

## PROJECT DESCRIPTION

### Yobbi Capacity Building and Pilot Irrigation Project

#### Niger

#### 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

Yobbi Grouping is a village-level cooperative association composed of 85 women engaged in horticulture in Birni N'Gaouré, Niger. The women in Yobbi Grouping cultivate vegetables on a two-hectare plot. Though there are wells near the plot, they have manual pumps and are only operational during the rainy season. Yobbi has identified another small plot of land that is currently used only for seasonal millet production where an artesian well is located. Yobbi would like to expand its production capacity, increase its sales, and become a stronger force in the local vegetable market. However, they lack the necessary investment capital and technical capabilities to develop these activities.

#### 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

Yobbi will contribute its current two-hectare fenced garden and labor for development of the new Project site, and will finance the management committee's operating costs.

#### IV. PROJECT GOAL

The goal of the Project is to improve the standard of living of horticulture producers in Birni N'Gaouré.

#### V. PROJECT PURPOSE

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

#### VI. OUTPUTS

- A. Improved administrative and financial management capabilities as indicated by the following.
  - 1. Yobbi obtains full ADF financial certification.
  - 2. Yobbi produces financial reports including income statements, cash flow statements, and balance sheets that Yobbi leadership uses in making strategic and financial management decisions.
  
- B. Demonstrated viability of African Market Garden technologies to increase farm incomes as indicated by the following.
  - 1. The quantity of fruits and vegetables produced by Yobbi members on the African Market Garden site increase from a baseline of 0 to 1,865 kilograms per year by the end of the Project period.
  - 2. Sales of fruits and vegetables produced by Yobbi members on the African Market Garden site increase from a baseline of 0 to 6,332,470 FCFA per year by the end of the Project period.
  - 3. Total net income earned by Yobbi members from crops produced on the irrigated African Market Garden increases from a baseline of 0 to 3,973,080 FCFA per year by the end of the Project period.
  - 4. Costs of operation and maintenance of the irrigation equipment are fully covered by operating income from the African market garden by the end of the Project period.

## VII. ACTIVITIES

Projected activities required to reach the Project objectives are as follows:

### A. Training and Technical Assistance

#### 1. Organizational Capacity

- a. Yobbi will hire an accountant and an agricultural extension agent for the first twelve months of the project. In addition, Yobbi will purchase a computer and related equipment.
- b. Yobbi will hire qualified consultants to coordinate the development and implementation of a procedures manual and a three-year business expansion plan for the group. The business plan will integrate the results of the technical assessment of the artesian well and expansion of the production site, as well as the production and marketing results obtained on the pilot production site.
- c. Yobbi will contract with qualified experts to provide training in association management techniques, accounting, budgeting, and product marketing to its staff and members of the management committee.

#### 2. African Market Garden Production Techniques

- a. The International Crops Research Institute for the Semi-Arid Tropics (ICRISAT) will serve as a technical partner responsible for coordinating the introduction of a technical package known as the African Market Garden (AMG). The AMG model combines drip irrigation technology with improved crop varieties and soil fertility management techniques to increase yields and allow year-round cultivation of vegetables.
- b. ICRISAT will train all 85 Yobbi members in management of the drip irrigation system, irrigated crop production best practices, and vegetable post-harvest conservation and processing. In addition, all 85 Yobbi members will participate in an exchange visit to Yélou and Sadoré to observe the functioning of other AMG production sites.
- c. Finally, Yobbi will work with ICRISAT to carry out a technical study to assess the use of the artesian well to irrigate its entire production area and make recommendations to

improve its institutional capacity to manage greater production and sales.

#### B. Production Activities

The International Crops Research Institute for the Semi-Arid Tropics (ICRISAT) will oversee the installation of a drip irrigation system on 5,000 square meters of Yobbi's two-hectare vegetable production site. Yobbi will cultivate an additional 15,000 square meters of the site using the improved seed and technical assistance package promoted in ICRISAT's African Market Garden (AMG) model using traditional irrigation techniques. The 85 women members of the group will cultivate the Project site, with land distributed as follows:

1. ten women on the African Market Garden (drip irrigation) site of 5,000 square meters, each with a plot of 500 square meters; and
2. 75 women in the 15,000 square meters of the site still using traditional irrigation, each with a plot of 200 square meters.

By the end of the Project period, the group will diversify its production to respond to the needs of its clients and continue production throughout the year. Each member will farm her plot individually and will receive from the Yobbi management committee inputs and seeds proportional to her plot size. Yobbi will organize sales of vegetables produced on the project site, and each member will receive from the committee the amount corresponding to the value of her sold production after deduction of input credit repayments and Yobbi's operating fees and commissions. Yobbi will establish a fee structure that allows it to cover its operating expenses and maintenance of the irrigation equipment.

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

Yobbi is responsible for the management and implementation of the Project while ADF's Partner in Niger will provide technical support and guidance.

#### IX. Monitoring and Evaluation

Within sixty days of the effective date of this Agreement, the Grantee, working with ADF's Partner, will form a monitoring and assessment committee composed of a representative cross-section of the Grantee organization. The committee will provide ADF with input for the Project monitoring plan. In addition, during implementation the committee will be responsible for ensuring that the Project follows the implementation plan and that problems identified through monitoring and evaluation are adequately addressed in a timely manner.