March 30-31: AGRA team met with the DGPV, DGPER and SP/CPSA for further discussions on key areas of support

- The Government Strategy PNSR II and Plan PNIA are being reviewed & new plan is being developed and require support.
- Government noted that they could benefit from strengthening their accountability systems
- Further engagement with government may identify longer term engagement in support sector coordination etc

Process for developing support package is on-going:

- Discussions between the Minister and AGRA President provided high level guidance
- AGRA's regional office in West Africa and Burkina Faso country teams continue to engage with government to refine support package
- AGRA's current support on policy reforms provides a good basis for further policy support on specific policy issues

Not fully completed, continued engagement by AGRA's regional teams to define support package

Next steps

- AGRA is working with DGPV, DGPER and SP/CPSA to finalize concept notes that will define package of support likely including strategy advisory on sector plan development
- AGRA has hired an expert to provide advisory services on smart subsidies

- **Not done yet**

Country support initiatives



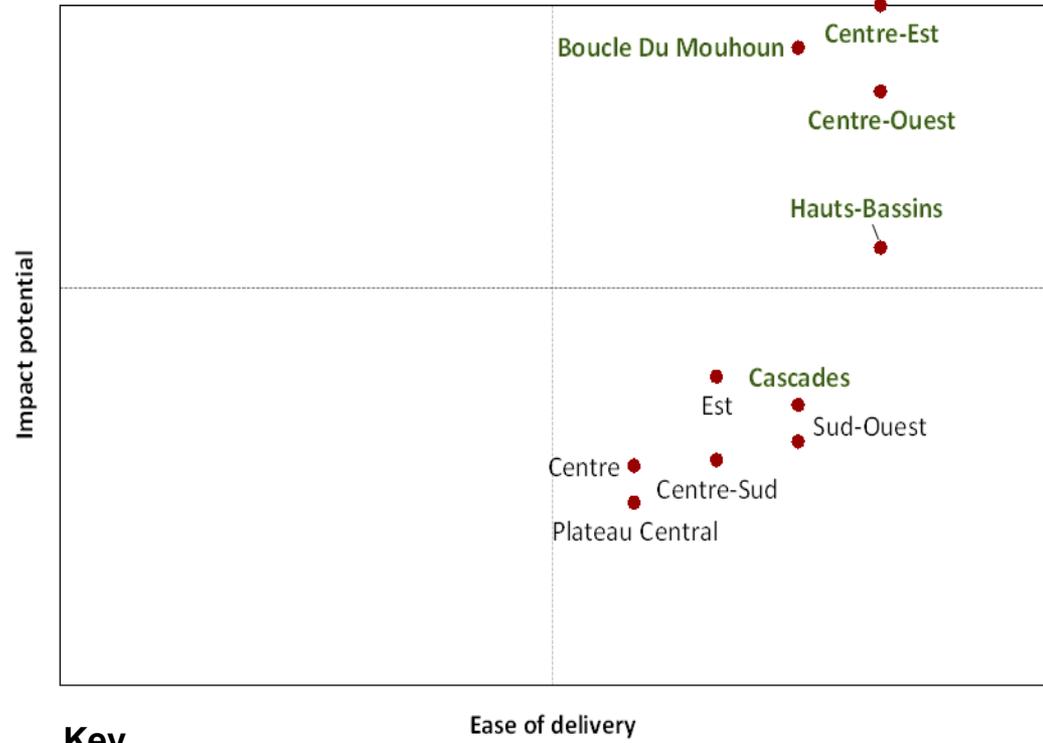
Leveraging AGRA's comparative advantage in supporting governments in building institutional capacity and creating a favorable environment for the private sector, AGRA will drive strengthened capacity for driving evidence based planning, implementation alignment between government bodies, increased coordination between MoA and external stakeholders, and an enhanced policy environment for private sector investments

