



**ADDA Tanzania**

**End of Project Report (Completion) 2018-2020**

**Linking small scale farmers to the International market for organic sunflower**



**Annexes/Enclosures.**

1. Summary of Achievements against Targets 2018-2020
2. Monitoring reports for Quarter 4 2020
3. Financial report for 4<sup>th</sup> Quarter 2020 and End of project

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## Executive summary

In spite of the 17 January 2020 Suspension period, ADDA has been able to operate and archive a number of good results in various areas as mentioned below. This has been achieved by ADDA's own staff and mainly in intensive monitoring and facilitation/follow-up

- Farmers in Tanzania can purchase QDS to secure a harvest of high quality and yield and the collaboration between ADDA, ASA and TOSCI has resulted in a secure sales channel.
- Farmers who produce QDS can sell the seeds locally or on a bigger market to increase income. QDS can be sold within the district they are produced and for the case of bigger markets are those which are present in their locality not otherwise.
- Farmers are showing signs of becoming more entrepreneurial and business minded.
- The project did open possibilities for local partners, TOAM and GENESIS to create good and profitable business. Unfortunately, this did not materialize. Important learning in relation to this is considerations to match a sound monitor set-up to M4P requirements on outsourcing.
- Training in harvest management has resulted in a bigger number of farmers storing their produce waiting for higher prices which normally occur later in the season. This ADDA takes as a milestone achievement.
- ADDA and PYXUS have proven that by having a smooth communication/cooperation achievement are obtained and organic sunflower are in stock/been processed and exported.
- ADDA and PYXUS have succeeded 700 farmers registered as organic farmers by the Control Union (CU) which included paperwork of more than 6300 pages Farm Dairy, Internal Control System (ICS) and pre-audit.
- ADDA's achievement with field work that involved women and young entrepreneurs have shown very good results.
- Last but not least, it has been proven that it is possible to obtain organic certification, both US NOP and EU international recognized organic certificates for a significant number of Small Holder Farmers (SHF) (19000+). This achievement has been reached by very systematic training, capacity building and monitoring of these SHFs. And with no use of artificial pesticides and fertilizer it is a very climate change production

An independent review/audit of the two partners Genesis and TOAM concluded financial mismanagement and to some extend fraud. Both have replied and somehow defending the review conclusion. ADDA has in writing requested pay back of the questioned amount. As per letter from KPMG 10<sup>th</sup> December 2020 the cases have now been handed over to a lawyer.

# 1. Project Description

<b>Project title:</b> Linking small scale farmers to the international market for organic sunflower	
<b>Market Facilitator/Lead Company:</b> Agricultural Development Denmark Asia (ADDA)	
<b>Project Areas (Regions):</b> Dodoma Region	
<b>Start date:</b> 01 January 2018	<b>Reporting period:</b> 01 January 2018 to 31 December 2020
<b>End date:</b> 31 December 2020	<b>Date report undertaken:</b> 14 January 2021

Based on the project document, the project is based on the partnership between ADDA and the primary business partner, Vantage Organic Foods (VOF), who wants to establish a supply base of between 20,000 and 25,000 small scale farmers to produce organically certified sunflower seeds and other oil seeds. VOF is specialised in organizing small scale farmers, training them in organic farming and getting them organically certified according to a number of organic standards. Their clients are international companies producing organic animal feeds to the markets in Europe, North America and Japan.

This project aims to develop the market for organic sunflower seeds and other organic oil seeds for at least 20,000 farmers through the linkage with VOF and local partnering service providers. The roles and responsibilities of the local partnering service providers are to identify and continuously train the farmers in organic farming and Good Agricultural Practice (GAP) and to manage the documentation needed in order to achieve and maintain organic certification for the farmers financed by VOF.

The project has been working in Bahi, Dodoma, Chamwino and Kongwa districts in Dodoma Region.

The Market Actors (MA) were the local partnering service providers:

**Dodoma Region:**

- i. Tanzania Organic Agriculture Movement (TOAM) – NGO
- ii. Genesis Agro-complex Ltd. (Genesis) - Consultancy company

**Local collaborating partners:**

Tanzania Official Seed Certification Institute – (TOSCI)

Agricultural Seed association (ASA)

Tanzania Agriculture Research Institute (TARI)

**Processors:**

It was the intention of VOF to acquire the purchased sunflower seeds, which should be processed locally through the following two processors, both situated in Dodoma:

- Jackma Enterprises (Medium scale processor) from the beginning of the project
- PYXUS Agriculture Tanzania (Large scale processor which only came on-board 2020)

The main export produce is the sunflower seed cake, while the oil is expected to be sold in the local market.

**Background**

On 23rd January 2018 Agricultural Development Denmark Asia (ADDA) entered a Sub Grant Agreement with The Registered Trustees of the Agricultural Markets Development Trust (AMDT) for the pilot phase implementation of Sunflower Value Chain. The contract was from 2nd January 2018 to 31<sup>st</sup> December 2020 with a contract value of USD 1,712,965.

The objective was to facilitate the development of the value chain for organic sunflower and other oil seed crops in Bahi, Chamwino, Kongwa, Dodoma Rural districts in Dodoma region and Momba and Songwe Rural districts in Songwe regions by implementing a sustainable business model that links at least 20,000 small-scale farmers to the international market for certified organic produce and at least 5 local agricultural enterprises to high value markets.

**The key planned outputs were:**

- By August 2018, the number of enrolled and certified farmers increased from 4,348 to at least 20,000
- By December 2020, organic agricultural productivity, and local organisational capacity of at least 3 partnering service providers and the enrolled farmers is increased
- By December 2020, the business of the partnering service providers will be economically sustainable
- By December 2020, the enrolled farmers have sold a total of at least 32,000 MT organic sunflower and 15,000 MT of other organic oil crop produce to VOF
- By December 2020, all organic oil seeds sold by the farmers to VOF are processed locally and exported to international markets in EU, USA, Canada, Japan
- By December 2020, sustainability in the organic sunflower supply chain is established with continuous training and documentation by the partnering service providers, production by the farmers, purchase by VOF, processing by local processors and export by VOF

**To perform these targets AMDT Invested as below in this sunflower chain and Systemic market constrains.**

Disbursement Dates	Disbursement Amount USD
Jan 2018 to Dec 2020	1,026,229.80
January 2021	18,728.75
Total Disbursement	1,044,958.54
Pilot Contract Value	1,712,965.00
Residual grant.	668,006.46

**Budget vs Invested as per 31 December 2020**

BUDGET vs ACTUAL INVESTED (Jan 2018 – Dec 2020)	2018-20 BUDGET	ACTUAL INVESTED	IN % of BUDGET
	USD	USD	
OUTPUT 1 – SHF to increase use of quality seeds	84,992.00	27,712.65	32.6
OUTPUT 2 – SHF improve production practices	364,133.00	256,239.56	70.4
OUTPUT 3 – Farmer organization	295,574.00	23,159.61	7.8
OUTPUT 4 – Organic market for sunflower consolidated	160,310.00	14,014.77	8.7
OUTPUT 5 – Market development (Buy in & Crowding in)	0.00	0.00	
OUTPUT 6 – Activities targeted Women and Youth	42,057.00	6,907.71	16.4
OUTPUT 7 – Monitoring, Evaluation and Learning	277,760.00	192,525.69	69.3
OUTPUT 8 - Operation	424,550.00	408,446.88	96.2
AUDIT	60,000.00	7,069.83	11.8
<b>GRAND TOTAL</b>	<b>1,709,376.00</b>	<b>936,076.70</b>	<b>54.8</b>

## **2018-20 in a nutshell**

### **M4P Systemic constraints addressed:**

- Linkages between market-actors – farmers, buyers, service providers including extension services
- Farmers' technical knowledge and skills on organic GAP
- Farmers access to information for production including market information, weather forecasts etc.
- Farmers (organic) weak organization (group).

