# Table of Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1  List of Acronyms</td>
<td>2</td>
</tr>
<tr>
<td>2  Executive Summary</td>
<td>3</td>
</tr>
<tr>
<td>3  Burkina Faso agriculture context</td>
<td>4</td>
</tr>
<tr>
<td>4  Lessons AGRA has learned from its investments in Kenya</td>
<td>9</td>
</tr>
<tr>
<td>5  AGRA’s strategic choices and operational plan</td>
<td>13</td>
</tr>
<tr>
<td>• Policy &amp; Country Support</td>
<td></td>
</tr>
<tr>
<td>• System and Farmer Level</td>
<td></td>
</tr>
<tr>
<td>6  Country results framework and budget</td>
<td>25</td>
</tr>
<tr>
<td>7  AGRA’s organizational capacity to deliver</td>
<td>31</td>
</tr>
</tbody>
</table>
### List of Acronyms

<table>
<thead>
<tr>
<th>Acronym</th>
<th>Full Form</th>
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</thead>
<tbody>
<tr>
<td>AfDB</td>
<td>African Development Bank</td>
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<tr>
<td>AGRA</td>
<td>Alliance for a Green Revolution in Africa</td>
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<tr>
<td>CNS</td>
<td>Comite National des Semences</td>
</tr>
<tr>
<td>CONACE</td>
<td>Comite National de Controle des Engrais</td>
</tr>
<tr>
<td>EU</td>
<td>European Union</td>
</tr>
<tr>
<td>IDB</td>
<td>Islamique Development Bank</td>
</tr>
<tr>
<td>FAO</td>
<td>Food and Agriculture Organization of UN</td>
</tr>
<tr>
<td>MAAH</td>
<td>Ministere de l’Agriculture et des Amenagements Hydrauliques</td>
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<tr>
<td>PAFASP</td>
<td>Programme d’Appui aux Filieres Agro-Sylvo-Pastorales</td>
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<tr>
<td>PASANAD</td>
<td>Programme d’appui a la Securite Alimentaire et Nutritionnelle, a l’Agriculture Durable et a la Resilience</td>
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<tr>
<td>PCESA</td>
<td>Programme de Croissance Economique dans le Secteur Agricole</td>
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<tr>
<td>PDA</td>
<td>Program de development agricole</td>
</tr>
<tr>
<td>PNDES</td>
<td>Plan National de Développement Economique et Social</td>
</tr>
<tr>
<td>PNIA</td>
<td>Programme National d'investissements Agricoles</td>
</tr>
<tr>
<td>PNSR</td>
<td>Programme National du Secteur Rural</td>
</tr>
<tr>
<td>PROFIL</td>
<td>Project d’appui aux Filieres Agricoles</td>
</tr>
<tr>
<td>SDR</td>
<td>Strategie de Developpement Rural</td>
</tr>
<tr>
<td>SP/CPSA</td>
<td>Secretariat Permanent de Coordination des Politiques Sectorielles Agricoles</td>
</tr>
<tr>
<td>SCADD</td>
<td>Strategie de Croissance Acceleree du Developpement Durable</td>
</tr>
<tr>
<td>USAID</td>
<td>United States Agency for International Development</td>
</tr>
<tr>
<td>WB</td>
<td>World Bank</td>
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</table>
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 stands at 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 185\(^{th}\) out of 188 countries.
   - Women comprise 52% of production labour force in Ag but most inputs are used on plots controlled by men

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 3\(^{rd}\) 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

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

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%,

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\(^1\): Estimates vary – 34% for 2015 from WDI2014, 22% CIA world Fact book; 40.6% ReSAKSS
SOURCE: Resakss: World Bank, Gender in Agriculture Source Book; World Development Indicators; PNRS I (2011-2015)
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

- 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

Core objectives

- 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)

Priority investment areas & crops

- Program de development 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)

Major investments

- 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**

1. President/PM
2. Prime Minister’s Office
3. Ministry of Agriculture
4. Ministry of Economic, Finance and Development
5. Donors

- 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.

