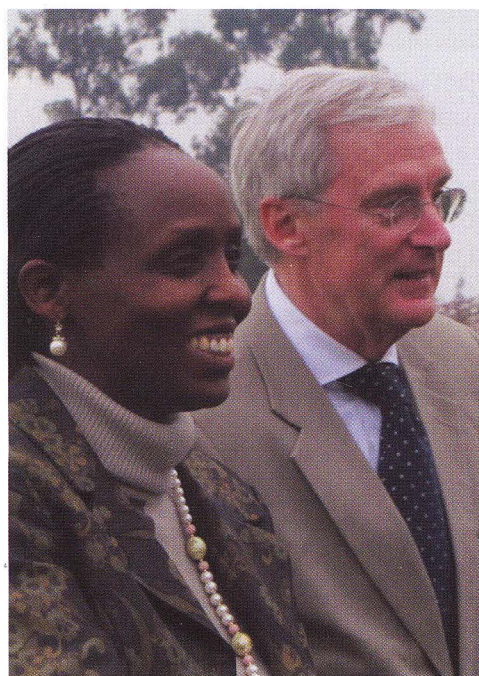


IFDC

Report

An update on the work and progress of IFDC

Dutch State Secretary of Foreign Affairs Visits CATALIST Project Sites in Rwanda and Democratic Republic of Congo



Rwandan Minister of Agriculture and Animal Resources, Dr. Agnes Kalibata, and Dutch State Secretary of Foreign Affairs, Dr. Ben Knapen, tour CATALIST sites in Rwanda.

Dr. Ben Knapen, Dutch State Secretary of Foreign Affairs, visited two IFDC-supported sites in the Great Lakes Region of Central Africa during a recent fact-finding mission to Africa. With support from the Catalyze Accelerated Agricultural Intensification for Social and Environmental Stability (CATALIST) project and other partners, those working at these two sites are steadily improving their livelihoods.

Accompanied by Rwanda's Minister of Agriculture and Animal Resources (MINAGRI), Dr. Agnes Kalibata (who is also a member of the IFDC Board of Directors), Knapen visited the Imbaraga Farmers' Federation, a CATALIST partner organization in the Musanze district of Rwanda. Knapen was also accompanied by the Dutch Ambassador to Rwanda, Frans Makken; a delegation from The Hague; and a team from the Royal Embassy of the Netherlands in Rwanda.

In her introductory speech, Minister Kalibata described the Government of Rwanda's policies and progress to date in transforming agriculture in the country. She explained that the improved performance of the agricultural sector is primarily attributable to the government's implementation of the Green Revolution program.

Imbaraga members told the delegation about what they have accomplished since 2007, when they began partnering with and receiving technical support from CATALIST and MINAGRI. Joseph Gafaranga, Imbaraga's executive secretary in the Northern Province, told of three farmers who began integrated soil fertility management (ISFM) field tests.

(Continued on Page 18)

FEATURED ARTICLES

A 20-Year Overview of IFDC Projects in Albania

Bangladesh Minister of Agriculture and U.S. Ambassador Launch AAPI Project

IFDC Partners with USAID, the Netherlands and AGRA to Improve Food Security in New Nation of South Sudan

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IFDC is a public international organization, governed by an international board of directors with representation from developed and developing countries. The nonprofit Center is supported by various bilateral and multilateral aid agencies, private foundations and national governments.

IFDC focuses on increasing and sustaining food security and agricultural productivity in developing countries through the development and transfer of effective and environmentally sound crop nutrient technology and agribusiness expertise.

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IFDC to Co-Lead the Global TraPs Project



Dr. Amit Roy and Dr. Roland Scholz, co-leaders of the Global TraPs project, at the first steering board meeting held in Zürich March 31-April 1.

Dr. Amit Roy, IFDC president and CEO, has been named co-leader of the Global TraPs project, along with Dr. Roland Scholz, chair of the Natural and Soil Science Interface at ETH Zürich (Swiss Federal Institute of Technology). Global TraPs stands for "**Global Transdisciplinary Processes for Sustainable Phosphorus Management**."

The Global TraPs project will study phosphorus use, management and sustainability from a supply chain perspective through a transdisciplinary process (theory-practice) involving experts from academia, industry, governments, non-governmental organizations (NGOs) and other concerned parties. The goal of Global TraPs is to build knowledge about how to transition toward more sustainable phosphorus use.

"Phosphorus is one of the key nutrients necessary to human, animal and plant life," said Roy and Scholz in a joint statement. "Phosphorus is also a finite resource that must be used more efficiently. By focusing on phosphorus from the supply chain perspective, the Global TraPs initiative seeks to bring greater understanding to many issues that confront humanity and our environment."

The transdisciplinary nature of the project involves joint leadership to integrate experience-based, real-world knowledge and academic rigor. Roy is the project's principal practice leader, representing industry, government, business and international organizations; Scholz is the principal academia leader. For more information about Global TraPs, visit www.uns.ethz.ch/gt.

IFDC Divisions: EurAsia (EAD) • East and Southern Africa (ESAFD) • North and West Africa (NWAFFD) • Research and Development (RDD)

Acronyms: AGRA - Alliance for a Green Revolution in Africa • CPPs - crop protection products • COMESA - Common Market for Eastern and Southern Africa
• ha - hectare(s) • ECOWAS - Economic Community of West African States • ISFM - integrated soil fertility management • kg - kilogram(s) • MoU - Memorandum of Understanding • mt - metric ton(s) • UEMOA - West African Economic and Monetary Union • USAID - U.S. Agency for International Development



In 2011, Albania has a thriving agricultural marketplace.

Albania: IFDC Helps Nation Transition to Free-Market Economy

In 1991, when Albania emerged from more than half a century of near-total isolation caused by World War II and the subsequent communist dictatorship, the country was suffering from an agricultural crisis that required immediate international assistance. Albanian farms could not supply enough food for urban areas and were also failing to meet the raw material needs of food processing facilities. Food imports were increasing, fertilizer production had ceased and collective farms (which had never produced enough food during the communist regime) were in decline. The amount of cultivated land had decreased by half. Moreover, private and competitive agriculture did not exist.

Albania's population was also increasing by two percent annually, faster than in any other European nation. To help the country overcome its tremendous shortage of food (particularly wheat), the U.S. Agency for International Development (USAID) provided funds in 1991 to import 20,000 tons of urea fertilizer. USAID enlisted IFDC to handle distribution of the fertilizer to farmers. IFDC created an innovative strategy for agribusiness development, particularly for countries such as Albania as they transform from "command and control" to free-market economies.

