

PROJECT DESCRIPTION**Mwandi Multipurpose Cooperative Dairy Capacity Building Project****Zambia****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

Mwandi Multipurpose Cooperative Society Limited (MMPCS) is a cooperative society made up of small-scale farmers and is based in the Mwandi area of Sesheke district in the South Western part of Zambia. Members have a market opportunity to produce and sell their milk through the Cooperative, a product that is in high demand. However, the Cooperative is unable to deliver its product to the market in a cost effective manner. In addition, its members have inadequate management and operational skills to manage the business sustainably.

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

Mwandi Multipurpose Cooperative Society Limited will contribute land, a milk collection centre building and equipment, members' animals, a borehole, and a dip tank to the Project.

IV. Project Goal

The goal of the Project is improve the standard of living of cattle farmers in Mwandi, Sesheke district in the Western Province of Zambia.

V. Project Purpose

The purpose of the Project is to improve MMPCS's prospects for sustained expansion as indicated by the development of a comprehensive five-year business plan that ADF deems suitable for funding by a donor or other financial institution.

ADF



MMPCS



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VI. Outputs

- A. Improved financial management as evidenced by:
1. MMPCS produces financial statements that include monthly income, balance sheet and cash flow statements, consolidated quarterly and annual statements, adequate financial controls, accounting procedures, policies and systems that can be readily audited; and
 2. MMPCS' management team routinely utilizes financial documents produced during the Project such as performance reports, budget expenditures, profit and loss statements, cash flow statements, and balance sheets in making financial and management decisions for the Cooperative.
- B. Improved business management capacity as evidenced by:
1. a functioning and active board of directors meets quarterly to assess management implementation progress and addresses implementation constraints necessary to move the company forward; and
 2. the board convenes the Annual General Meeting (AGM) in accord with its constitution to update members on MMPCS' on-going activities.
- C. MMPCS will improve its marketing capacity by establishing at least one new formal market as demonstrated by a letter of intent from the buyer to purchase milk in bulk from MMPCS.

VII. Activities

- A. Financial Management Improvements
1. MMPCS will hire a bookkeeper to manage the financial system of the Cooperative. The bookkeeper will be responsible for setting up internal control systems, recording financial transactions, and reporting the financial status of the Cooperative to the board. The bookkeeper will be hired by month four of Project Year 1.
 2. MMPCS will hire a consultant with expertise in financial management on a short term contract to work closely with the MMPCS manager to develop appropriate financial accounting procedures, policies, and systems that will ensure timely and accurate financial reporting, with the intent of meeting ADF's financial certification requirements by the end of the Project. The financial consultant will work with the manager to document the financial systems developed in a financial management manual. Once the financial system is in place, the consultant will provide follow-up training where necessary and assess the implementation of the financial system by conducting quarterly visits to the company. Financial systems will be established by month eight of Project Year 1 and follow up services will be provided on a quarterly basis.

3. The board and management will receive training in financial management. The training will teach participants financial management and control techniques following the development of financial management systems by the consultant. The training will be completed by month eight of Project Year 1.

B. Business Management Improvements

1. MMPCS will hire a business manager responsible for overall day to day management of the Cooperative. Specifically, the business manager will be responsible for coordinating contracts, procurements, packaging, and marketing of milk. The business manager will be hired by month four of Project Year 1.
2. MMPCS will establish an office in Mwandia for its management team. The office will be equipped with computers, computer accessories, and office furniture. The office will be fully equipped by month six of Project Year 1.
3. MMPCS will hire a consultant to develop, in consultation with management, administrative policies, procedures, and guidelines to guide the operations of the Cooperative. The administrative systems will focus on personnel policy, safety and security procedures, procurement, and use of Cooperative assets, and will be documented in an administrative manual. The administrative manual will be completed and in operation by month seven of Project Year 1 and follow up services will be provided on a quarterly basis.
4. MMPCS will hire a consultant to develop, in consultation with management, governance policies, procedures, and guidelines. The governance systems will focus on principles of good governance, rules of conduct of board members, functions of the board of directors, conduct at the Annual General Meeting (AGM), issues of conflict of interest, and financial responsibilities of the board, and will be documented in a governance manual. A governance manual will be completed and be in operation by month eleven of Project Year 1 with follow up services provided on a quarterly basis.
5. MMPCS' board, management, and members will be trained in good governance and strategic planning so the board and all members understand their formal roles and responsibilities. The training will be completed by month eleven of Project Year 1.