<table>
<thead>
<tr>
<th>Strengths</th>
<th>Opportunities</th>
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<tbody>
<tr>
<td>• Agriculture value added has grown at the rate of 7.2% per annum(^3), exceeding the overall GDP growth rate. (however this growth declined to ~3%(^4) in 2012)</td>
<td>• High yield gaps (&lt;25% of potential yields) in staples</td>
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<tr>
<td>• Indication of strong political will - Government expenditure on agriculture has exceeded the Maputo target</td>
<td>• Lack of access to markets and high post-harvest losses (&gt;25%)</td>
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<tr>
<td>• Implementation of well-planned and donor supported programs (e.g. SCADD(^1) and PNSR(^2))</td>
<td>• Low use of inputs, e.g. 12% famers use certified seeds; fertilizer use at 11 kg/ha vs. the target of 50 kg/ha</td>
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<td></td>
<td>• Limited lending to the agriculture sector (5% of the total lending)</td>
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<td></td>
<td>• Low use of mechanization and water management leading to low performance in e.g., rice</td>
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<td></td>
<td>• Climate change and low levels of resilience</td>
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**Sector strategy, governance and coordination**

<table>
<thead>
<tr>
<th>Strengths</th>
<th>Opportunities</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Strong political will to drive transformation – target of 14.7% sector growth</td>
<td>• Limited capacity for planning and coordination</td>
</tr>
<tr>
<td>• Adoption of a new economic and social Development strategy in 2016</td>
<td>• Limited capacity to mobilize resources to fund flagship projects</td>
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<tr>
<td>• Second phase of PNSR (PNSR II) under development with an objective of decentralization</td>
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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...


- **Research capacity building**
  - 8 PhDs funded in Plant Breeding
  - 3 PhDs funded in Agronomy
  - 15 MSCs funded in crop science
  - 12 MScs funded in soil science

- **Research and Development**
  - 17 varieties released
  - 6 varieties commercialized

- **Input production and distribution**
  - 4 seed companies supported
  - 23,072 MT of seed produced
  - 1,379 agro-dealers trained
  - 115,323 MT inorganic fertilizer sold by the agro dealers

- **Awareness creation on agriculture transformation**
  - 4275 lead farmers trained in ISFM
  - 343 extension agents trained in ISFM
  - 2 lab technicians trained in ISFM
  - 930 FOs trained on ISFM
  - 47,983 farmers trained in PHH, quality, storage and structured trading

- **Adoption**
  - 104,734 farmers using ISFM technologies
  - 86,295 Ha cropped with ISFM technologies
  - 19,258 farmers trained in governance, group dynamics and leadership

- **Production, post-harvest and marketing**
  - 9,849 MT commodity aggregated at a value of US$ 1.9M
...and learned a number of lessons on developing agriculture systems that are driving future programming and investments

<table>
<thead>
<tr>
<th>Coordination and Enablers</th>
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<tr>
<td>• 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.</td>
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<tr>
<td>• 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</td>
</tr>
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<table>
<thead>
<tr>
<th>Systems Development</th>
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<tr>
<td>• 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).</td>
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<tr>
<td>• 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.</td>
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<tr>
<td>• 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.</td>
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<tr>
<td>• 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.</td>
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</table>
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 investments

- 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; ReSACKS; AGRA analysis
AGRA’s Strategic Choices and Operational Plan
AGRA’s Vision in Burkina Faso

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.

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 PNSRII 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

**Government Engagement**
- 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.

**Assessment of gaps, challenges**
- 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.

**Development of Support Package**
- Process for developing support package is ongoing:
  - 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

**Validation and Political Commitment**
- 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

**Execution and Performance Measurement**
- 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.

<table>
<thead>
<tr>
<th>Strategic engagement area</th>
<th>Indicative interventions</th>
<th>Potential partners</th>
<th>Link to results framework</th>
</tr>
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<tbody>
<tr>
<td>Enhanced sector evidence based planning and analytics</td>
<td>Support the finalization of the PNSR-II strategy and the ongoing decentralized planning process for the PNIA (National Agricultural Investment Plan (PNIA)).</td>
<td>MAAH, ECOWAS, FAO, GIZ</td>
<td>IO 8.1</td>
</tr>
</tbody>
</table>
| Enhanced sector coordination                   | • Support the governance of PNSRII 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 | • 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**

<table>
<thead>
<tr>
<th>Impact potential</th>
<th>Ease of delivery</th>
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<td><strong>AGRA will target</strong></td>
<td><strong>AGRA will target</strong></td>
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<tr>
<td>837,000 farmers in the primary regions</td>
<td>1.9 million farmers in the secondary regions</td>
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</tbody>
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**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)

Source: AGRA; FAOStat
Within these regions, AGRA will focus on three primary crops and two secondary crops.

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 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

**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)

Source: AGRA; FAOStat
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.