Strategic engagement area	Indicative interventions	Potential partners	Link to results framework
Enhanced sector evidence based planning and analytics	Support the finalization of the PNSR-II strategy and the ongoing decentralized planning process for the PNIA (National Agricultural Investment Plan (PNIA))	MAAH, ECOWAS, FAO, GIZ	IO 8.1
Enhanced sector coordination	<ul style="list-style-type: none"> • Support the governance of PNSR II through a robust M&E system, communication strategy and staff capacity building under SP/CPSA • Support the rolling out of an e-extension program, • Strengthening the national seed and fertilizer systems • Support to reform the existing input subsidy program • TA to Ministry of Agric to enhance accountability systems 	SP/CPSA, CONACE, CNS, FAO, USAID, Islamic Development Bank, GIZ,	IO 1.1, 1.2, 8.1, 8.3
Support development of an enabling environment	<ul style="list-style-type: none"> • Expand the micro-policy reform model to address broader set of enabling environment issues • Strengthening national seed and fertilizer quality control systems; Reform Warehouse Receipt System for agricultural products, etc • Support the development of a National Resilience Plan 	MAAH, BMGF, USAID, World Bank, GIZ	CC 9, IO 1.1, 1.2

To deliver system and farmer level interventions, AGRA will prioritize regions with high potential impact



Prioritization of regions



Key
Primary regions
Secondary regions

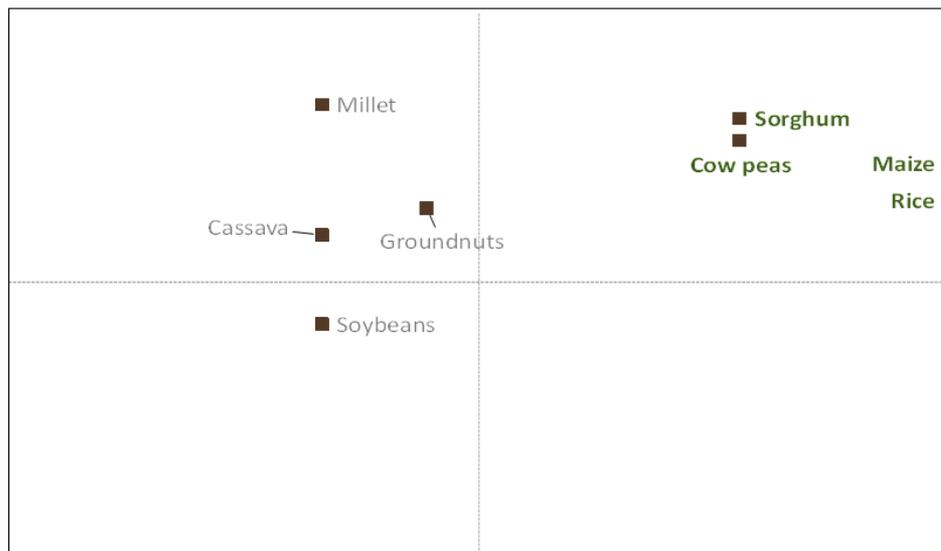
- Scoring criteria (equally weighted)
- Impact potential - Number of farmers; Expected future demand (High/ Medium/ Low)
 - Ease of delivery - Focus from the government, donors and private sector (High/ Medium/ Low); AGRA capabilities and past investments (High/ Medium/ Low)

AGRA will target 837,000 farmers in the primary regions and 1.9 million farmers in the secondary regions

Within these regions, AGRA will focus on three primary crops and two secondary crops



Scores of crops



Key

Primary crops

Secondary crops

Scoring criteria (equally weighted)

- Impact potential - Number of farmers; Yield gap (%); Expected future demand (High/ Medium/ Low)
- Ease of delivery - Focus from the government, donors and private sector (High/ Medium/ Low); AGRA capabilities and past investments (High/ Medium/ Low)

Maize

- **Impact potential:** 76% of all farm households are involved in rain-fed maize production. Maize is in high demand, both domestically and for export. It is also an important food security crop, providing 16% of total food intake.
- **Ease of delivery:** AGRA has investments in maize seed varieties; 12 varieties released, private (breweries and poultry as off takers)

Rice

- **Impact potential:** Rice is a major priority for Burkina Faso. Demand is increasing rapidly, particularly in urban areas. Annual rice consumption per capita in urban areas often runs as high as 50 kg. This trend is expected to grow with population growth and urban migration.
- **Ease of delivery:** More than ten varieties are grown simultaneously in all three systems of rice production (irrigated, lowland and upland). The country has good irrigation infrastructure for rice.