### **Planned interventions**

- Support small-holder farmers (SHFs) to increase the use of quality seeds
- Improve production practice for SHFs (organic GAP)
- Farmer organisation (FA)
- Organic market for sunflower consolidated
- Market development: Buy in & crowing in and crow out (M4P terms).
- Women and youth improved participation
- Small scale irrigation promoted (secure organic production)

### **Results**

- 19,277 SHF achieved an USDA-NOP and EU organic certificates in 2019 (VOF)
- 700 SHF achieved an USDA-NOP and EU organic certificates in 2020 (PYXUS)
- 5076 SHF was audited for a USDA-NOP and EU organic certificates 2020 Pending at time of the writing (VOF)
- 24587 farmers trained on organic principles to increase productivity and enhance the soils resilience towards climate changes
- Due to better seed and training in GAP an Increased of production from 3-4bags per acre to 5-7bags per acre has been achieved (independent monitoring report June 2020)
- In 2020 36,980 MT sunflower seeds were produced vs 21,131 MT in 2019
- Increased financial capability of SHFs so hardly any have to force sell at harvesting time but can wait to the marker is showing increased price trend.
- 96 SHF Non-subsidized acquisition of 406 kg certified ASA seed for commercial production
- 18 certified Quality Declared Seed (QDS) producers produced 5265 kg organic sunflower seeds in 2020.
- Increased availability of QDS
- Capacity building of 186 Community Facilitators (CF) for providing extension services.
- 11 farmer groups registered to legal status
- Facilitation of farmer groups towards obtaining the 2018-20 targets and gender issues
- Linkages to ASA, TOSCI, TARI, Regional Administrative Secretary (RAS) and District Agricultural, Irrigation and Cooperative Office (DAICOs)
- Agreement with PYXUS 2020-21 targeting 4000 SHF Organic Certification with a production of 3600 MT as a goal (ADDA facilitating)
- Proven that it is possible to obtain organic certificate for a large number of SHFs in a structured organic guided certification way.
  - SHF average age is 35.8 years which is fairly good compared with the average age of farmers in Africa is 60. (OCED 2018).
- 26 % are female farmers' with a productivity there is well above average.
- ADDA has established a comprehensive database of 25000+ SHFs with data of location, names, phone numbers farm size, crop history.

### **Major lessons learned**

- M4P facilitating requires a kind of tailor-made monitoring/internal audit of outsourced training and capacity building.
- The importance of a continuous monitoring schedule set-up, reporting structure and corrective actions to be taken. (Could be based on smartphones for mobile data collection)
- That the end market of a produce is the most important link in the value chain

- The risks of depending on one single M4P large scale buyer and organic certificate holder and their willingness to honour a Memorandum of Understanding (MOU) and commitment
- Necessity of sound risk/mitigation strategies
- A proper line of communication and dialog between the investor (AMDT) and market facilitator is needed.
- Timely approval of budget/work plans and fund distribution is crucial
- Simplified work plans and achievements benchmarks/milestones combined with the above monitoring set-up
- Carry out due diligence of market actors, buyers, processors at start of the project
- Carry out an up-to-date value chain analysis and gross margin analysis at the start of the project and update it at regular intervals
- Training and capacity building of organic farmers cannot stand alone without financing if planned yield increases and quality improvements shall be obtained
- Based on available supply and demand for sunflower in Dodoma region, where the total processing/crushing capacity is only utilized by 30-40%, the strong demand for conventional sunflower seed makes it very difficult to avoid side-selling from the organically certified sunflower farmers in spite of a firm contract and price premium.
- Obstacles for contract farming including farmers lack of understanding basic contracts
- Avoid donor syndrome and focus on and encourage that such a set-up is a commercial investment on increased income generation activities

### Major challenges faced

- Timely disbursement - When you are dealing with Agriculture Sector Support and that agriculture sector is depending on crop cycles which again are depending on weather patterns, it is extremely important that all support and finance are available at the right time. Thus, in an eventual phase 2 timely disbursement as per agreed work plans is a must
- Suspension - All project outsourcing activities was suspended as per instructions received 17 January 2020 and the contracts and relationship with ADDA's two major market actors, Genesis and TOAM were terminated shortly thereafter.
- In spite of the detailed project document with goals/targets and commitment from various stakeholders or major challenges have been faced:
  1. Lack of buying sunflower seed by VOF. The produced sunflower seed was sold to other buyers
  2. Lack of monitoring from market actors. Major lessons learned and challenges especially under a M4P set-up

### Case studies to be carried out

- To gain first hands experience from the pilot phase a consultant will carry out two case studies in the areas that looks promising and has the possibility to be developed further in a proposed phase 2.

These are:

- Organic farming for climate resilience (Organic farming as a production method in a climate changing world with focus on EAC)

Imaginary organic market for small scale farmers. (further possibilities for small scale farmers penetration the local and international market for both organic cake and oil)

- Assessment of farmers' cooperation in villages and potentials for entrepreneurship
- Assessment on gained farmer capacity building and advocacy activities in farmer groups.

## 2. Key achievements from 2018 - 2020

### Intervention 1 – Seeds

#### Act 1.1 – QDS farmers to promote QDS Organic Seeds

##### ***Sub act 1.1.2 Creation and training of new QDS producers***

A total of 10 QDS producers were engaged during 2018-19 agricultural season out of which 7 producers sowed. The remaining 3 producers did not sow due to unstable weather condition. Out of these 7 producers only 3 were successful while 4 failed due to unreliable rainfall. In 2019-2020 through facilitation by ADDA 18 QDS producers were engaged and have harvested a total of 5265 kg organic sunflower seeds. The samples were submitted to TOSCI for laboratory test. All samples passed the minimum standards.

##### ***Sub act 1.1.3 Certification of QDS producers***

According to Tanzania seed regulation, TOSCI are the controller of production, processing, importation, exportation, distribution and sale of seeds in Tanzania. According to the QDS seed production regulations TOSCI are supposed to do on farm inspection to the QDS producers. Only the successful 3 QDS producers were certified in 2018-19 season and 18 QDS producers have been certified in 2019-20 season and are now registered as seed dealers by TOSCI. In total 21 QDS producers have been certified.

##### ***Sub act 1.1.5 QDS producers promote QDS seeds through CFs visits to QDS fields and at village meetings***

The organic QDS farmers are promoting their seeds locally in the areas Kongwa, Chamwino and Dodoma specifically Hombolo, Dabalo, Mahama, Manchali, Chalinze, Mtanana and Chinangali villages. For instance, 6 QDS producers from Chamwino and Dodoma have managed to sell 1625kg at 3000Tsh per kg. Overall activities in this intervention are gradually producing important outcomes in the form of establishing a new local dynamic seed system/market where organic QDSs are locally available to SHFs.