IFDC's strategy linked farmers, agro-dealers, agricultural extension specialists, researchers, government officials, NGOs and media to generate, share and use information to access the resources and tools needed to restore Albania's agricultural economy. IFDC identified promising entrepreneurs, trained them in free-market processes, helped them obtain credit from banks and instructed them in modern marketing practices.

IFDC created the Albanian Fertilizer and Agribusiness Dealers Association (AFADA) in 1993. The success of AFADA inspired other agribusinesses to form trade associations along industry

"The success of AFADA really is the untold story of success in the Balkans, overcoming all of the instability and the upheavals...An important lesson that we have learned from our Albania experience is that when you organize the private sector, you unleash an untold array of innovation and drive that provides the inputs and technical know-how for a country's agricultural sector.

- Ian Gregory, EurAsia Division

(Continued on Page 4)

Albania *(Continued from Page 3)*

lines, providing tailored business and technical assistance to selected firms under the auspices of an agribusiness development center. The increased availability of agro-inputs in Albania improved crop yields and income for Albanian smallholder farmers, particularly those 75,000 who became loyal AFADA customers.

AFADA is one of the most active organizations inside the Albania Association and Business Management Center (ABMC), which was established in 2001 and funded by 11 agribusiness associations, including AFADA. ABMC also received support from IFDC's Assistance to Albanian Agricultural Trade Association (AAATA) project. ABMC has been a focal point for activities implemented by IFDC under the United States Department of Agriculture's (USDA) Food for Progress program.

The Agribusiness Council of Albania (KASH), also under the ABMC umbrella, advocates for the reform of Albanian agricultural policies. KASH, comprised of 21 agribusiness trade associations and with a membership of 2,000, worked with the Government of Albania to negotiate Free Trade Agreements with other Balkan countries.

The AAATA project facilitated over \$20 million in client self-investments, nearly \$7.4 million in trade credit to clients and helped Albanian entrepreneurs make significant advances in food production.

In October 1995, USAID awarded IFDC the \$8.6 million Sustaining the Restructured Fertilizer Sub-Sector in Albania (SRFSA) project. Over the course of four years, IFDC built on its previous success by establishing an effective private market to supply fertilizer for Albanian farmers. The aim was to also strengthen AFADA and assist the Government of Albania in improving agro-input policies, regulatory systems and a market information system.

“Initiated in late 1991, the USAID-funded IFDC project in Albania was really the first donor effort to introduce the principles and practices of a free market economy in Albania. IFDC’s hands-on approach to reviving the agricultural sector by marketing imported fertilizer served to train government officials, private fertilizer dealers and farmers in basic business practices. It was an enormous success: fertilizer applications led to increased crop production, which led to on-farm income generation that stabilized Albania’s rural economy.”

- Dianne Blane, former USAID mission director to Albania



In 1991, USAID enlisted IFDC to distribute fertilizer to struggling farmers.

Fertilizer imports rose from 32,000 metric tons (mt) in 1995 to 75,000 mt in 1998 and 1999. Ninety percent of Albania's commercial farmers are now using fertilizers. In addition, market-oriented fertilizer laws were enacted, tariffs were reduced and viable seed and soil institutes capable of serving farmers and agribusinesses were established.

With IFDC's assistance, private enterprises were supplying 100 percent of Albania's fertilizer requirements, 95 percent of crop protection products (CPPs) and 80 percent of certified imported and domestic seed by the end of the project.

When SRFSA began in 1995, AFADA agro-dealers relied exclusively on credit institutions and mercantile credit. Because of their excellent credit ratings, agro-dealers were able to self-finance more than 74 percent of their imports and use supplier credits (over \$5 million when the project ended in 1999) rather than institutional loans (under \$1 million).

The Albania Credit Enhancement Fund began in July 2003 and remains an ongoing project. This technical program, also funded with monetized proceeds from the USDA Food for Progress Program, introduces technology and training to farmers in dairy and livestock operations, while increasing agribusiness enterprise access to credit.

The program trains farmers, builds linkages, facilitates the importation of improved cattle breeds, provides access to quality feed and introduces farmers to modern production and processing equipment. IFDC's role is to provide technical assistance and market development support to agribusiness enterprises and to help establish an agribusiness credit guarantee fund.

"On my first trip to Albania, I saw a country that was in dire straits. The best hotel in Tirana had only one item on the menu and there was no heat or hot water," said Dr. Amit Roy, IFDC president and chief executive officer. "Today when we visit Albania, we see a transformed country. People have money and are able to conduct business. They are happy. Of course, there are still challenges, but the country is headed in the right direction."

Albania now has a self-sufficient agricultural sector, domestic crop production is thriving and crops are also grown for export.

The Human Face of Market Development

In 1992, Agif Caca was left unemployed when the state-owned factory where he worked was closed. With only \$350, he built Mireli – his own milk and cheese plant. The Mireli plant faced many obstacles, such as electric power interruptions and spoiled milk. IFDC assisted Caca by procuring and installing a power generator and purchasing three new refrigerated trucks.

Mireli quickly doubled in size and the amount of milk processed increased from 500 liters/day to 15,000 liters/day by 2007, with plans to increase capacity to 30,000 liters per day. Mireli has become the largest fresh milk supplier in Tirana and delivers to over 100 shops every day. The plant produces pasteurized milk, thin yogurt, curd and soft white cheese.

During the 20 years that IFDC has worked in Albania, it has been clearly proven that private-sector agribusiness can function and prosper. IFDC helped the nation build a sustainable agricultural sector and gave members of Albania's agricultural value chain the technology and information to improve agricultural production and build their own free-enterprise farms and businesses.



In 1991, Albanian farms could not supply enough food for urban areas. Today Albania has a self-sufficient agricultural sector, domestic crop production is thriving and crops are also grown for export.

Bangladesh Minister of Agriculture Chowdhury and U.S. Ambassador Moriarty Launch AAPI Project

Minister of Agriculture Matia Chowdhury, who is also a member of the Bangladesh Parliament, and U.S. Ambassador to Bangladesh James F. Moriarty formally launched the "Accelerating Agriculture Productivity Improvement" (AAPI) project in the Nalitabari upazila (sub-district) of Bangladesh's Sherpur district on March 5.

AAPI is funded by USAID and implemented by IFDC in close collaboration with the Bangladesh Ministry of Agriculture and its Department of Agricultural Extension. AAPI is designed to strengthen and re-orient agricultural production systems in Bangladesh. The project's goals are to improve food security and accelerate income growth in rural areas by increasing agricultural productivity on a sustainable basis.

The emphasis of AAPI is on improving farmers' access to and use of fertilizer deep placement (FDP) technology in order to improve crop yields and incomes. In addition, AAPI will support capacity building, policy reform and micro-enterprise development, all of which are crucial to the sustainability of agriculture production systems. An estimated 3.5 million farmers will benefit from AAPI, and 1,800 entrepreneur-owned supply points will be established to provide farmers access to FDP

products. Due to improved fertilizer use efficiency, the estimated saving to the Government of Bangladesh is \$84 million.