Cowpeas

- **Impact potential:** Commonly produced in pure but also intercropped with maize for nitrogen fixing to improve soils; important for nutrition; The country produces a surplus of this uniquely African grain legume. Up to 65% of all Burkinabe cowpea is sold and approximately half is exported, principally to Nigeria.
- **Ease of delivery:** Potential to package interventions in maize and cowpeas. Strong AGRA assets - released several new varieties and commercialization of some such as Komkale and Niezwe.

Sorghum

- **Impact Potential:** Produced by half of all households in regions and 71% is white varieties. White sorghum covers 70% of the land cultivated in the Guinea Savannah Zone. It is primarily used as a food crop.
- **Easy of Delivery:** New varieties with greater potential are under development by INERA with support from AGRA. AGRA supported promotion of fertilizer microdose for improving soil fertilizer for sorghum

Meanwhile, major donors and private sector companies are focused on the cotton belt, Centre-Est and Centre-Ouest mainly in rice, maize, cow pea and sorghum.

Not Exhaustive



	Seed supply & research	Fertilizer supply & research	Other ag. inputs	Infrastructure	Extension	Farmer organization	Agrodealers	Market linkages	Post-harvest management, quality and standards
Haut-Bassins									
Boucle du Mouhoun									
Cascades									
Centre Est									
Centre Ouest									
National & regional policy									
Agricultural finance									
Human & institutional capacity									

Majority of donor programs are coordinated through the Minister of Agriculture, e.g., warehousing, fertilizer, and are coordinated by PTF

Challenges exist across the country, but AGRA will selectively intervene where it can generate the greatest impact



- Not a challenge; or, outside AGRA's core focus areas
- Challenge area; effective partners already present or intend to intervene in alignment with AGRA's Theory of Change
- Challenge area; partners already present or considering entering; AGRA's expertise/influence could guide more effective or scaled interventions
- Challenge area; partners not present



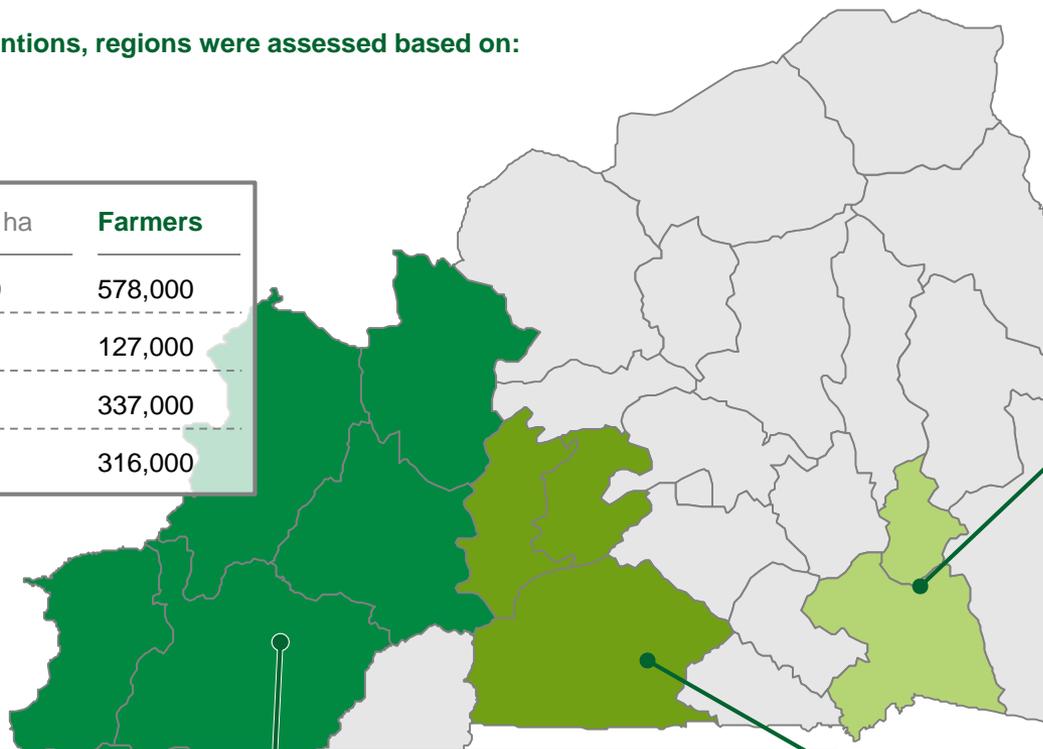
	Seed supply & research	Fertilizer supply & research	Other ag. inputs	Infrastructure	Extension	Farmer organization	Access to inputs	Market linkages	Post-harvest management, quality and standards
Cash crop regions ¹	Orange	Blue	Green	Green	Blue	Dashed box containing: Orange, Orange, Orange, Orange			
Centre-Est	Dashed box containing: Red	Orange	Green	Green	Orange	Red	Orange	Dashed box containing: Red	Orange
Centre-Ouest	Dashed box containing: Red	Orange	Green	Green	Orange	Red	Orange	Dashed box containing: Red	Orange
National & regional policy	Dashed box containing: Red, Red		n/a	n/a	Blue	Blue	Blue	Dashed box containing: Red, Red	
Agricultural finance	Orange	Orange	n/a	n/a	Blue	Dashed box containing: Orange, Orange, Orange, Orange			