##### ***Sub act 1.1.6 QDS producers to establish distribution channel through farmer groups and CF's***

The QDS producers have developed distribution channel at village level. The community facilitators and farmer groups were informed about the QDS producers and the availability of QDS seeds.

#### Act 1.2 – ASA to establish distribution channel at farmers localities

##### ***Sub act 1.2.1 Contact ASA and present potential market***

ASA has cooperated with ADDA to help the farmers to access quality seeds for the 2019/2020 season. A Memorandum of Understanding (MoU) was made and guided the cooperation. 99 farmers managed to access 406kg of sunflower seeds of record improved variety at TZS 5000/kg. This is the biggest achievement in the past 3 years.

##### ***Sub act 1.2.4 ASA to establish demo plots.***

ASA supported the establishment of 20 demo-plots for the agricultural season 2019/2020 to demonstrate the seed performance in 20 villages.

##### ***Sub act 1.2.5 ASA to establish distribution channel through local seed dealers or farmer groups***

ADDA facilitated ASA in establish of distribution channels in for the period of 2019-20 season. 20 villages have been linked to ASA. The community facilitators in those village were acting as distribution channels and they communicated directly with ASA.

### Intervention 2 – Extension

#### Act 2.1 – TOAM/GENESIS to train community facilitators and Extension Officers on Organic extension

##### ***Sub act 2.1.1 TOAM and Genesis to develop expansion strategy and business plan***

A draft business plan was developed for both TOAM and Genesis and sent to ADDA for review. But due to suspension letter of 17 January 2020 these activities were put on hold. The contracts with the two market actors were later terminated due to suspicion of fraud and mismanagement of AMDT/ADDA funds.



#### ***Sub act 2.1.2 Training of Community Facilitators (CF's)***

The objectives of the Training of Trainers (ToT) were to provide instruction, coaching, demonstration and feedback to the community facilitators and extension Officers in order to prepare to deliver training to other farmers. A total of 122 community facilitators (CFs) from Genesis and 64 from TOAM were identified and trained on different extensions in 2018-19. In total 186 CFs have received insensitive training and business development opportunities.

Unfortunately, the business relationship with Genesis and TOAM has come to an end due to financial management issues. As a results of the suspension ADDA has been responsible for facilitating and monitoring training of community facilitators and a total of 48 community facilitators were trained on post-harvest management and marketing in 2019-20 season. Moreover, PYXUS has located 15 Field officers to the contracted farmers' areas in order to provide various extension services to the farmers geared towards the new certification task. These field officers are staying in the field training the farmers on the agronomic practices.

#### ***Sub act 2.1.3 CF's providing Extension service to the farmers***

Farmers have been trained on crop management; weeding, soil conservation and improvement, production of organic manure and compost preparations, application of organic pesticides and post harvesting management. Farmers were also taught on organic system planning which comprises of drainage system, isolation by distance, soil erosion management and contamination prevention by establishing buffer zones. A total of 14,845 farmers have been trained by Genesis and 4971 by TOAM for the 2018-19 season. Simultaneously with the facilitation of training, ADDA has been responsible of monitoring and follow-up on farmers and community facilitators in order not to lose momentum and track during the suspension period. In the 2019-20 season the community facilitators have trained 5076 farmers.

#### ***Sub act 2.1.4 Establishment of demo plots for FFS training***

The performance of demonstration plots in 2018-19 season generally was low due to drought whereby out of 97 demo plots only 45 demo plots had germinated and developed to a stage which could be used as a demonstration plot. Out of the remaining 45 demo plots only 15 plots have reached harvesting stage while the remaining 30 dried out at flower stage due to drought at that stage. The expected yield of those 15 surviving demo plots vary a lot but for the majority the yield was lower than normal. Unfortunately, none of these demo plots had irrigation.

#### ***Sub act 2.1.5 Farmers receive weather broadcasts during the season***

The Community facilitators received the SMS's with weather information once per month from Tanzania Meteorological Agency (TMA) in 2018-19 season. Unfortunately, the community facilitators did not receive the SMS in 2019-20 season due to electronic problems. TMA has been struggling with the problem but till now the problem is not yet resolved.

#### ***Sub act 2.1.6 Linking farmers w. input suppliers***

The relationship between ASA and ADDA through community facilitators have made it possible for farmers to access quality Record certified seed from ASA.

## **Intervention 3 – Business Development Skills**

### **Act 3.1 – TOAM, ADP and Genesis to provide BDS to farmer groups**

#### ***Sub act 3.1.1 Partner capacity workshops***

Several meetings with the partners were conducted to prepare for the training of farmer groups in business development skills. Full day's workshop was conducted with the participation of ADDA, TOAM, Genesis and the District Community and Development Officers (DCDOs) from all the project districts in Dodoma in order to elaborate a comprehensive training plan. The reason of inviting the DCDOs is because they are the government leads on training, handling and registering of farmer groups at community level. During the workshop the Partners and DCDOs agreed to conduct group need assessment to the farmer groups before preparing for the training. The participation of DCDOs offices and LGAs in general has been essential to facilitate the creation of sustainable groups and capacitate the partners.

#### ***Sub act 3.1.2 Training of Community Facilitators (CF's)***

Preparation for the activity was made by the DAICOs early September 2019. Preparations were made to train the community facilitators in group dynamics, group organization and management, group constitution and by-laws, group savings, farming as a business and farmer associations.

This activity was not conducted due to high workload and visit from AMDT and PIC to ADDA project in last quarter of 2019 and hereafter resulted to suspension hence the activity was not conducted.

***Sub act 3.1.3 Training of farmer groups in BDS***

No training was conducted on this as it was planned the Community facilitator to train the farmer groups in BDS after TOT, but it was not performed for the reasons described above.

Moreover, only the farmer groups activity assessment was done for all the 245 farmer groups under TOAM and 637 farmer groups under Genesis.

***Sub act 3.1.4 Farmer groups to engage in group businesses (20%)***

Planned to be integrated in sub-act 3.1.3 which was not implemented.

***Sub act 3.1.5 Farmer groups and local entrepreneurs start up purchase agency for VOF and other buyers***

Planned to be integrated in sub-act 3.1.3 which was not implemented.

Act 3.2 – Vantage to engage TOAM, ADP and Genesis to provide Organization Development Skills (ODS) to farmer groups including developing self-monitoring system

***Sub act 3.1.1, 3.1.2, 3.1.3, 3.1.4, 3.1.5, 3.1.6,***

Genesis and TOAM carried out these activities and were implemented 2018-19 and Organic International certificates were received.

ADP did not perform, and contract was cancelled.

## **Intervention 4 – Contracts**

Act 4.1 – Vantage to support farmers to acquire certification

Despite the lack of commitment from VOF, ADDA has maintained communication/relations with VOF, the certifying body Control Union (CU) and local government authorities such as DAICOs and district Executive Officer. This has been done with the hope that VOF would improve their commitments for the 2020-21 seasons.

CU was engaged by and paid by Vantage to do the certification of 5076 farmers in November 2020, the certificate is pending.

Due to lack of sunflower purchase from VOF, ADDA has held meetings with Dodoma Regional Administrative Secretary (RAS) promoting ADDA's cooperation with PYXUS in organic sunflower production and marketing.