IFDC's President and CEO Dr. Amit Roy attended the event and said that the FDP technology is now being used in 152 upazilas in 36 districts of Bangladesh. The Bangladesh experience is being replicated in 12 African countries and countries on other continents are also showing interest in using the technology.

Ambassador Moriarty said Bangladesh uses natural gas to make urea and the natural gas saved, because farmers will use less urea with FDP, can be utilized for other purposes. "Oil and gas prices are now approaching all-time highs. The United States is pleased to be working with the Government of Bangladesh to find ways that conserve these important energy resources while still meeting the needs of both rural and urban Bangladesh."

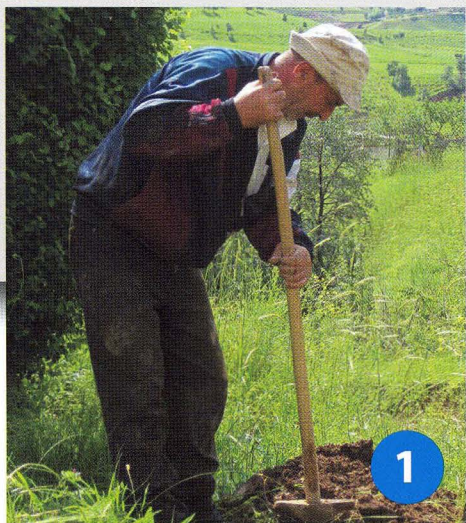
After opening the project's launching workshop and meeting many area farmers, Minister Chowdhury and Ambassador Moriarty distributed four FDP briquette manufacturing machines (75 percent of the cost subsidized by the project) to four entrepreneurs in Nalitabari upazila, one of 68 upazilas in the project.



U.S. Ambassador to Bangladesh James F. Moriarty tries out the new fertilizer deep placement applicator designed by the Bangladesh Agricultural Research Institute (BARI). IFDC's Ms. Ishrat Jahan, Bangladesh country representative, said that IFDC provided advice to BARI regarding the design of the applicator and also approached two universities in the United States and the Mymensingh Agriculture University in Bangladesh about grant applications for applicator development.

PRO-APT

Productive Agriculture in Tajikistan



1

Tajikistan, located in Central Asia, north of Afghanistan, has one of the lowest per capita gross domestic product (GDP) rates (\$600) among the 15 former Soviet republics. Of the country's total land area, only 6.5 percent is arable – and natural resources are scarce.



2

The PRO-APT project is helping farmers increase agricultural productivity and strengthen private sector agribusinesses. IFDC's role is to intensify farm productivity, primarily through the promotion of yield-enhancing technologies for six value chains (lemons, apricots, onions, tomatoes, melons and beef).



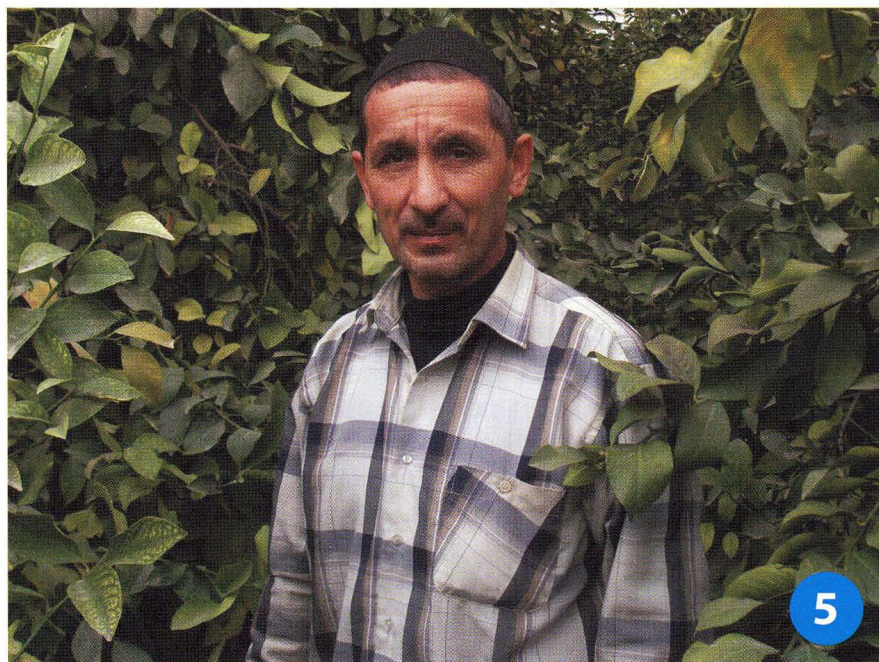
3

In the photo above, 32 greenhouse owners are being trained in pest management for their lemon crops. Demonstration plots, field visits and training sessions are key components in the introduction of new, intensive production technology and techniques to Tajik farmers.



4

IFDC is also facilitating farmers' access to quality agro-inputs (fertilizers, seeds and CPPs). This includes working with private sector input suppliers and training farmers in correct input use.



5

PRO-APT seeks to increase targeted farmers' incomes by about 25 percent annually. The five-year project (2009-2014) is funded by USAID and implemented by ACDI/VOCA and IFDC.

USAID Mission Director Visits Land Reclamation Site in Kyrgyzstan

The Kyrgyz Agro-Input Enterprise Development (KAED) Follow-On project hosted a ribbon-cutting event in Osh on March 23. The event was attended by numerous dignitaries, including Carey Gordon, USAID Central Asian Republics (CAR) mission director. In addition to the official opening of the Follow-On project, 70 hectares (ha) of rehabilitated land in Karasu rayon (district) were auctioned. Part of the Follow-On project's focus is to improve irrigation infrastructure on rehabilitated land and to reclaim that land for agricultural purposes. As a result of rehabilitation of the irrigation system in Uzgen rayon, 250 ha of land have been brought into production and will be sold through auction to farmers.

The improved drainage of the irrigation system and better weed and erosion control will have a positive impact on soil fertility and productivity on 600 ha of additional land next to the rehabilitated plots. This intervention is expected to benefit the lives of 6,500 people living in the area.

"The KAED project has developed a strong partnership with the local community and government in Osh and has included a sharing of both costs and human talent," Gordon told the attendees. "This partnership of public and private expertise, along with strong community support, has resulted in the



Left to right, Kamalov Jumanazar, oblast agrarian development head, and Carey Gordon, USAID Central Asian Republics (CAR) mission director, cut a ceremonial ribbon on rehabilitated land in Uzgen.

completion of valuable irrigation system rehabilitation and brought into production a significant plot of land in your village that has not been used in the last 20 years. This is a remarkable achievement and one for which the entire community and local government should feel proud," Gordon said.