<table>
<thead>
<tr>
<th>Seed supply &amp; research</th>
<th>Fertilizer supply &amp; research</th>
<th>Other ag. inputs</th>
<th>Infrastructure</th>
<th>Extension</th>
<th>Farmer organization</th>
<th>Agrodealers</th>
<th>Market linkages</th>
<th>Post-harvest management, quality and standards</th>
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<tbody>
<tr>
<td>Haut-Bassins</td>
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<td>GIZ</td>
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<tr>
<td>Boucle du Mouhoun</td>
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<td>KfW</td>
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<tr>
<td>Cascades</td>
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<td>GIZ</td>
<td>KfW</td>
<td>KfW</td>
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<tr>
<td>Centre Est</td>
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<td>GIZ</td>
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<tr>
<td>Centre Ouest</td>
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<td>KfW</td>
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<tr>
<td>National &amp; regional policy</td>
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<td>GIZ</td>
<td>KfW</td>
<td>KfW</td>
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<td>Agricultural finance</td>
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<td>GIZ</td>
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<tr>
<td>Human &amp; institutional capacity</td>
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<td>GIZ</td>
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</tbody>
</table>

† 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

<table>
<thead>
<tr>
<th>Seed supply &amp; research</th>
<th>Fertilizer supply &amp; research</th>
<th>Other ag. inputs</th>
<th>Infrastructure</th>
<th>Extension</th>
<th>Farmer organization</th>
<th>Access to inputs</th>
<th>Market linkages</th>
<th>Post-harvest management, quality and standards</th>
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<tbody>
<tr>
<td>Cash crop regions¹</td>
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<tr>
<td>Centre-Est</td>
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<tr>
<td>Centre-Ouest</td>
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<tr>
<td>National &amp; regional policy</td>
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<td></td>
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<tr>
<td>Agri-cultural finance</td>
<td></td>
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</tbody>
</table>

¹ Boucle de Mouhoun, Haut-Bassins, Cascades
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

<table>
<thead>
<tr>
<th>Crop</th>
<th>Acreage, ha</th>
<th>Farmers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maize</td>
<td>1,098,000</td>
<td>578,000</td>
</tr>
<tr>
<td>Rice</td>
<td>63,500</td>
<td>127,000</td>
</tr>
<tr>
<td>Sorghum</td>
<td>607,000</td>
<td>337,000</td>
</tr>
<tr>
<td>Cowpea</td>
<td>189,600</td>
<td>316,000</td>
</tr>
</tbody>
</table>

**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

**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

**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
## 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.

<table>
<thead>
<tr>
<th>Strategic choices</th>
<th>Indicative interventions</th>
<th>Potential partners</th>
<th>Approach to scaling</th>
<th>Results framework</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enhanced partnerships among off-takers and financial service providers to sustain investments in growth poles</td>
<td>Facilitate processors, independent aggregators, FBOs and financial service providers and other off-takers to develop assured output market and input credit schemes</td>
<td>Intervalle, local processors, NAFASO, CIPAM, Afrique Verte</td>
<td>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.</td>
<td>IO 5.1, 6.1, 6.2, CC 13</td>
</tr>
<tr>
<td>Improved and affordable financial services available for SMEs and farmers</td>
<td>Facilitate linkages between financial service providers and women’s cooperatives to fund processing/parboiling equipment</td>
<td>RCPB, Coris bank, SOFIGIB</td>
<td>Supporting financial institutions to develop appropriate financial products for this segment cooperatives will provide opportunities for expanding business and acquiring assets</td>
<td>IO 6.1, 6.2, CC10</td>
</tr>
<tr>
<td>Strengthen cooperative and SMEs delivery capacity by facilitating access to appropriate financial service providers products</td>
<td>Strengthen cooperative and SMEs delivery capacity by facilitating access to appropriate financial service providers products</td>
<td>UPPA-Nayala, UPRVS, Parboiling Rice Coopertaive of Sourou, RCPB, Coris bank, SOFIGIB</td>
<td>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)</td>
<td>IO 6.1, 6.2, CC10</td>
</tr>
<tr>
<td>Facilitate access to appropriate threshing, cleaning and sorting equipment for FBOs and SMEs through matching grants and TA</td>
<td>Facilitate access to appropriate threshing, cleaning and sorting equipment for FBOs and SMEs through matching grants and TA</td>
<td>GRAD, SICAREX, CEAS</td>
<td>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</td>
<td>IO 3.2</td>
</tr>
<tr>
<td>Provide TA and BDS to improve post-harvest handling and expand storage capacity for local, ‘informal’ aggregators</td>
<td>Provide TA and BDS to improve post-harvest handling and expand storage capacity for local, ‘informal’ aggregators</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Strategic choices</td>
<td>Indicative interventions</td>
<td>Potential partners</td>
<td>Approach to scaling</td>
<td>Results framework</td>
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<tr>
<td>---------------------------------------------------------------------------------</td>
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</tr>
<tr>
<td>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</td>
<td>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</td>
<td>MAAH, NAFASO, FAGRI, AGROPRODUCTIONS</td>
<td>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</td>
<td>IO 1.1, 6.1, 6.2</td>
</tr>
<tr>
<td></td>
<td>Facilitate the improvement of seed companies' bankability and access to relevant financial products</td>
<td>NAFASO, FAGRI, AGROPRODUCTIONS, Coris Bank, Ecobank, RCPB</td>
<td>Key partnerships (commercial banks and development financial institutions) will support business operations and expansion through existing value chain actors</td>
<td>IO 1.1, 6.1, 6.2</td>
</tr>
<tr>
<td></td>
<td>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)</td>
<td>INERA, regional research centers, MAAH, NAFASO, FAGRI, AGROPRODUCTIONS</td>
<td>This will include linkages between EGS producers, seed companies, and breeders to enhance seed demand projection, production planning and mobilizing finance from financial institutions</td>
<td>IO 1.1, CC 13</td>
</tr>
<tr>
<td></td>
<td>Support awareness creation to use inputs (blended fertilizer, improved seeds, good agronomic practices including in-field water management) at farmer level</td>
<td>INERA, MAAH, USAID, BMGF, USAID</td>
<td>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</td>
<td>IO 1.1, 6.1, 6.2</td>
</tr>
</tbody>
</table>
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.
Goal: Catalyze and Sustain an Inclusive Agricultural Transformation in Africa to increase incomes and improve food security