Certification of farmers has continued under the suspension period but naturally at a reduced scale. 700 farmers are connected to PYXUS and have agreed to pursue organic certification under PYXUS. CU has done a pre-assessment and identified among others issues on post-harvest management including storage. These issues have been handled under intervention 2 (Extension).

Specific progress:

- Smooth coordination and communication with PYXUS which resulted to smooth implementation of the project in the areas we are working with them
- Cost-sharing on farmer certification and provision of extensionists and car sharing for field trips

- Facilitated organic sunflower purchases and by mid-December 2020 176 tonnes from 177 farmers organic sunflower seed was purchased and in stock. The goal was before 31 December to reach 500 MT from 5-600 SHFs but due to side-selling and farmers still keep the seed in stock it may be difficult to reach.
- The external audit has been done for both processing unit and production (farmers) unit by CU. The factory certificate has been released but the production certificates is still pending waiting for sample results.

#### ***Sub act 4.1.2 Registration of farmers***

A total of 19,565 farmers were registered for organic certification from inception to end of pilot phase. In 2019-20 season a total of 700 farmers were registered under PYXUS internal control system (ICS).

In order to reach project targets Genesis and TOAM were requested to register additional farmers to be part of the project and the need for additional farmer registration was also requested because data cleaning of the farmer database showed duplicates as well as missing farmers due to relocation and decease.

#### ***Sub act 4.1.3 Documentation (farm diaries)***

The documentation is one of the necessary procedure toward organic certification. Therefore, all farmers who were registered are supposed to be documented in farm diary forms. For 2018-19 season 19,533 farmers were documented via farm diary for organic certification.

The documentation activity is supposed to be done every season therefore in 2019-20 season before the suspension period Genesis was contracted for 14,405 farmer documentation. But due to the suspension (17 January) they only managed to conduct farm diary and internal audit of 7492 farmers for organic certification 2019-20. Thereafter ADDA did a Data Quality Assessment (DQA) for these 7492 and can confirm that only 5076 did pass. These 5076 have been documented through farm diary for organic certification.

Further, 700 new farmers under PYXUS-ADDA were documented for organic certification 2019-20.

#### ***Sub act 4.1.4 Internal control***

In order to make sure that farmers comply with the organic farming continuously internal inspection and monitoring is required. Genesis and TOAM did internal inspection for 19,533 farmers in 2018-19 season for organic certification and in 2019-20 the internal control was done for 5076 farmers under VOF-ADDA and 700 farmers under PYXUS-ADDA collaboration.

### **Act 4.2 – Control union conduct external audit and certification.**

#### ***Sub act 4.2.1 External inspection / audit***

##### Farmers

In 2018-19 season external audit for organic certification was carried out by CU and a total of 17 villages were visited and a total number of 195 farmers were sampled from farmer list of 19,533. Samples of sunflower, maize and groundnuts were taken for test by CU and send for a laboratory in Germany. Farmers were inspected to see if they comply with Organic EU, USDA NOP and JAS organic standards.

In August 2020, the pre-scope audit from CU took place of 700 PYXUS/ADDA SHFs. The audit identified some room for improvements of pre- and post-harvest management. As a result we facilitated further monitoring and training on specifically harvest, storage and general post-harvest management. Final audit was initiated by CU on 30 September to 09 October 2020.

The ADDA VOF audit was done in November 2020 by CU. Both the certificates are still pending.

##### Processors

Jackma Enterprises processing plot was audited as an integrated part of the external audit in 2018-19 season under ADDA VOF. The PYXUS factory was audited in July 2020 incorporated with the 700 farmer audit under ADDA PYXUS collaboration. Jackma Enterprises was audited again in November, 2020 as processing unit of VOF.

#### ***Sub act 4.2.2 Issuing of organic certificates***

The organic certificates were issued by CU 18 of September, 2019. Two certificates were released, the organic EU and USDA-NOP organic standards for the 2018-19 season.

For the 2019-20 season the PYXUS factory certificate has been released the farmers certificates and are still pending waiting for the sample test results for both 700 PYXUS farmers and VOF 5058 farmers.

### **Act 4.3 – VOF to establish purchase Structure**

During 2018-19 Vantage planned a sunflower seed purchase structure including collection centres. The groundwork was to a large extent outsourced to ADDA's two market actors, Genesis and TOAM supervised by VOF.

In the second week of September 2019, VOF sent two staff members to Tanzania to start the purchase process in order not to lose the trust of both the farmers and their partners in Tanzania. Mr. Harinaryan Singh an experienced manager from Benin and a newly recruited manager Mr. Jayanta Chaudhari, who have experience in Tanzania both came to Dodoma to set up the purchase logistics but failed because a lot of farmers had already side-sold their crops. The main reason for the VOF failure to establish the purchase structure is due to absence on the ground and no VOF staff were permanently located in Tanzania.

#### ***Sub act 4.3.1 Establishment of collection & and payment system***

PYXUS established 4 local collection centres Manyata, Ngomai, Chalinze and Hombolo as sunflower seed collecting and marketing points. Moreover, PYXUS is also present at Kibagwa Grain market place (Kongwa). As preparation for the future PYXUS has on a trial basis introduced sunflower seed oil content measurements

The purchase started end June and Pyxus has achieved to buy about 176 MT of organic sunflower from the farmers. About 177 out of 702 farmers have sold their produce to Pyxus at the agreed price in the contract of 650-850 Tsh per Kg of sunflower. As described in the contract the price depends on the oil content which is measured at the purchasing centre. PYXUS has established an electronic payment system in which individual farmers are paid via mobile phone with withdraw charges within 48 hours after delivery.

#### ***Sub act 4.3.2 Establishment of transport system***

In 2019 VOF contacted two transports companies for the transportation of purchased seeds cake called Coherent Investment Limited as a possible transporter of seed cake to Dar es salaam port. Also, there were an ongoing negotiations between VOF and Jackma enterprises (seed processor) to act as transporter of seed cake in case the main company fail. VOF contacted Kestrel Shipping Company to be a possible exporter of seed cake to the international market. Unfortunately, VOF did not purchase in 2019 therefore nothing was transported.

Regarding PYXUS for the 2019-20 season they used their own logistic facilities to transport the sunflower seed from collection centres to the factory in Dodoma.

#### ***Sub act 4.3.3 Establishment of storage facilities***

In 2019 VOF contacted Jackma enterprises to use their storage facilities at the factory to be seed cake warehouse. Pyxus has achieved to establish the purchase logistics in the field for buying organic sunflower, 4 purchasing centres have been settled all located at field level. The purchasing centres are found in the following villages Hombolo, Makulu in Dodoma District, Chalinze in Chamwino Districts, Manyata and Ngomai in Kongwa District.

## **Intervention 5 – Initial Buy in / Crowding in**

The intervention was a requirement from AMDT but further guidance on development and follow up was not conducted. No budget allocation for the activities.

## Intervention 6 – Women and Youth

### Act 6.1 – Promotion of gender and youth equality towards all stakeholders.

From ADDA's farmer database of more than 20,000 farmers data shows the average farmer age is 35.8 years. More than 42 % is 35 years of age or below and 26% of farmers are female and doing very well productivity wise. Here is an area which has potential for further development.