Transformation at the farmer and system level can be driven by focusing on selected value chains in 5 regions

To prioritize interventions, regions were assessed based on:

- Possible impact
- Ease of delivery

Crop	Acreage, ha	Farmers
Maize	1,098,000	578,000
Rice	63,500	127,000
Sorghum	607,000	337,000
Cowpea	189,600	316,000



Centre-Est

- **376,000 farmers** focusing on rice, cowpea, and sorghum of which 50% is targeted and 62% to be impacted.
- Largest rice producer, with access to **the best organized irrigation scheme** (Bagre)
- **3%** of production is **marketable surplus** to be sold locally and in neighboring countries marketed
- Inconsistent/unpredictable weather patterns and poor soils
- Limited connectivity between private sector and SHFs to develop farmer groups

Cash crop belt

- **1.9M farmers** across 3 regions: Boucle du Mouhoun (750K), Hauts-Bassins (890K), and Cascades (319K) of which 50% is targeted and 62% to be impacted.
- Breadbasket for the country, with focus on rice, maize, cowpea, and sorghum
 - Accounts for 68% of the country's maize production
 - Rice producer with one of the biggest dam/irrigation schemes in Sourou
- **Widespread cotton growth** in **Boucle du Mouhoun and Hauts-Bassins** – resulted in improved cropping practices, increased use of quality inputs (seeds and fertilizer), and the highest presence of agro-dealers
 - Some sugar-driven growth in Cascades
- **Poor road infrastructure**
- **Marketable surplus** of more than **90%** above regional consumption

Centre-Ouest

- **388,000 farmers**, focusing on cowpea and sorghum of which 50% is targeted and 62% to be impacted.
 - Use only 5% country's improved seed volume (inputs)
- **Marketable surplus** of more than **75%** above regional consumption due to low demand in-region
- Unpredictable rains and high incidence of pest
- Lowest productivity and limited access to improved inputs

Cotton Belt Initiatives (Value chain development)



In the Cotton Belt , AGRA's interventions will be aimed at enhancing off-taker partnerships between processors, traders and producers that lead to assured markets and sustained adoption of inputs