USAID, IFDC and Kyrgyz Ministry of Agriculture Launch Seed Assistance Voucher Program

USAID recently awarded \$4.1 million to IFDC to implement the Seed Assistance Voucher Program in the Kyrgyz Republic. Officially launched April 20, the voucher program is being implemented through IFDC's KAED Follow-On project jointly with the Kyrgyz Republic Ministry of Agriculture. The project will increase agriculture productivity and farmer incomes by providing farmers access to improved seed during the two-month spring 2011 planting season and promoting market participation by more progressive smallholder farmers.

The Ministry of Agriculture and IFDC are distributing seeds to approximately 30,000 selected farmers. An estimated 160 agricultural cooperatives and 81 seed enterprises in 42 rayons in all seven of Kyrgyzstan's oblasts (provinces) will be involved in the program.

IFDC's strategic approach is to use a voucher program, implemented in a market-based context, to provide targeted beneficiary farmers needed agro-inputs. Participating farmers receive a voucher that can be exchanged for specified amounts of seeds. Voucher programs help smallholder farmers obtain agro-inputs while simultaneously building business for rural agro-dealers. IFDC recommends that vouchers be used instead

of government programs that subsidize inputs and disrupt or discourage private sector efforts.

Vouchers are often called "smart subsidies" because they supply inputs to farmers – generally at a lower cost to government – while encouraging commercial markets to be established and/or grow. The Kyrgyz Minister of Agriculture, Torogul Bekov, praised the efficiency of USAID and IFDC for the project's rapid start-up and said that the Ministry looks forward to collaborating with IFDC in the implementation of the project.

The U.S. Embassy Charge d' Affaires, Larry Memmott, also participated at the project launch. Also attending the event were USAID Deputy Mission Director, Lawrence Held; USAID Cognizant Technical Officer, Daniar Ilebaev; IFDC Chief of Party of the project, Dr. Hiqmet Demiri; the Jaiyl Seed Farm Director and staff; and approximately 120 area farmers.

IFDC has implemented several USAID projects in the Kyrgyz Republic since 2001 with a goal to stimulate growth in Kyrgyzstan's agricultural sector by educating and encouraging farmers to adopt practices that will increase food production, animal health and rural incomes.

Global Soil Fertility Seminar Held at Wageningen University

“Global Soil Fertility: The Role of the Next Generation of Smart Fertilizers” was the theme of a seminar held March 21 at Wageningen University in the Netherlands. IFDC President and Chief Executive Officer Dr. Amit H. Roy was among those making presentations. Also speaking were representatives of the International Plant Nutrition Institute; World Soil Information; the Indian Council of Agricultural Research; Wageningen University; and the University of Amsterdam.

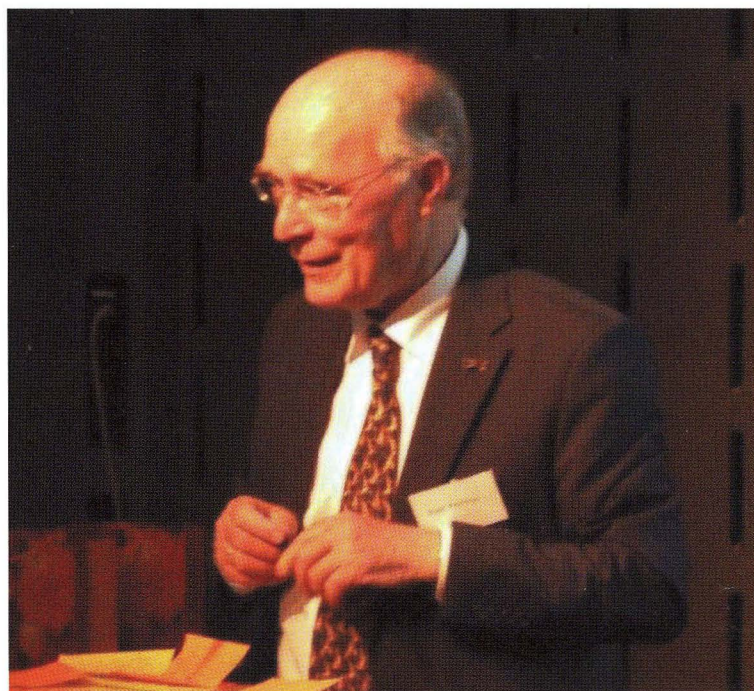
Dr. Rudy Rabbinge, former member of the IFDC Board of Directors, led a summary of the presentations. Rabbinge, a professor in Sustainable Development and Food Security at Wageningen, is currently a member of IFDC’s Virtual Fertilizer Research Center (VFRC) Board of Advisors.

Roy spoke to the participants about the need for an Internet-based, global research network and the search for new fertilizer production and use technologies. Explaining the concept of the VFRC, Roy said, “The Center will partner with universities, public and private research laboratories and the global fertilizer and agribusiness industries to bring together the best scientific, business and government minds to create a research system producing more food with fewer wasted resources and a reduced environmental impact.”

All of the speakers agreed that “smart” fertilizers increase nutrient use efficiency and crop yields through balanced nutrition while minimizing environmental impact. “Smart” refers to both composition and management.



Dr. Amit Roy speaks at Wageningen University.



VFRC Board Member and Wageningen Professor Dr. Rudy Rabbinge speaks at the Global Soil Fertility Seminar.

Maintenance of soil “health” – notably soil organic matter – is critical in preventing nutrient imbalances and yield declines. Maintenance is best achieved through “integrated soil fertility management” (pioneered by IFDC), focusing on the efficient use of organic resources and mineral fertilizers. Where organic resources constrain soil productivity, the use of mineral fertilizer can gradually improve soil health.

Among the conclusions reached were:

- It is essential to harmonize soil data and develop standard methodologies.
- Multi-scale analyses allow for seamless up- and down-scaling.
- There must be links between global development issues (e.g., climate change) and local interventions (e.g., sequestration of soil carbon).
- Advanced tools and technologies (information and communications technology, nano- and bio-technology) can accelerate knowledge development delivery.
- Policy has a large impact on fertilizer implementation strategies and on agricultural productivity. These policies should be supported by additional policies regarding infrastructure, market conditions and knowledge innovation.

The seminar concluded with the consensus that research on new fertilizers containing desired nutrients and micronutrients matching the soil properties and crop needs should be a priority for the VFRC.