**Objective 1:**
Increased staple crop productivity for smallholder farmers

- **Outcome 1:**
  - 1.1 Increased commercialization and availability of improved seed and other technologies
  - 1.2 Increased production of appropriate fertilizer blends and other soil management technologies/practices
  - 1.3 Increased operational capacity of local input market systems

- **Intermediate outcomes**
  - 2.1 Increased access to focus agricultural value chain knowledge/information
  - 2.2 Increased use of inputs and other improved technology innovations

- **Cross-cutting outcomes**
  - 9. Strengthened regional and national agricultural enabling policy environment

**Objective 2:**
Strengthened and expanded access to output markets

- **Outcome 2:**
  - 2.1 Increased access to focus agricultural value chain knowledge/information

- **Intermediate outcomes**
  - 3.1 Increased access to improved crop storage infrastructure
  - 3.2 Increased use of improved post-harvest technologies and practices by smallholder farmers

- **Cross-cutting outcomes**
  - 10. Increased women empowerment and livelihoods in agriculture

**Objective 3:**
Increased capacity of smallholder farming households and agricultural systems to better prepare for and adapt to shocks and stresses

- **Outcome 3:**
  - 3.1 Increased access to improved crop storage infrastructure
  - 3.2 Increased use of improved post-harvest technologies and practices by smallholder farmers

- **Intermediate outcomes**
  - 4.1 Increased sustainable improved technology producing enterprises
  - 4.2 Improved operational efficiency of SME’s along the focus agricultural value chains

- **Cross-cutting outcomes**
  - 11. Increased youth empowerment and livelihoods in agriculture

**Objective 4:**
Strengthened continental, regional and government multi-sectoral coordination, and mutual accountability in the agricultural sector

- **Outcome 4:**
  - 4.1 Increased sustainable improved technology producing enterprises
  - 4.2 Improved operational efficiency of SME’s along the focus agricultural value chains

- **Intermediate outcomes**
  - 5.1 Increased linkage to structured markets for smallholder farmers
  - 5.2 Increased quality of produce by smallholder farmers
  - 5.3 Increased operational capacity of local output market systems

- **Cross-cutting outcomes**
  - 12. Strengthened capacity for farmers and other focus agricultural value chain actors

**Objective 5:**
Increased use of structured markets

- **Outcome 5:**
  - 5.1 Increased linkage to structured markets for smallholder farmers
  - 5.2 Increased quality of produce by smallholder farmers
  - 5.3 Increased operational capacity of local output market systems