Strategic choices	Indicative interventions	Potential partners	Approach to scaling	Results framework
Enhanced partnerships among off-takers and financial service providers to sustain investments in growth poles	Facilitate processors, independent aggregators, FBOs and financial service providers and other off-takers to develop assured output market and input credit schemes	Intervalle, local processors, NAFASO, CIPAM, Afrique Verte	Creation of PP partnerships where Off-takers SMEs and FBOs incentives are aligned including leveraging on the more structured cotton delivery systems will promote tighter and more efficient delivery systems for the cereals.	IO 5.1, 6.1, 6.2, CC 13
Improved and affordable financial services available for SMEs and farmers	Facilitate linkages between financial service providers and women's cooperatives to fund processing/parboiling equipment	RCPB, Coris bank, SOFIGIB	Supporting financial institutions to develop appropriate financial products for this segment cooperatives will provide opportunities for expanding business and acquiring assets	IO 6.1, 6.2, CC10
Improved and affordable financial services available for SMEs and farmers	Strengthen cooperative and SMEs delivery capacity by facilitating access to appropriate financial service providers products	UPPA-Nayala, UPRVS, Parboiling Rice Coopertaive of Sourou, RCPB, Coris bank, SOFIGIB	This initiative will be implemented in partnership with financial institution that plan to increase lending to the agricultural sector (e.g. Union des Caisses Populaire)	IO 6.1, 6.2, CC10
Improved capacities of local aggregators and SMEs	Facilitate access to appropriate threshing, cleaning and sorting equipment for FBOs and SMEs through matching grants and TA Provide TA and BDS to improve post-harvest handling and expand storage capacity for local, 'informal' aggregators	GRAD, SICAREX, CEAS	Provision of technical assistance to develop business cases for access to finance, develop business model for service delivery and integration of artisans/technology manufacturers in the key value chains will ensure that farmers have a sustained market for their produce	IO 3.2

Centre-Est and Centre-Ouest Initiatives (input systems development)



In the Centre-Est and Centre-Ouest AGRA's interventions will be aimed at improving seed system and fertilizer supply chains that enable farmers to have access to affordable and quality input as well as extension services in a timely manner

Strategic choices	Indicative interventions	Potential partners	Approach to scaling	Results framework
Improved seed system and fertilizer supply chains that enable farmers to have access to affordable and quality input as well as extension services in a timely manner	Support the production of seed and blended fertilizer by the provision of technical assistance to existing companies and facilitating access to finance needed to expand the production and marketing (especially seed company) in Centre Ouest and Centre Est	MAAH, NAFASO, FAGRI, AGROPRODUCTIONS	Self-sustaining business growth and ensuring economic viability for business expansion in the long-term. In addition, this initiative will leverage the increased demand for high quality and volumes through partnerships and platforms that bring together off-takers, producers, as well as financial institutions to upgrade key value chains	IO 1.1 , 6.1, 6.2
	Facilitate the improvement of seed companies' bankability and access to relevant financial products	NAFASO, FAGRI, AGROPRODUCTIONS, Coris Bank, Ecobank, RCPB	Key partnerships (commercial banks and development financial institutions) will support business operations and expansion through existing value chain actors	IO 1.1 , 6.1, 6.2
	Support INERA and strengthen public and private partnership to increase the production of early generation seed in Centre-Ouest (e.g., support acquisition of irrigation equipment to expand production into dry seasons)	INERA, regional research centers, MAAH, NAFASO, FAGRI, AGROPRODUCTIONS	This will include linkages between EGS producers, seed companies, and breeders to enhance seed demand projection, production planning and mobilizing finance from financial institutions	IO 1.1, CC 13
	Support awareness creation to use inputs (blended fertilizer, improved seeds, good agronomic practices including in-field water management) at farmer level	INERA, MAAH, USAID, BMGF, USAID	Engage both public and private sector extension providers, farmers cooperatives and use of IT eg mobile phones , video, radio, demonstrations will increase the dissemination rate	IO 1.1 , 6.1, 6.2