Agro-Input Market Information System Launches in Eastern and Southern Africa



The Regional Agricultural Input Market Information and Transparency System for Africa (AMITSA) was formally launched May 17 during the Farm Chemicals International (FCI) Trade Summit held in Nairobi, Kenya. Hosted by the Alliance for a Green Revolution in Africa (AGRA) and the Common Market for Eastern and Southern Africa (COMESA), the Trade Summit brought together agro-input suppliers and distributors from around the world, combining educational sessions with commercial business meetings.

AMITSA, a joint initiative of IFDC, the East African Community (EAC) and COMESA, is improving access to market and technical information on agricultural inputs (fertilizers, seeds and CPPs) for public and private stakeholders in eastern and southern Africa. The use of agro-inputs remains extremely low in this region, and fertilizer use is well below the 50 kilograms per hectare (kg/ha) targeted by African Heads of States during the Africa Fertilizer Summit in Abuja, Nigeria (see article on page 15).

The lack of accurate, up-to-date information on agro-inputs is one of the major constraints to agricultural productivity and to the development of business linkages and trade in the region. To address this problem, AMITSA was created to provide accessible data through an open and collaborative market information system. The AMITSA network covers eight countries – Burundi,

Kenya, Malawi, Mozambique, Rwanda, Tanzania, Uganda and Zambia. In collaboration with ministries of agriculture, agro-input trade associations, local projects and NGOs, AMITSA staff members have identified and trained more than 230 agro-dealers in 120 towns in the region to share monthly prices and sales trends from their agro-input shops. Statistics, directories, publications and market news are compiled and shared via an interactive, web-based portal (www.amitsa.org). Monthly price reports are sent by e-mail to over 600 recipients and can be downloaded from the site's publication center.

The use of cellular telephone technology has skyrocketed across Africa in the past decade, and more than 65 percent of the population has access to mobile coverage – a much larger percentage than those with Internet or computer access. Mobile phone applications were recently integrated into the AMITSA system, which broadened information access for nearly every farmer and agro-dealer in the region by allowing data to be transmitted via text messages. Price information, technical, extension or marketing messages and alerts will be distributed to more than 5,000 agro-dealers and to hundreds of thousands of farmers. AMITSA's mobile networks are managed by Esoko (www.esoko.com), a web-based tool that gives people and businesses the opportunity to share information quickly and affordably.

Over 4,500 Agro-Dealers Trained Through COMRAP Project

COMESA's Regional Agricultural Inputs Program (COMRAP) has trained more than 4,500 agro-dealers since 2010; 30 percent were women. Agro-dealers play a crucial role in providing farmers access to much-needed agricultural inputs.

COMRAP is responding to rising food prices by increasing agricultural productivity through improved access to finance, fertilizer and seeds in Burundi, Ethiopia, Malawi, Rwanda, Swaziland, Uganda, Zambia and Zimbabwe. The two-year project is implemented by the Alliance for Commodity Trade in Eastern and Southern Africa (ACTESA) and funded by the European Union Food Facility Program.

IFDC implements the agro-dealer development component of COMRAP in association with the Agricultural Market Development Trust (AGMARK). In October 2010, IFDC and AGMARK began in-country training sessions for agro-dealers and their agents on business management and agro-input product knowledge. The first session was held in Kampala, Uganda, with 91 agro-dealers (including 38 women) and 80 agents (nine women) trained.

To guarantee quality control, a representative from IFDC and/or AGMARK attends every training session. Quality control measures include ensuring that baseline questionnaires and evaluation forms are administered; a short report on the event is prepared; and financial accountability is sound.

The IFDC/AGMARK representative often visits agro-input shop owners who have completed COMRAP training programs. A recent visit was made to Florence Kahumbe, owner of Cash Plus Agro-Dealer in Mangochi, Malawi, and another agro-input shop in Monkey Bay, Malawi.



A well-stocked agro-dealer shop in Uganda.

Kahumbe sells seeds, fertilizers and CPPs in addition to building materials and farm equipment. Kahumbe said that she benefited greatly from COMRAP training, particularly in the areas of pricing and output marketing. Like many agro-dealers, Kahumbe faces challenges such as lack of funds to buy stock and lack of credit from both suppliers and financial institutions.

In addition to agro-dealer development, COMRAP objectives include improving financial services and supporting commodity chains for seed and plant material. Over the course of the project, COMRAP will reach about three million smallholder farmers, representing 10 to 15 percent of smallholders in each country of implementation.

IFDC Economist Co-Authors Chapter for World Bank Publication

Dr. Joshua Ariga, IFDC Scientist – Economics, and Dr. Thomas S. Jayne, Professor of International Development at Michigan State University, East Lansing, USA, were commissioned by the World Bank to write a chapter for an upcoming book. The topic is "Factors Driving the Increase in Fertilizer Use by Smallholder Farmers in Kenya 1990-2007."

The authors document the factors driving the impressive growth of fertilizer use and maize productivity in Kenya beginning in the early 1990s up to 2007. A survey of 1,260 smallholder farmers showed a 34 percent increase in fertilizer use per hectare of

cultivated maize and an 18 percent increase in maize yields from 1997 to 2007.

This chapter infers that the combination of public investments and reforms adopted in both maize and fertilizer markets contributed to improvements in smallholder maize productivity. Their study indicates that geographic differences in agro-ecological potential and reduction in distance from fertilizer sellers to farms, partly due to market reforms and increased private and public investments, are key factors influencing whether farmers use fertilizer or not.

MIR Plus



MIR Plus Organizes Field Days in Nigeria and Training in Ghana for Farmers

To promote new technologies and build farmers' capacity, the Marketing Inputs Regionally Plus (MIR Plus) project organized educational field days in Nigeria. The events were held in the Kadeta village in Jigawa State and the Wange village in Gombe State, to showcase the results on demonstration plots that were established in July 2010 using ISFM, organic and inorganic fertilizers and CPPs.

These villages were chosen to host demonstration plots because area farmers were having difficulty increasing yields due to poor soil fertility. Demonstrations focused on millet and maize, staple food crops in the villages. Participating farmers saw how yields increased in the demonstration fields due to adoption of ISFM and other modern farming techniques.

Habu Usman, a Kadeta farmer whose farm was used for a demonstration, was happy that the project helped him increase his millet yields. "It is obvious that my crop yield is higher than I expected. The demonstration proved that the use of improved seed varieties can significantly increase my yields and thereby increase my income," said Usman.

In addition to showcasing the benefits of ISFM and CPP application, the field days also created market linkages between agro-dealers and farmers. About 650 farmers, representatives of local governments, agro-dealers, extension agents and community leaders attended these events.