- **Intermediate outcomes**
  - 6.1 Increased access to business development and affordable financial services by SHFs and SMEs
  - 6.2 Increased use of agricultural business development and financial services by smallholder farmers and ag value chain SMEs

- **Cross-cutting outcomes**
  - 13. Strengthened Public and Private Partnerships in agriculture

**Objective 6:**
Strengthened and expanded business development, financial and risk management services in agriculture value chain

- **Outcome 6:**
  - 6.1 Increased access to business development and affordable financial services by SHFs and SMEs
  - 6.2 Increased use of agricultural business development and financial services by smallholder farmers and ag value chain SMEs

- **Intermediate outcomes**
  - 7.1 Increased use at scale of climate smart agricultural technologies and practices
  - 7.2 Increased use of early warning systems and other absorptive technologies

- **Cross-cutting outcomes**
  - 14. Increased women empowerment and livelihoods in agriculture

**Objective 7:**
Reduced impact of agricultural volatility

- **Outcome 7:**
  - 7.1 Increased use at scale of climate smart agricultural technologies and practices
  - 7.2 Increased use of early warning systems and other absorptive technologies

- **Intermediate outcomes**
  - 8.1 Strengthened government and agricultural planning, coordination, performance and ag advocacy
  - 8.2 Increased national annual budget allocation to agriculture sector
  - 8.3 Harmonized system for tracking and measurement of ag transformation at national and continental levels

**Cross-cutting outcomes**
9. Strengthened regional and national agricultural enabling policy environment
10. Increased women empowerment and livelihoods in agriculture
11. Increased youth empowerment and livelihoods in agriculture
12. Strengthened capacity for farmers and other focus agricultural value chain actors
13. Strengthened Public and Private Partnerships in agriculture
### Key Country Indicators and Targets

<table>
<thead>
<tr>
<th>GOAL LEVEL INDICATORS I</th>
<th>Baseline 2017</th>
<th>2018 Target</th>
<th>2019 Target</th>
<th>2020 Target</th>
<th>2021 Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average number of months of adequate household food provision</td>
<td>-</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Improved food security: Household dietary diversity index</td>
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<td>-</td>
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<table>
<thead>
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<th>OBJECTIVE LEVEL INDICATORS</th>
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<th>2018 Target</th>
<th>2019 Target</th>
<th>2020 Target</th>
<th>2021 Target</th>
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</thead>
<tbody>
<tr>
<td>Average yield (MT/ha) of Crop 1</td>
<td>-</td>
<td>-</td>
<td>-</td>
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</tr>
<tr>
<td>Average yield (MT/ha) of Crop 2</td>
<td>-</td>
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<tr>
<td>Average yield (MT/ha) of Crop 3</td>
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</table>

<table>
<thead>
<tr>
<th>PRIMARY LEVEL OUTCOMES INDICATORS</th>
<th>Baseline 2017</th>
<th>2018 Target</th>
<th>2019 Target</th>
<th>2020 Target</th>
<th>2021 Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adoption rate of target improved productivity technologies or management practices at farmer level</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Percent of crop losses during storage</td>
<td>-</td>
<td>-</td>
<td>-</td>
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</tr>
<tr>
<td>Number of jobs created by SMEs receiving AGRA support along the focus value chains</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Percent of total household produce sold through structured market facilities/arrangements</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Percent of loan/risk facilities directed to agricultural activities/SMEs in target financial/risk providers</td>
<td>-</td>
<td>-</td>
<td>-</td>
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<td>-</td>
</tr>
<tr>
<td>Percent of target households with perceived adaptive or coping strategies to shocks and stresses</td>
<td>-</td>
<td>-</td>
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</table>
### Key Country Indicators and Targets

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

$M

Funding areas

35.9

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Funding Area</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>Input systems devt</td>
<td>1.3</td>
</tr>
<tr>
<td>2018</td>
<td>Market systems devt</td>
<td>6.7</td>
</tr>
<tr>
<td>2019</td>
<td>Country support and policy engagement</td>
<td>10.6</td>
</tr>
<tr>
<td>2020</td>
<td>Country support and policy engagement</td>
<td>9.8</td>
</tr>
<tr>
<td>2021</td>
<td>Country support and policy engagement</td>
<td>7.3</td>
</tr>
</tbody>
</table>

- Input systems devt: 56%
- Market systems devt: 30%
- Country support and policy engagement: 14%
AGRA’s organizational capacity to deliver
Burkina Faso’s country office will be the frontline for delivering AGRA’s interventions in country.

- 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)

PO – program officer
APO – Associate Program Officer