Country results framework and budget

Burkina Faso Results Framework



- AGRA's overall goal in Burkina Faso is to Catalyze and Sustain an Inclusive Agricultural Transformation to increase Incomes and improve Food Security of 837,000 smallholder farming households through strategic country support and government engagement coupled with a set of targeted catalytic downstream and systemic investments made through its alliance of partners.
- Agricultural transformation is defined as a **process by which farmers shift from highly diversified, subsistence-oriented production towards more specialized production** oriented towards the market or other systems of exchange, involving a greater reliance on input and output delivery systems and increased integration of agriculture with other sectors of the domestic and international economies.
- Burkina Faso's goal and objectives are directly contributing to the SDG two of ending hunger, achieving food security and improved nutrition and promoting sustainable agriculture. AGRA is equally committed to implementing interventions that are contributing to the AU Malabo declaration, aligning the Burkina Faso Results Framework with the CAADP framework .
- To achieve its ambitious goal, AGRA seeks to contribute to four inter-related and inter-dependent objectives: 1) Increased staple crop productivity for smallholder farmers, 2) Strengthened and expanded access to output markets, 3) Increased capacity of smallholder farming households and agricultural systems to better prepare for and adapt to shocks and stresses, and 4) Strengthened continental, regional and government multi-sectoral coordination and mutual accountability in the agriculture sector. Interventions in Burkina Faso will contribute directly to 7 of the 8 overall AGRA Primary Outcomes, all the five cross-cutting outcomes and directly contribute to most of the overall AGRA's intermediate outcomes.