While introducing farmers to new technologies, the project also continued to build farmers' capacity to effectively procure and use agro-inputs. In Nigeria, 340 leaders of producer organizations (POs) were trained on the safe use and handling of CPPs as well as agro-input demand pooling and procurement. In Ghana, 127 PO leaders were similarly trained. Each was trained to organize step-down trainings for at least 100 farmers within their locality. These trainings have already begun in Nigeria and 9,100 farmers have received training on agro-input demand pooling and procurement and on the safe use of CPPs.

Agro-Input Prices Now Available for West Africa

The MIR Plus project has also advanced efforts to provide West African farmers and agro-dealers timely technical and market information on price and availability that will empower them to make informed decisions on which agro-inputs to buy and where to buy them. This initiative, which is organized within the framework of the Economic Community of West African States' (ECOWAS) Agricultural Information Systems (AGRIS), was intensified with capacity building workshops for enumerators and agro-dealers in eight countries (Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mali, Niger, Nigeria and Senegal) on agro-input price data collection. Those trained now collect this information from 80 markets in each country except Côte d'Ivoire, and more countries will soon be added. The data are summarized in monthly price tables that are shared with agro-dealers and stakeholders involved in the input price collection in the region. In addition, plans are being finalized to post the data on the Internet to allow much wider and sustainable dissemination in collaboration with agro-dealer trade associations.

ECOWAS and UEMOA Seek to Adopt Regional Legal Framework for Fertilizer Quality Control in West Africa

With technical support from IFDC, ECOWAS and the West African Economic and Monetary Union (UEMOA) Commissions are developing a regional legal framework that will govern fertilizer quality control in West Africa. This process started in May 2010 through the MIR Plus project. The objectives are to: 1) assess/evaluate the legal framework governing the import, production and distribution of fertilizers in member countries; and 2) propose a regional legal framework instituting and organizing the quality control of fertilizers traded in the region. To achieve this, field visits were organized in Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mali, Niger, Nigeria, Senegal and Togo.

The consultancy generated five legal instruments, three of which were submitted to stakeholders for technical validation at a regional workshop held in Lomé, Togo. Togo's Minister of Agriculture, Kossi Messan Ewovor, presided over the opening ceremony, and the ECOWAS Commissioner of Agriculture, Environment and Water Resources, Ousseini Salifou, also attended. Participants at the workshop were experts from ECOWAS member states' national fertilizer regulatory services, representatives of fertilizer producers and blenders as well as delegates from ECOWAS, UEMOA and IFDC. They examined and technically validated the following draft instruments:

- A regulation harmonizing rules governing fertilizer quality control in West Africa.
- An implementing regulation relating to labeling and tolerance limits of fertilizers traded in the ECOWAS region.
- An implementing regulation relating to the attribution, organization and functioning of the West Africa Committee for Fertilizer Control.

The draft regulation is the main instrument and is equivalent to a draft law at the national level. It harmonizes definitions and establishes a West Africa Committee for Fertilizer Control. This committee will facilitate the implementation of the Common Fertilizer Regulation by member states on behalf of the ECOWAS

Commission. In addition, the draft regulation institutes fertilizer inspection and analysis manuals for more effective fertilizer quality control in member states, mandates licensing of sellers and labeling of fertilizers, imposes prior notification for fertilizer import and export to the competent authority in the concerned country and clarifies state and regional responsibilities for quality control in licensing, control, fines and fees.

For stakeholders, this initiative is welcome because the liberalization of fertilizer procurement and distribution in the region without adequate regulatory oversight has resulted in some problems with fertilizer adulteration, harming soil fertility restoration and maintenance efforts.

The next step will be a joint meeting of the legal staffs of ECOWAS and UEMOA to finalize the technically validated instruments and their submission for adoption by the Commissions. In addition, a second meeting of regional experts is planned to technically validate the two remaining draft instruments:

- An implementing regulation relating to the inspection of fertilizers in West Africa (ECOWAS Inspection Manual).
- An implementing regulation relating to the analysis of fertilizers in West Africa (ECOWAS Analysis Manual).

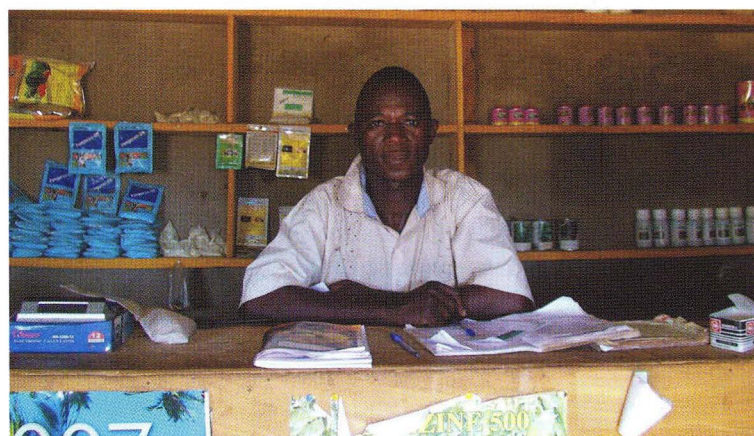
Professionalization of Agro-Input Dealers in Burkina Faso (PRODIB)

On May 24th a new project titled Professionalization of Agro-Input Dealers in Burkina Faso (PRODIB) was officially launched in Ouagadougou, the capital of Burkina Faso.

The goal of PRODIB is to increase the agricultural productivity and incomes of 375,000 smallholder farmers in Burkina Faso by increasing the availability, accessibility and affordability of quality agro-inputs in rural areas.

Farmers in Sub-Saharan Africa often lack access to modern agro-inputs, particularly improved seeds, mineral fertilizers and CPPs. Agro-dealers are the key to getting quality inputs into farmers' hands. PRODIB will strengthen agro-dealers' ability to create business linkages with input suppliers and extend their retail networks to more farmers. About 800 agro-dealers will be trained in product knowledge, safety and handling; salesmanship and marketing; business skills and financial management; logistics planning and delivery; and technology transfer to farmers.

PRODIB will assist agro-dealers in accessing financing for business development through risk-sharing arrangements. Trained and certified agro-dealers will then be able to provide their farmer-customers with technical advice on agro-input use and promote sound agricultural practices through field demonstrations.

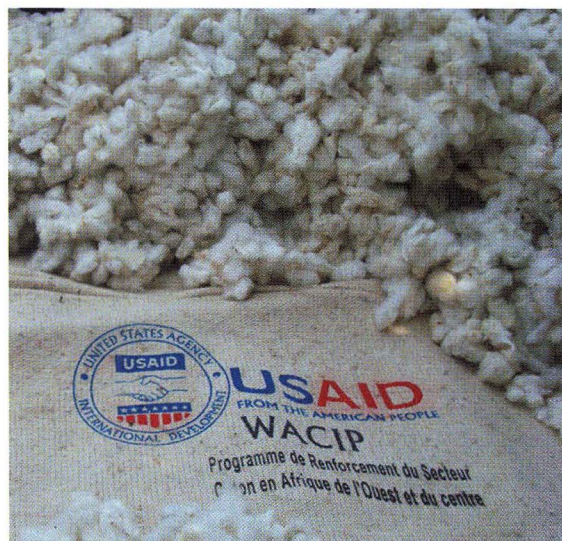


Agro-dealer in Burkina Faso.