#### ***Sub act 6.1.1 Woman & youth groups to engage in bee keeping***

It has been planned that a total of 20 group of women and youth should benefit from engaging in honey business and thereby gain access to increased income. They received specialized training in bee keeping and 5 beehives per group to start the business. It was planned to assist 8 groups in connection to the farmer organizational capacity development activities planned for 2<sup>nd</sup> half of 2019. In preparation for the 40 beehives have been bought from a local carpenter and contact was established with the NGO in Dodoma on bee keeping called SESS Tanzania (Serve Environment and Social Support in Tanzania) to act as consultants on bee keeping. Unfortunately, this activity was not implemented due to because work was disrupted by extra workload related to the suspension and it was not possible to complete the activity.

## Intervention 7 - Monitoring, Evaluation and Learning

### Act 7.1 – Local Monitoring

ADDA's MRM Officer, Field officer, Data Clerk and Interns have carried out continuous monitoring for quality control for the activities as well as farm/crop performance. During monitoring it was observed that adoption of GAP is high. Farmers have significantly increased knowledge in the use of manure, composting, organic pesticides and crop rotation. Farmers are now aware about organic certification and the market of organic produces as they have received a much more tailor made demand driven and different training. General awareness has been increased compared to previous seasons on the agricultural practices.

According to the report from an independent monitoring officer about 46% of the farmer interviewed showed very good understanding in organic farming, 30% showed average understanding and 24% have low understanding. In general, the yield has increased from 3-4 bags per acre to 5-7 bags per acres. According to the various monitoring reports, field visits and discussions with farmers, the 700 contracted farmers were satisfied about the organic market offered by PYXUS and were happy about the negotiations with PYXUS to improve prices.

Although they are still some challenges from the farmers as they demand paid cash on delivery and some rejecting the process of measuring the oil content. Pyxus are paying farmers within 48 hour after holding the seeds via individual mobile phone with withdraw charges. Efforts are made including training and explanation to avoid cash payment around but do electronic payment.

As a result of the suspension period ADDA has increased its monitoring and facilitation. ADDA has identified weakness of the community facilitators of the previous partners. As a result CFs and farmers have received further GAP training. Post-harvest management curriculum and training materials all were distributed to 5778 SHF's and CFs in 2020 to improve the training. Activity and monitoring reports have been used internally and externally e.g. for auditing purposes.

During the 3 years of facilitation 38 reports have been issues and all sent to AMDT

Internal management has improved such as meeting minutes, communication between partners and stakeholders, planning etc. overall leading to improved follow up enhancing and ensuring important monitoring follow up. Data management and internal monitoring system improved and with a very comprehensive SHFs data base. This is state of the art data collection.

As a response to the Performance review report we have conducted thorough DQA and identified non-existing farmers, farmers who moved to other locations, increased more land or have passed.

ADDA as market facilitator conducted intensive review of forms (farm diaries, internal audit, internal control forms) and identified errors by the community facilitators and these were not reviewed and reported by partners (TOAM and Genesis).

## Act 7.2 – Monitoring from Denmark

Monitoring from Denmark is on-going through ADDA's board member Tanzania responsible and ADDA's Denmark based project manager. Latest monitoring visit was in August 2019.

There are regular weekly Skype meetings, which includes progress sharing, quality assurance on documentation etc. between TZ ADDA office and ADDA headquarters in Denmark.

Monitoring from Denmark is essential internal control for accountability and quality assurance.

## Act 7.3 – Learning and Lessons Learned

Thorough intensive monitoring we have discovered that unfortunately our Market Actors did not report the actual situation and some of the knowledge increase to SHFs have not taken place.

That, some of our CFs which are supposed to be lead farmers did not carry out of in full what they were supposed to do. There has been a lack of commitment from CFs supposedly due to lack of ownership, proper training and follow-up. It is clear that there needs to be a clearer communication to CFs on their responsibility and a closer observation from ADDA on CFs responsibilities.

That, when prices go up and above the contractually agreed price, side selling does take place by SHFs. ADDA is aware of this issue and together with PYXUS trying to look at solutions to accommodate this challenge.

That, monitoring is so essential for the success of this kind of M4P approach. This issue is serious and must be dealt with in an eventually new project phase.

That, it is possible with the right approach to promote QDS and it is a big achievement that these QDS producers are still keeping the seed for next season.

That, having a solid data base of our SHFs and CFs is such an advantage for DQA and screening of SHFs for selection and further improvement and progress assessment.

Upon request, a separate lesson learned report was issued in November 2020 and sent to AMDT.

### 3. Intervention assessment and reflections

#### Activities

The activities of the project are assessed to have been appropriate to reach project objectives and the activities have targeted the right market players. However, closer collaboration between ADDA and contracting partners on detailed design is needed and must be incorporated into in any new M4P strategy.

The major activities were training of Community Facilitators in organic GAP extension and training of farmers by the Community Facilitators in organic GAP and the implementation of the external audit and inspection by Control Union to form the base of the issuing of organic certifications in accordance with EU, USA and Japanese standards.

In 2019-20 season the activities were suspended by AMDT/Trustee 17 January 2020. Particular Q3 has been substantially downscaled, however with very clear focus and objectives. In cooperation with AMDT ADDA has done all possible to keep momentum and retain farmers in the project.

In spite of all limitations, we have managed to continue engagement of 5076 VOF farmers and 702 new farmers engaged in connection to PYXUS. The 2020-21 certification by CU has been carried out in October/November 2020 and final certificates for farmers are pending. The PYXUS factory organic certificate was received November 2020.

#### Partners, stakeholders and beneficiaries

##### Partnering Service Providers

ADDA has terminated of collaboration with both Genesis and TOAM primo September based on the debriefing note (date: 21/08/2020) on the special audit/review. Subsequently ADDA has held 5 meetings in August and September with Genesis and TOAM with requests of documentation and written reply to the findings of the special review reports are pending from the partners.

December 2020, The AMDT Trustee informed ADDA that the cases have been passed on to a lawyer.

##### Main Business partners

ADDA and PYXUS have made all efforts to communicate with the original main partner Vantage Organic Food (VOF). Documentation for +5000 farmers has been provided to VOF for them to proceed audit for certification. ADDA and PYXUS have received sparse communication without any substantial plans for the audit for the season of 2020/21. Again, in this quarter VOF has failed to make any commitments and their obligations as laid down in the MOU between Vantage and ADDA/AMDT. Therefore, PYXUS is ADDA's main partner at present.

Upon consent from AMDT ADDA plans to officially terminate collaboration with VOF when the present MOU comes to an end 31 December 2020.

##### Other Partners

TOSCI, ASA, TARI Ilonga and TMA.

##### Partners and stakeholder relationship

ADDA contractual terminated the relationship with its Market Facilitators in Dodoma due to the results from the external Performance review.

ADDA continued a good relationship with other sunflower stakeholders in Dodoma region. RAS, RAA, DAICOs etc have being supporting, advice, recommend and share knowledge on how we can help sunflower farmers.

The relationship between PYXUS and ADDA is good and the plan is to increase the farmers from 700 to 4000 in the 2020-21 season.

ADDA is planning to cease the contractual relationship with VOF from 31 December 2020 which is the last date of MOU due to weak performance from VOF.

### Project Beneficiaries

The main project beneficiaries continue to be small scale farmers in Dodoma Region. To date we have managed to identify and include more than 20000 small scale farmers in organic certification as well as farming as a business. The main achievement is the international EU and US certificates. We are in negotiation of the possibility of them to provide short term overdraft for inputs to farmer groups.