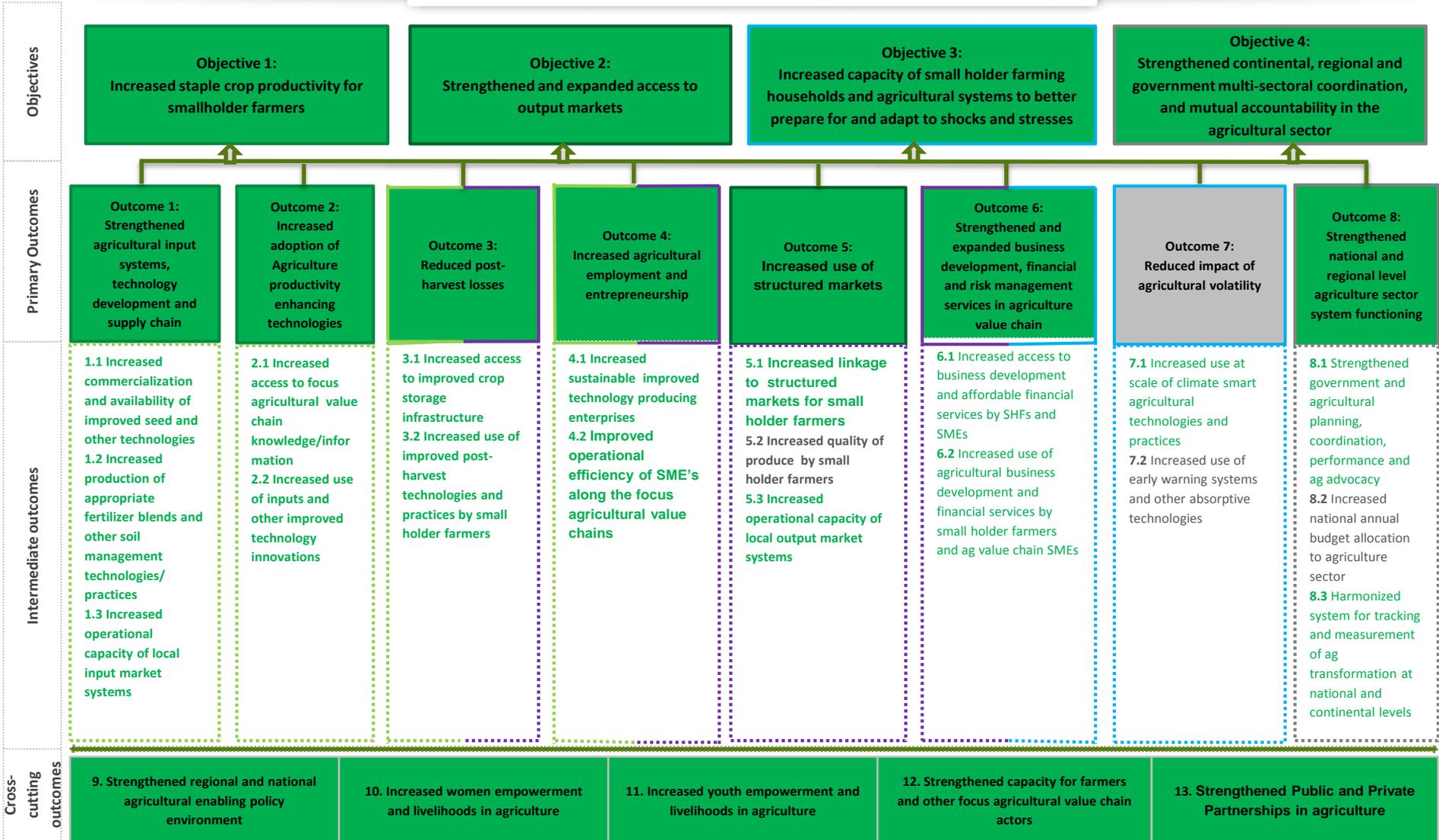
Burkina Faso Results Framework

Fully contribute to

Partially contribute to



Goal: Catalyze and Sustain an Inclusive Agricultural Transformation in Africa to increase incomes and improve food security



Key Country Indicators and Targets



Indicators achievement by AGRA interventions



Indicators at nations level



1 GOAL LEVEL INDICATORS I

	Baseline 2017	2018 Target	2019 Target	2020 Target	2021 Target
Average number of months of adequate household food provision	-	-	-	-	-
Improved food security: Household dietary diversity index)	-	-	-	-	-

2 OBJECTIVE LEVEL INDICATORS

	Baseline 2017	2018 Target	2019 Target	2020 Target	2021 Target
Average yield (MT/ha) of Crop1	-	-	-	-	-
Average yield (MT/ha) of Crop 2	-	-	-	-	-
Average yield (MT/ha) of Crop 3	-	-	-	-	-

3 PRIMARY LEVEL OUTCOMES INDICATORS

	Baseline 2017	2018 Target	2019 Target	2020 Target	2021 Target
Adoption rate of target improved productivity technologies or management practices at farmer level)	-	-	-	-	-
Percent of crop losses during storage)	-	-	-	-	-
Number of jobs created by SMEs receiving AGRA support along the focus value chains)	-	-	-	-	-
Percent of total household produce sold through structured market facilities/arrangements)	-	-	-	-	-
Percent of loan/risk facilities directed to agricultural activities/SMEs in target financial/risk providers	-	-	-	-	-
Percent of target households with perceived adaptive or coping strategies to shocks and stresses	-	-	-	-	-

Key Country Indicators and Targets



4 INTERMEDIATE OUTCOMES LEVEL INDICATORS	Baseline 2017	2018 Target	2019 Target	2020 Target	2021 Target
Quantity (MT) of targeted improved seeds of focus crops produced by enterprises/entities supported by AGRA	-	-	-	-	-
Quantity (MT) of fertilizer blends produced by local fertilizer producers supported by AGRA	-	-	-	-	-
Percent of households using target certified seed of improved varieties, fertilizer blends and other improved productivity technologies or management practices	-	-	-	-	-
Cubic meter of storage space developed or refurbished /rehabilitated	-	-	-	-	-
Average fertilizer use (Kg/Ha)	-	-	-	-	-
Percent of farming households using post-harvest technologies/facilities	-	-	-	-	-
Percent of target SMEs along focus value chains operating profitably	-	-	-	-	-
Percent of farmers using structured trading facilities/arrangements	-	-	-	-	-
Quantity (MT) of target crops sold through structured markets)	-	-	-	-	-
Percent target farmers using financial/risk management services of engaged institutions	-	-	-	-	-
Percent of farmers and other stakeholders accessing early warning information to use for value chain planning	-	-	-	-	-
Number of post-harvest technologies sold/distributed to farmers	-	-	-	-	-