Agro-dealers will be encouraged to join the Agro-Input Wholesalers and Retailers of Burkina Faso (AGRODIA), the main agro-dealer association in the country. PRODIB will train AGRODIA staff in association management to serve members and customers effectively, to lobby for policy reform and to generate revenue for financial self-sufficiency.

The three-year project (2011-2014) is funded by AGRA and implemented by IFDC in close collaboration with AGRODIA.

WACIP Extended Into 2012



The successful West Africa Cotton Improvement Program (WACIP), funded by USAID and implemented by IFDC, was extended by USAID from its original closing date of December 2010 to April 2012.

WACIP was initiated to assist Benin, Burkina Faso, Chad and Mali – collectively known as the Cotton-4 countries – as well as Senegal to increase cotton productivity and participate in world trade. About 10 million people in the region depend on cotton for their livelihood and quality of life.

WACIP is increasing incomes for West African cotton farmers and processors (ginners, artisans and textile industrialists) by raising yields, improving the efficiency of agro-input use and improving the quantity, variety and quality of cotton products. The extended project is led by Edwin Wennick, WACIP's new chief of party.

RDD

IFPRI and IFDC Study the Condition of Fertilizer Markets in West Africa

Research by the International Food Policy Research Institute (IFPRI) and IFDC indicates that the 15 ECOWAS nations are unlikely to achieve the first Millennium Development Goal of halving poverty and hunger by 2015 unless technology adoption and market integration dramatically accelerate in the region.

In its effort to develop a strategy for supporting fertilizer policies in West Africa, USAID commissioned a joint IFPRI/IFDC study that analyzed the structure and function of the region's fertilizer markets. IFDC experts were tasked with identifying key constraints to market performance.

The study, "Policy Options for Improving Regional Fertilizer Markets in West Africa," is based on data and information from both regional and country-specific studies in Ghana, Mali, Nigeria and Senegal. Researchers found severe constraints to the performance of these domestic markets, which ultimately lead to high fertilizer prices and transaction costs. Landlocked countries are particularly challenged – with transportation expenses alone accounting for nearly one-third of total fertilizer costs. In almost all cases, these nations' domestic marketing costs are doubling fertilizer prices.

Specific issues were non-conducive policy environments, tariff and non-tariff restrictions and ineffective and non-uniform regulatory systems. Further hindrances such as limited access to financial credit and market information (impacting agro-dealers and farmers), transportation bottlenecks, outdated fertilizer

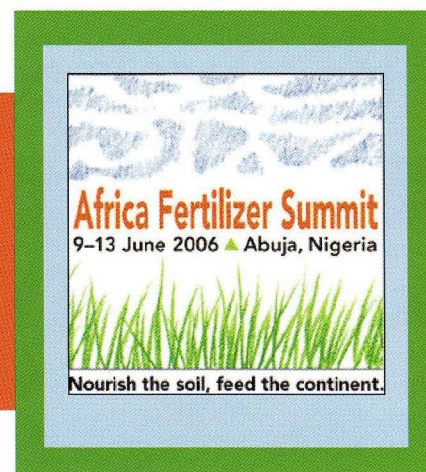
recommendations and inadequate research and extension support were found to reduce market efficiency.

The study offers recommendations for policy and institutional measures to improve market efficiency, effectiveness and integration that, if implemented, would increase accessibility and affordability of inputs for millions of smallholder farmers.

While the study acknowledges the need to improve the functioning of national fertilizer markets, a more encompassing solution would be the establishment of a common fertilizer market in West Africa. A common market would reduce transaction costs and improve fertilizer access. The study also notes that improving market structures at the import level may yield limited results if other constraints in the supply chain – such as policy, finance, trade, regulation, harmonization and transportation – are not addressed.

Research for the study was conducted by Dr. Balu Bumb, IFDC consulting policy economist, and Dr. Porfirio Fuentes, IFDC senior scientist in trade economics. The project was led by Dr. Michael Johnson, IFPRI research fellow. USAID and ECOWAS seek to move toward liberalized and complementary agro-inputs markets in the region. The organizations are using the study to develop a strategy for national and regional fertilizer policies that improve agricultural productivity and economic development.

The Africa Fertilizer Summit: How Much Progress Has Been Made in the Last Five Years?



In recognition of the extremely high rates of soil nutrient depletion and stagnant agricultural productivity prevailing in Africa, the African Union (AU) Heads of State and Government convened the Africa Fertilizer Summit in Abuja, Nigeria, in June 2006 under the auspices of the AU and the New Partnership for Africa's Development (NEPAD). The key outcome of the Summit was the *Abuja Declaration on Fertilizer for an African Green Revolution*, which African leaders unanimously endorsed.

The *Abuja Declaration* calls for a substantial increase in average fertilizer use in Africa from 8.0 to 50 kg of nutrients per ha by 2015. It delineates concrete actions and key initiatives that, if implemented at the national and regional levels, will improve the accessibility, affordability and availability of quality fertilizers and other modern inputs and usher a Green Revolution onto the African continent. All of these measures are to be supported by the African Development Bank, the Economic Commission for Africa, the Regional Development Banks, the Regional Economic Communities (RECs), other development partners and the private sector.

The Africa Fertilizer Summit was one of the largest meetings in history to focus on Africa's food issues. IFDC was chosen to help organize and to implement the Summit and over 1,100 participants attended, including five African heads of state, 15 ministers of agriculture and hundreds of leaders of international organizations, agricultural research centers and private sector companies.

The *Abuja Declaration* also calls for the elimination of all taxes and tariffs on fertilizer. Summit participants also agreed on 12 resolutions designed to increase fertilizer use five-fold in 10 years. Five years after the historic Summit, what progress has been made? NEPAD is responsible for tracking progress, has gathered data from African countries and RECs and has released periodic progress reports over the past five years.

There are signs of improvement in the implementation of the *Abuja Declaration* by some countries and RECs. At the country level, there has been progress in the implementation of the following resolutions: Resolution 3 (number of agro-dealers, distance traveled, fertilizer use, market size); Resolution 4 (capacity-building activities for the private sector); Resolution 5 (the number of respondents with fertilizer subsidies); and Resolution 7 (public, public-private and private initiatives to lower the risks to financial institutions of lending to fertilizer importers and agro-dealers); Resolution 9 (private sector initiatives for fertilizer production); and Resolution 10 (use of complementary inputs).

