

**PROJECT DESCRIPTION****Viphya Coffee Processing and Marketing****Malawi****I. Introduction**

This appendix describes the activities to be undertaken and the results to be achieved with the funds obligated under this Agreement. Nothing in this Appendix A shall be construed as amending any of the definitions, conditions, or terms of the Agreement.

**II. Background**

Viphya Coffee Growers Co-Operative Society Limited (Viphya) assists farmers to grow and market coffee in Rumphi District, Malawi. Viphya would like to take advantage of unmet local demand; however, inconsistent product quality, outdated and obsolete technology, weak management capability, and low marketing capability prevent the company from capitalizing on the market demand.

**III. Funding****A. ADF Contribution**

The financial plan for ADF's contribution is set forth in Appendix A-1 to this Agreement. The Parties may make changes to the financial plan without formal amendment, if such changes are made in accordance with Article 8 of the Agreement and do not cause ADF's contribution to exceed the obligated amount specified in Article 4, Section 4.1 of the Agreement.

**B. Grantee Contribution**

Viphya will contribute the time and skills of its staff in the implementation of the Project.

**IV. Project Goal**

The goal of the Project is to improve the standard of living and economic welfare of the rural poor in Malawi.

ADF

  
Viphya   
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## V. Project Purpose

The purpose of the Project is to increase the income of Viphya's employees and its suppliers as follows.

- A. Viphya's net income (before taxes and depreciation) will increase from MWK 413,701 in the Project's base year to:
  1. MWK 1,000,000 in Year 1;
  2. MWK 1,700,000 in Year 2; and
  3. MWK 2,000,000 in Year 3.
  
- B. Total salaries and wages paid to workers (full time and part time) will increase from MWK 945,113 in the Project's base year to:
  1. MWK 1,000,000 in Year 1;
  2. MWK 1,400,000 in Year 2; and
  3. MWK 1,600,000 in Year 3.
  
- C. The value of raw materials purchased from farmers will increase from MWK 9,099,527 in the Project's base year to:
  1. MWK 10,000,000 in Year 1;
  2. MWK 13,000,000 in Year 2; and
  3. MWK 15,000,000 in Year 3.

## VI. Project Outputs

By the end of the Project period, the capacity of Viphya to process and market coffee will increase as evidenced by the following.

- A. The number of total farmers supplying raw materials will increase from 153 farmers in the Project's base year to:
  1. 170 farmers in Year 1;
  2. 190 farmers in Year 2; and
  3. 210 farmers in Year 3.
  
- B. Viphya's sales revenue will increase from MWK 15,165,878 in the Project's base year to:
  1. MWK 17,000,000 in Year 1;
  2. MWK 22,000,000 in Year 2; and
  3. MWK 26,000,000 in Year 3.

- C. The volume of parchment produced will increase from 47,099 kilograms in the Project's base year to:
1. 49,000 kilograms in Year 1;
  2. 57,000 kilograms in Year 2; and
  3. 63,000 kilograms in Year 3.
- D. The value of loans disbursed to members will increase from MWK 0 in the Project's base year and Year 1 to:
1. MWK 1,300,000 in Year 2; and
  2. MWK 1,600,000 in Year 3.

## VII. Project Activities

Viphya will ensure the following major activities are completed with the assistance of consultants where necessary.

- A. Improve the management and institutional capability of Viphya by:
1. training Viphya board of directors on good governance;
  2. acquiring additional office equipment;
  3. purchasing motorcycles to enhance outreach and extension services; and
  4. establishing a stronger administrative core by recruiting and paying association staff, including a credit assistant and stores assistant.
- B. Institute improved financial and operating procedures by training Viphya staff to use Pastel accounting software and revolving loan fund micro banking software.
- C. Improve coffee production systems by:
1. improving product quality through acquisition and use of coffee processing equipment;
  2. undertaking an environmental analysis of the impact of the use of updated coffee processing equipment and taking necessary steps to mitigate any negative impact;
  3. constructing pulperies for the coffee processing units;
  4. supplying revolving loan fund inputs;
  5. visiting a coffee outgrowers association in Tanzania to learn from their experiences; and
  6. training farmers in best agronomic practices.

**VIII. Roles and Responsibilities of the Parties**

ADF's Partner in Malawi will provide the standard ADF training in bookkeeping, monitoring and assessment. Viphya is responsible for ensuring the proper management and implementation of the Grant. The ADF Partner in Malawi will provide Viphya with technical and management assistance during implementation.

**IX. Monitoring and Evaluation**

ADF's partner in Malawi will closely monitor the activities of the Association to ensure proper reporting, adherence to the Project implementation plan by the Association and movement towards the achievement of Project objectives. The Partner will continuously assess risks and take remedial action as needed. Monitoring by the Partner will be an important aspect of the on-going coaching and advisory service. The Partner will review ADF's quarterly reports and will submit comments and observations to the management of the Association as part of the on-going performance assessment.



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