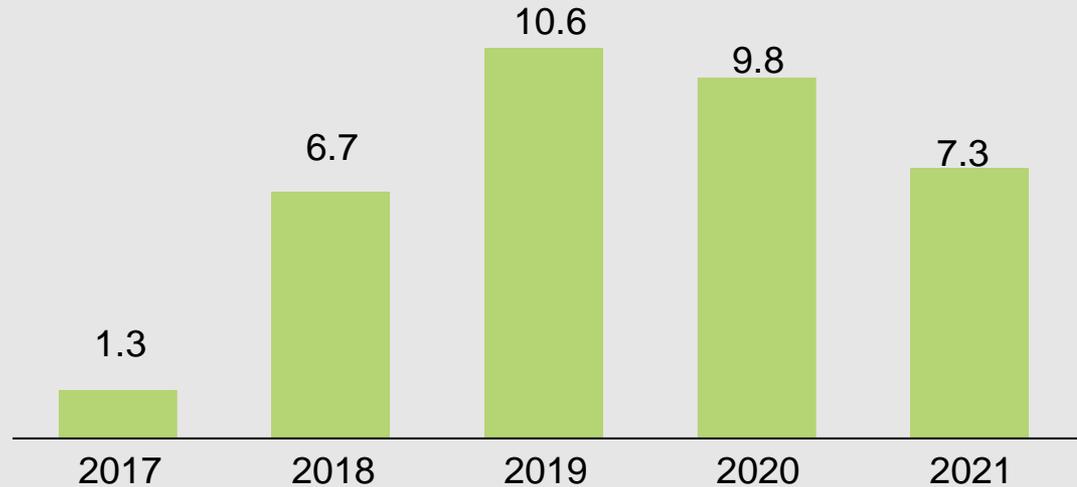
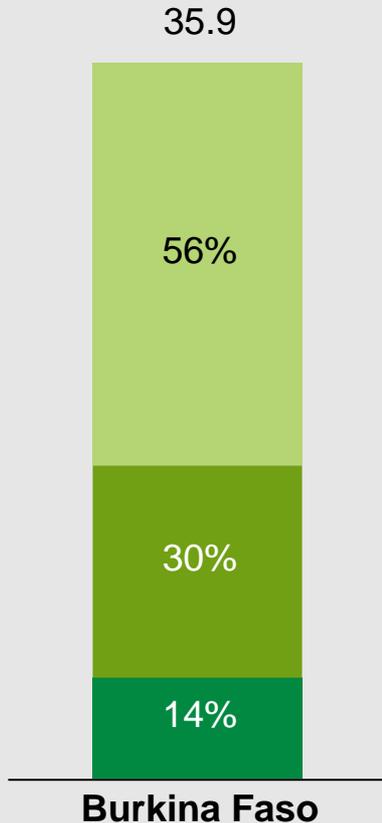
AGRA Projected program costs for BURKINA FASO



\$M

Funding areas

Burkina Faso year-by-year projected investments
(excl program implementation cost)



- Input systems devt
- Market systems devt
- Country support and policy engagement

AGRA's organizational capacity to deliver

Burkina Faso's country office will be the frontline for delivering AGRA's interventions in country



VP Country Support, Policy & Delivery

Regional Manager (Burkina Faso)

- **Geographic service teams (GSTs) will lead regional and country delivery**
- POs and APOs will be **responsible for managing an integrated portfolio of ongoing programs, as well as new initiatives** reflecting the new organizational strategy
- **New initiatives will be developed on the frontlines**, but draw on the expertise and existing body of knowledge within the Nairobi teams (i.e., Program Development & Innovation, Business Development and Strategic Partnerships)

Admin Assistant

Lead Country PO, Burkina Faso with significant country experience

3 APOs – 1 covering each focus region

- APO, Cotton Belt
- APO, Centre-Est
- APO, Centre-Quest

GST Finance Administrator

GST M&E Officer