The secondary beneficiaries have been TOAM, Genesis who both have received good business opportunities from AMDT/ADDA until suspension and review.

Currently, the major beneficiaries are PYXUS, LGAs and all districts where ADDA is operating. Furthermore, ASA, TARI and TOSCI are also somehow directly and indirectly beneficiaries.

Community facilitators (56), field supervisors (138) and public extension services (12) have received increased knowledge and business skills and last but not least business opportunities in advisory service and pooling of input and other services.

ADDA strongly believe that even after the pilot phase coming to an end 31 December 2020 there will be a sustainable business between farmers and partners. There will be after sale services by partners who will receive commission from PYXUS based on the produce supplied. However, to reach any substantial scale (+15000 farmers) for the sunflower development we still believe that our role as facilitating partner is needed.

### Project Staff

From the table below it can be noticed that the Field coordinator position has not been replaced due to the suspension (resigned March 2020)

The Finance controller at ADDA, Denmark is no longer employed.

Finance and Administrative Officer has been appointed as Deputy Manager as well.

All Tanzanian staff have received notice that their contract comes to an end 31 December 2020 as the time the AMDT/ADDA organic Sunflower project terminates.

Table 1. ADDA Staff list as per 31 December 2020.

Staff ADDA Tanzania				
#	Full Name	Job Title	Email	Phone Number
1	Mercy Martin Kingu	Finance and Administrative Officer, Deputy Manager	mercy@adda-tz.org	+255 787 742 646
2		Field Coordinator		
3	Frank Philip Chipanta	Monitoring and Result Measurement Officer	frank@adda-tz.org	+255 756 412 203
4	Mercy Epafra Mrema	Field officer	mercymrema9@gmail.com	+255 655 484 508
5	Teddy Abel Mwakalebela	Accountant	teddy@adda-tz.org	+255 759 775 851
6	Suzana David Kambenga	Data Clerk	susana@adda-tz.org	+255 625 654 169
7	Martha Godwin Molell	Assistant Field Officer	marthagodwin96@gmail.com	+255 654 048 356
8	Sofrina B. Shayo	Data Department assistant	sofrinashayo20@gmail.com	+255 755 194 374
9	Malya Ibrahim Malundo	Driver / Mechanic	None	+255 766 174 706
10	Emma Patrick Kilabi	Office Attendant	None	+255 763 176 664
11	Bjarne Christensen	Acting Country Coordinator	bchaibc@hotmail.com	+255 768 246 936
Support staff Tanzania				
12	Anderson Magawa	Office Guard	None	+255 745 558 624
13	William Madumba	Office Guard	None	+255 766 104 260
14	Lazaro Msigala	Office Guard	None	+255 718 984 207
15	Stanicrus Abed Mwalongo	Office Guard	None	+255 763 644680
16	Jefferson Chirva	Office Guard	None	+255 718 984 207
17	Abeli Andrew Mambala	Office Guard	None	+255 789 786753
Support Staff, Denmark				
18	Arafa Khatib	Deputy Country Manager (DK)	arafa@adda.dk	+45 5032 5760
19	Ove Gejl Christensen	Country Manager cum Vice Chairman (DK)	ove@adda.dk	+45 2142 1978



## Applied strategy.

The overall intervention logic is still valid. However, the previous partners (VOF, Genesis and TOAM) did not fulfil their obligations and commitments and this jeopardised objectives.

There were various changes identified during the first project year and suggested to AMDT during the project update exercise in March, 2019 and following project revision and update submitted to AMDT.

Due to the activity suspension, contract termination of the partners and weak commitment from VOF, ADDA has modified the strategy and approach to work with PYXUS in the last year of the project and it was reported to AMDT. Therefore, the strategic changes and implementation of the activities affected the original result chain, output structure and thereby the indicators. There was no project review exercise in the last year of the project from AMDT to update the changes in the result chain reported.

### Signs of change at market system level.

PYXUS continues to follow the set-out business plan including, as a starting point, certification of 702 farmers. There is a clear commitment from PYXUS and their objective is to reach +5000 farmers for 2020/21 agricultural season. Therefore, opportunities for both organic and non-organic producers in Dodoma has increased.

We see a big positive change in SHFs' ability to store their harvest to wait for better prices and ensure quality of the stored produce.

We see positive change in SHFs understanding of using certified/Quality Declared Seeds. We see that lead farmers can make a good business as seed producers.

We see positive signs that the SHFs willingness to adopt a schedules GAP as guided by a certification process.

We see an increased demand for both organic and conventional sunflower oil and cake. A possible reason could be the Tanzanian governments impose of increased import tax of sunflower oil.

### Key learning related to the strategy

#### Major lessons learned

- M4P facilitating requires a kind of tailor-made monitoring/internal audit of outsourced training and capacity building.
- The importance of a continuous monitoring schedule set-up, reporting structure and corrective actions to be taken. (Could be based on smartphones for mobile data collection)
- That the end market of a produce is the most important link in the value chain
- The risks of depending on one single M4P large scale buyer and organic certificate holder and their willingness to honour a MOU and commitment
- A proper line of communication and dialog between the investor (AMDT) and market facilitator is needed
- Timely approval of budget/work plans and fund distribution is a must
- Simplified work plans and achievements benchmarks/milestones combined with the above monitoring set-up
- Carry out due diligence of market actors, buyers, processors at start of the project
- Carry out an up-to-date value chain analysis and gross margin analysis at the start of the project and update it at regular intervals
- Training and capacity building of organic farmers cannot stand alone without financing if planned yield increases and quality improvements shall be obtained
- Based on available supply and demand for sunflower in Dodoma region, where the total processing/crushing capacity is only utilized by 30-40%, the strong demand for conventional sunflower seed makes it very difficult to avoid side-selling from the organically certified sunflower farmers in spite of a firm contract and price premium.
- Avoid donor syndrome and focus on and encourage that such a set-up is a commercial investment on increased income generation activities

## Analysis of risks and positive factors

S/N	Description of risk or positive factor	Likelihood L/M/H <sup>1</sup>	Impact L/M/H	Action planned/taken to mitigate the risks or capitalise on the positive factors
1	VOF fails to establish themselves in Tanzania	H or M or even L with MOU signed	H	<p>ADDA has as a consequence to the absence of VOF established a new solid collaboration with Pyxus Ltd.</p> <p>ADDA has been proactive and advised in detail regarding all necessary requirements for VOF:</p> <ul style="list-style-type: none"> <li>• business license</li> <li>• bank account</li> <li>• logistic plan</li> <li>• export license for sun-flower cake</li> </ul>
2	VOF fails to make purchase of sunflower seeds for the 2020 season	H or M or even L with MOU signed	H	<p>ADDA has continued to encourage VOF to fulfil their commitment. ADDA did Quality Data Assessment (QDA) 12000 farmers and selected 5000 for VOF to proceed with certification in 2020.</p> <p>To mitigate and ensure some successful sale of sunflower seeds ADDA has engaged with Pyxus Ltd. Pyxus has made real commitments through the dedication of human and financial resources.</p>
3	Delayed disbursement from AMDT	L	H	<p>ADDAs action to mitigate delayed disbursement has been to deliver all required documentation reports etc to AMDT timely. And provided info of the impact of the delayed disbursement</p> <p>ADDAs planned work on farmer organization, certification, capacity building etc. has been put on hold due to delayed disbursement from AMDT</p>
4	2020 January Suspension (injunction to outsource)	L	H	ADDA has acted by increased presence in the field and communication with direct and secondary beneficiaries
4	AMDT/ADDA/ M4P set-up	L-M	M	ADDA has acted by increased presence in the field and communication with direct and secondary beneficiaries