C. Technical Capacity Building

1. MMPCS will hire a consultant to conduct a training workshop in Mwandia, where members will learn dairy production, disease management, and milk handling and hygiene by month nine of Project Year 1.
2. MMPCS will establish a pilot milk purchase fund to facilitate the purchase of milk from members at the Cooperative's milk collection center. The milk collection center will be equipped with a weighing scale and milk testing equipment. The milk purchase fund will be established by month ten of Project Year 1. The milk testing equipment and weighing scale will be purchased by month nine of Project Year 1.

3. MMPCS will purchase a light truck to facilitate the transportation of milk to the markets by month ten of Year 1.
4. MMPCS will hire a consultant to develop, in consultation with management, an operational manual. The operational manual will provide guidelines on how to develop annual work plans and budgets, establish formalized methods for purchasing and transporting milk from the MCC, and guidelines for handling and storing milk hygienically. The operational manual will also govern the milk purchase fund, under which MMPCS will purchase milk from member cattle farmers and store and sell it to the market. The operational manual will be completed and used by the Cooperative management by month twelve of Project Year 1 with follow up services provided on a quarterly basis.
5. Management and selected board members will conduct a study tour to a successful dairy enterprise. The study tour will provide valuable information to MMPCS regarding the proper management of a dairy enterprise and will provide them a model of a successful enterprise. The study tour will be completed by month three of Project Year 2.

D. Business Plan Development

MMPCS will hire a consultant to work closely with the management team and board to develop a comprehensive five-year business plan. The business plan will address the following:

1. analyze the best organization and staffing structure to operate a sustainable and profitable business. This will involve analyzing MMPCS's organizational structure;
2. conduct a market analysis of existing and potential product lines, including competitors, additional markets in Zambia and internationally. Provide strategies for penetrating markets for product lines recommended;
3. identify and assess the technology options, technical capacity needed and manpower for each of the potential product lines and for expansion of existing products;
4. provide strategies for integrating more area farmers into the milk collection centre business so as to increase the volumes of milk marketed and the centre's profitability;
5. recommend the price structure for Mwanzi Multipurpose Cooperative Society products and services and establish a framework for distributing profits generated from the business ventures to the individual farmer members;
6. assess the manpower, training, and technical assistance requirements for expansion of the company;
7. provide five-year production and profit and loss projections based on current production, costs, and sales trends; and

8. undertake any additional analyses that will prepare the Cooperative for expansion and sustained growth, to be determined during the design process of the business plan and through implementation of this Project.

VIII. Roles and Responsibilities of the Parties

The staff and elected leadership of MMPCS are responsible for the management and the proper implementation of the Project. MMPCS will take all necessary action to achieve its formal registration with the Registrar of Cooperative Societies by the end of the Project period. ZATAC, ADF's Partner in Zambia, will provide training in the area of standard ADF bookkeeping, monitoring and assessment. ZATAC will also provide technical assistance and management during implementation.

IX. Monitoring and Evaluation

ADF's Partner in Zambia will closely monitor the activities of the Cooperative to ensure proper reporting, adherence to the Project implementation plan by the Cooperative 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 Cooperative as part of the on-going performance assessment.

X. Other Implementation Issues

ZATAC, which is ADF's Partner in Zambia, will closely monitor MMPCS's construction of a drainage system to ensure the proper disposal of all effluent resulting from the cleaning of the bulk tank, milk cans, milk buckets, testing equipment, and bulking room floors. This construction, which is to be completed by the end of the Project period, will allow the draining of all dirty water through concrete drain channels leading into a soaker. This drainage and disposal system will ensure that no foul smells are emitted from the Cooperative and that no bacterial buildup occurs in the Cooperative.