<sup>1</sup> L/M/H refers to the ranking of the risk or positive factors on with respect to probability or likelihood that the risk of factor will materialise and the intensity/magnitude of their occurrence (impact) on the scale of L (Low), M (Medium) and H (High)

<b>5</b>	Small-holder farmer and local processor organic certification	L	H	<p>In September 2019 19277 SHF received EU and US Organic International Certificates. So it is possible to certify large numbers of SHFs</p> <p>And despite the suspension ADDA has managed to select 700 farmers to work with PYXUS and achieve Organic certification.</p> <p>And ADDA acted by supporting VOF in the certification of 5076 SHFs for the 2019-20 season</p>
<b>6</b>	Increased capital among SHFs	L	M	<p>ADDAs systematic certification training especially in the market subject has improved farmers marketing knowledge of their produce</p>
<b>7</b>	SHFs' adoption of QDS and certified seeds	-M	H	<p>There is a high adoption rate of the use of QDS and certified seeds due to information and training in GAP</p>

L/M/H refers to the ranking of the risk or positive factors on with respect to probability or likelihood that the risk of factor will materialise and the intensity/magnitude of their occurrence (impact) on the scale of L (Low), M (Medium) and H (High)

## 4. ADDA financial report

In overall components of Financial Management, ADDA has managed to thrive, and be able to fulfil all the requirements required by the grants.

In this phase AMDT provides the total amount of \$ 1.7m grants to ADDA, and out of that the total amount received is \$ 1.04m, which is 61% of the total grants contracted. In terms of actual spending versus budget, ADDA has spent 54.76% of overall total grant provided.

Besides that, ADDA has managed to comply on preparation of all the financial reports on a quarterly basis according with the project format and be able to submit all the reports on time.

### **To perform the project targets AMDT Invested below in these value chains and Systemic market constrains**

Disbursement Dates	Disbursement Amount USD
01-Jul-17	200,000.00
03-Apr-18	139,671.00
15-Oct-18	211,211.00
03-Jun-19	262,080.00
02-Mar-20	70,721.00
16-Apr-20	12,660.93
07-May-20	79,567.61
24-Sep-20	31,589.51
12-Nov-20	37,457.49
Total Disbursement	1,044,958.54
Pilot Contract Value	1,712,965.00
Residual grant	668,006.46

On yearly basis ADDA has continue to improve in keeping its accounting records and required documentation. Quickbook accounting has facilitated to produce reliable, timely and good financial statements. There were continues improvement of source documentation from ADDA with continues support from AMDT.

In internal control, ADDA has managed to be able to have overall proper control of the environment and its activities, been able to identify the organisation risks and finds the way to reduce, minimize and control them. In details ADDA has managed to create and establish audit document trail, able to have clear segregation of duties and establishment of responsibilities on finance and management team, been able to have a system of safeguarding the project assets, timely monthly bank reconciliations prepared and authorized, the establishment of financial and staff policies and procedures within the organisation.

In financial planning and monitoring, ADDA has been able to submit all the required budgets for review on time and everything spent was within the budget as the table below shows, all the expenditure was used within the lines requested and spent within. Of the original provided budget, ADDA spend 70.4% on improved increased the production of sunflower, 69.3% on monitoring and evaluation and 96.2% on overall project operations and less on farmers organisation 7.8% , organic market for sunflower consolidated, 8.7%. which are important areas and will be improved in the next phase the organisation is having.

ADDA is continuing to improve on its compliance issues, the organisation must comply with the Governments rules and regulations which includes TRA and grants requirements. It is an ongoing process and there are a lot of areas which have improved and will continue to improve.

In auditing which included internal audit (expenditure verification) and external auditing, ADDA has received numerous auditing from AMDT and external auditors. Despite having minor issues as a way of learning and improvement within financial management of the organisation, and the major one with market actors, so far, the ADDA has managed to pass

and been cleared in all expenditure verification done by AMDT with no any disallowable costs. With all-statutory audits and special ones, the organisation has been passed with few things to improve.

Overall a lot has been done and still needs to be done for the future of the project and organisation. In additional ADDA has be able to improve a lot its communication with AMDT of which in one way or another facilitate some of the results the organisation is having it now.

<b>BUDGET vs ACTUAL INVESTED (Jan 2018 – Dec 2020)</b>	<b>2018-20</b>	<b>ACTUAL</b>	<b>IN % of BUDGET</b>
	<b>BUDGET</b>	<b>INVESTED</b>	
	<b>USD</b>	<b>USD</b>	
OUTPUT 1 – SHF to increase use of quality seeds	84,992.00	27,712.65	32.6
OUTPUT 2 – SHF improve production practices	364,133.00	256,239.56	70.4
OUTPUT 3 – Farmer organization	295,574.00	23,159.61	7.8
OUTPUT 4 – Organic market for sunflower consolidated	160,310.00	14,014.77	8.7
OUTPUT 5 – Market development (Buy in & Crowding in)	0.00	0.00	
OUTPUT 6 – Activities targeted Women and Youth	42,057.00	6,907.71	16.4
OUTPUT 7 – Monitoring, Evaluation and Learning	277,760.00	192,525.69	69.3
OUTPUT 8 - Operation	424,550.00	408,446.88	96.2
AUDIT	60,000.00	7,069.83	11.8
<b>GRAND TOTAL</b>	<b>1,709,376.00</b>	<b>936,076.70</b>	<b>54.8</b>

# ANNEX 1. Summary of achievements against targets for the 2018-2020

Targets defined for the reporting period <sup>2</sup>	Unit	Quantified Targets for the 2018-2020	Achieved/Actual for the 2018-2020	% Achieved	Estimate of Expenditure per Output in USD <sup>3</sup>	Deviation Summary <sup>4</sup>
		(A)	(B)	=(B/A)*100		
<b>Output 1: SHF to increase use of quality seeds</b>						
Sub-activity 1.1.2: Creation and training of new QDS producers.	QDS Producers	32	29	91%		3 QDS producers did not attend training
Sub-activity 1.1.3: Certification of QDS producers	QDS Producers	32	21	65%		3 QDS producers did not attend the training. 7 QDS producer failed due to weather condition in 2018-19 season. 1 QDS producer failed due to multiple heads of the sunflower plant in 2019-20 season
Sub activity 1.1.4 QDS producers meet with CFs through and TOT's	Meetings/ TOTs	24	24	100%		All QDS producers attended TOT to meet TOTs
Sub-activity 1.1.5: QDS producers promote QDS seeds through CFs visits to QDS fields and at village meetings	Village meetings (1 meeting per quarter)	128	84	66%		44 meetings did not succeed and thereby 11 QDS producers failed
Sub-activity 1.2.1: Contact ASA and present potential market	Seed company (ASA)	1	1	100%		
Sub-activity 1.2.2: Facilitate Seed Companies in establishment of distribution channels	Network meetings	4	4	100%		Partners meetings
Sub activity 1.2.4 ASA to establish demo plot	Villages (one per village)	58	0	0%		ASA failed to establish demo plot because there were no MoU between ADDA and ASA even though ADDA sent MoU to ASA but unfortunately ASA did not reply.

<sup>2</sup> Targets can be per outputs, per indicator or both

<sup>3</sup> State the exchange rate used in the conversion

<sup>4</sup> Provide a brief explanation if physical achievement deviates by more than + or - 20% from the planned target

Targets defined for the reporting period <sup>2</sup>	Unit	Quantified Targets for the 2018-2020	Achieved/Actual for the 2018-2020	% Achieved	Estimate of Expenditure Budget per Output in USD <sup>3</sup>	Deviation Summary <sup>4</sup>
Sub-activity 1.2.5: ASA to establish distribution channel through local seed dealers or farmer groups	Villages (One per village)	58	22	38%		Achieved for only 22 villages in 2019,  And due to the scaled down activities in 2020 due to suspension ASA did not manage all villages under ADDA's portfolio/facilitation.  In 2020 PYXUS facilitated seeds to the farmers in 41 villages
<b>OUTPUT 2: SHF improve production practices</b>						
Sub-activity 2.1.1: TOAM and Genesis to develop expansion strategy and business plan	Plans	2	2	100%		The draft business plans were submitted for review but were put on hold due to suspension and later termination of contracts
Sub-activity 2.1.2: Training of Community Facilitators (CF's)	CFs	192	186	97%		
Sub-activity 2.1.3: CF's Providing Extension Service to the Farmers	SHFs	20000	20516	103%		
Sub-activity 2.1.4: Establishment of Demo Plots for FFS Training	Plots	100	97	97%		97 demo plots were established in 2019 but only 15 demo plots succeeded the rest failed due to weather condition.
Sub-activity 2.1.5: Farmers Receive Weather Broadcasts During the Season	Broadcasts per month	36	9	25%		Tanzania Methodological Authorities have not solved their technical problems and are not yet broadcasting as planned.
Sub-activity 2.1.6: Linking farmers w. input suppliers	Input suppliers	5	4	80%		ASA, TARI, TOSCI, QDS producers (in organic farming there are no traditional input suppliers as no pesticide and fertilizer are used)
Sub-activity 2.1.7: Groups and entrepreneurs start up machine and equipment rental service to SHFs	Business started	10	3	30%		3 farmers groups purchased planters from Hans machinery.  Unfortunately, no follow-up by market actors in 2020 due to suspension
Sub-activity 2.1.8: Others to be developed	Business started	20	10	50%		Farmer groups developed activity themselves as loan and serving groups, entrepreneurship groups, livestock keeping, bee keeping etc

Targets defined for the reporting period <sup>2</sup>	Unit	Quantified Targets for the 2018-2020	Achieved/Actual for the 2018-2020	% Achieved	Estimate of Expended Budget per Output in USD <sup>3</sup>	Deviation Summary <sup>4</sup>
						Unfortunately, no follow-up by market actors in 2020 due to suspension
<b>OUTPUT 3 – Farmer organization</b>						
Sub-activity 3.1.1; Partner capacity workshops	Workshop	1	1	100%		One workshop was conducted in 2018 participated by TOAM, Genesis, DCDOs
Sub-activity 3.1.2: Training of Community Facilitators (CF's)	Cfs	192	186	97%		186 Cfs were trained only for doing groups assessments activity only
Sub-activity 3.1.3: Training of farmer groups in BDS	Groups	960	882	92%		Group assessment activity were done to prepare for the training for 882 groups
Sub-activity 3.1.4 Farmer groups to engage in group businesses	Groups engaged into business for VOF (20%)	192	0	0%		The draft business plans produced by the 2 market actors did have the starting point of this farmer group business eg group purchase of input and common storage facilities. But no follow-up by market actors in 2020 due to suspension
	Groups engaged into business for PYXUS	24	24	100%		Total farmer groups engaged for PYXUS market (700 farmers)
Sub-activity 3.1.5: Farmer groups and local entrepreneurs start up purchase agency for VOF and other buyers	Agencies started	15	11	73%		Activity not implemented due to suspension (11 farmer groups from ADDA PYXUS collaboration)
Sub-activity 3.1.6: Others to be developed	Initiatives	20	0	0%		Not really defined and was postponed to the 2020-21 season. Actual workshop was not done but the project and partners focused to include more women and youth
Sub-activity 3.2.1; Training of Community Facilitators		192	186	97%		186 Cfs were trained only for doing groups



Targets defined for the reporting period <sup>2</sup>	Unit	Quantified Targets for the 2018-2020	Achieved/Actual for the 2018-2020	% Achieved	Estimate of Expended Budget per Output in USD <sup>3</sup>	Deviation Summary <sup>4</sup>
(CF's)						assessments activity only
Sub-activity 3.2.2: Training of farmer groups on ODS and internal control for organic certification		960	882	92%		Group assessment activity were done to prepare for the training for 882 groups
Sub-activity 3.2.4: Establishment of farmer associations		4	0	0%		The plan was after the FOs became strong then they join together and form an association Since the Fos activities were not implemented therefore the establishment of association failed.
<b>OUTPUT 4: Organic market for sunflower consolidated</b>						
Sub-activity 4.1.2: Registration of farmers	Farmers	24000	24587	103%		Total farmers registered from inception to the end of pilot phase
Sub-activity 4.2.1: External Inspection / Audit	Audits	2	3	150%		2 for VOF in 2019 and 2020 (each year), 1 for PYXUS in 2020
Sub-activity 4.2.2: Issuing of certificate	Certificate issued	9	6	100%		3 in 2019 for VOF and 3 in 2020 for PYXUS. 3 for VOF is pending (2020)
Sub-activity 4.3.1: Establishment of collection & and payment system	System VOF	1	0	0%		VOF did not perform in 2019-20
	System PYXUS	1	1	100%		The payments were through bank account or mobile phone
Sub-activity 4.3.2: Establishment of transport system	Agreements VOF	3	0	0%		VOF did not perform in 2019-20
	PYXUS	1	1	100%		Transport from the village level to the factory
Sub-activity 4.3.3: Establishment of storage facilities	Storage unit VOF	20	0	0%		VOF did not perform in 2019-20
	Storage unit PYXUS	3	3	100%		Three storage in Kongwa, Chamwino and Dodoma
<b>Output 6 – Activities targeted Women and Youth</b>						
Sub-activity 6.1.1: Scorecard development among key	Groups	60	15	25%		Women and youth were registered. Delay of funds which was resulted to activity to

Targets defined for the reporting period <sup>2</sup>	Unit	Quantified Targets for the 2018-2020	Achieved/Actual for the 2018-2020	% Achieved	Estimate of Expenditure Budget per Output in USD <sup>3</sup>	Deviation Summary <sup>4</sup>
stakeholders						be most of the time postponed, also the activity was not well understood and planned.
Sub-activity 6.1.2: Reserve for new activities based on results from scorecards	Initiatives	5	0	0%		No activity by market actors in 2020 due to suspension
Sub-activity 6.1.3: Partner workshop on Gender streamlining and Youth inclusion	Workshop	1	0	0%		Actual workshop was not done but Partners were told to include more women and youth during registration
Sub-activity 6.1.4: Woman & youth groups to engage in bee keeping		20	8	40%		40 beehives were constructed in order to assist 8 groups in bee keeping. Specific training in gender issues was carried out