Progress in the development of agro-dealer networks and capacity building initiatives is due in part to AGRA, IFDC and other organizations. They are working on these issues throughout Africa. There is an upward trend in the number of agro-dealers over the past five years, and although many farmers are still traveling more than 10 kilometers (km) to purchase fertilizers, the situation is improving. There is also an upward trend in the percentage of smallholder farmers who are using mineral fertilizers. While fertilizer markets in Africa remain small, there is a positive trend in market size. However, fertilizer consumption in the majority of African countries remains far less than the Abuja target of 50 kg/ha.

Several of the RECs have structured agro-input programs with clear goals and objectives, but concrete steps need to be taken to translate these programs into substantive changes in terms of policy and regulatory reforms, lower fertilizer prices and ultimately increased fertilizer consumption. A number of RECs have embarked on initiatives to: harmonize legal and regulatory frameworks and trade policy; fertilizer production; and intra- and inter-REC trade.

(Continued on Page 17)

IFDC Hosts DSSAT 2011 Workshop in May



Participants from 28 countries attended the DSSAT workshop.

The Decision Support System for Agro-Technology (DSSAT) Version 4.5 training workshop was held May 9-19 at Northwest Shoals Community College in Muscle Shoals, Alabama, USA. The venue was changed from IFDC headquarters because of the large number of participants (63), representing 28 countries.

The subject was "Assessing Crop Production, Nutrient Management, Climatic Risk and Environmental Sustainability with Simulation Models." The workshop was a collaborative effort with the International Consortium for Agricultural Systems Applications (ICASA). Washington State University and the University of Florida were joint hosts with IFDC.

The aim of the workshop was to familiarize participants with DSSAT and the Cropping System Model (CSM) for the simulation of crop growth and yield; soil and plant water, nutrient and carbon dynamics; and the application of models to real-world problems.



DSSAT workshop, Northwest Shoals Community College.

The program was designed for agronomists, soil scientists, meteorologists and economists from national and international agricultural research institutes and universities, as well as policymakers in charge of agricultural productivity and planning.

Increasing global crop production will depend on ever-more judicious use of resources. Issues such as climate change, climate variability, soil carbon sequestration, biofuels, long-term food security and environmental sustainability have become increasingly important as the world's population continues to grow and the amount of arable land decreases.

Computer simulation models of the soil/plant/atmosphere system can make a valuable contribution to both furthering our understanding of the processes that determine crop responses and predicting crop performance, resource use and environmental impacts for different environments and management scenarios.

User-oriented simulation models greatly facilitate the task of optimizing crop growth and deriving recommendations concerning crop management. They can also be used to determine the potential impact of climate change on crop production and long-term soil carbon sequestration, or provide management scenarios for adapting to climate change and variability.

Workshop faculty included: Dr. Senthold Asseng, Dr. Kenneth Boote, Dr. J.W. Jones and Ms. Cheryl Porter (University of Florida); Dr. Gerrit Hoogenboom (Washington State); Dr. L.A. Hunt (University of Guelph, Ontario, Canada); Dr. Upendra Singh and Dr. Paul Wilkens (IFDC); and Dr. J. W. White (USDA-ARS-ALARC).

Information about the training session can be found on IFDC's website: <http://www.ifdc.org/Training>.

Africa Fertilizer Summit *(Continued from Page 15)*

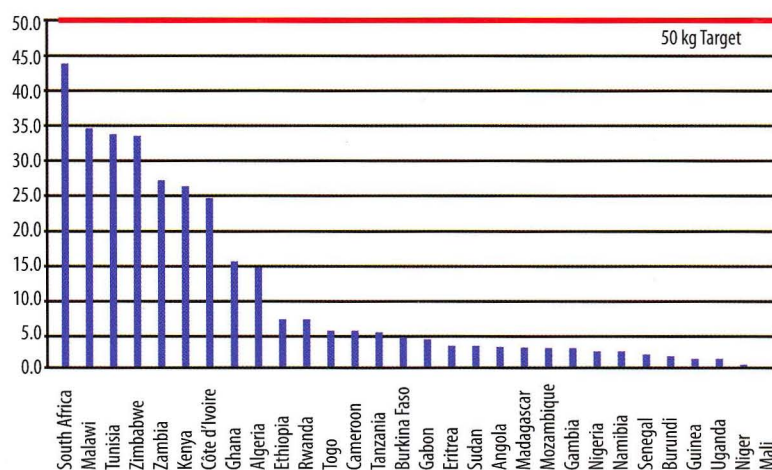
Specifically, there are no external tariffs (duties and border taxes) on fertilizers imported into the EAC, and a similar initiative is underway in COMESA and ECOWAS. ECOWAS and UEMOA jointly launched the five-year MIR Plus project to facilitate the development of a regional agro-input market in West Africa in support of the implementation of regional agricultural policies. The MIR Plus project is being implemented by IFDC.

However, there has been little progress on the following resolutions: Resolution 2 (inspection capacity for quality control; establishment of legal and regulatory frameworks; reduction/elimination of taxes on fertilizers); Resolution 3 (availability of fertilizers in various bag sizes); Resolution 5 (the majority of the subsidies are not targeted); and Resolution 11 (establishment of the Africa Fertilizer Financing Mechanism, or AFFM).

In order for the *Abuja Declaration* to be fully implemented, the following actions need to occur: countries need to implement policy and regulatory frameworks that develop sustainable and competitive agro-input markets, including national capacity to inspect fertilizer at the point of sale; countries should eliminate all taxes and tariffs on fertilizer and on fertilizer raw materials and seek alternative sources of revenue; countries should implement targeted, smart subsidies by using input vouchers (or a similarly effective mechanism) to target poor farmers and use the private sector to import and distribute fertilizers for government fertilizer subsidy programs; countries should commit funds from national budgets to bridge the funding gap required to create the AFFM; and to improve access to finance for fertilizer importers and agro-dealers, governments should pass legislation that will improve access to foreign exchange

for importers and provide credit guarantees to commercial banks that finance agro-dealers.

In an address on the Summit, Dr. Amit Roy, president and CEO of IFDC, stated "The obstacles to agricultural development in Africa are enormous and long-standing. Human, institutional and research capacity, as well as physical infrastructure, must be built to enable Africa to compete effectively. Policies should be changed to encourage business investment. Furthermore, as history has demonstrated, countries must take charge of their own futures if they are to build better futures for their children."



2007 Fertilizer Use in Africa (by country)

Dutch State Secretary *(Continued from Page 1)*

ISFM is the key to increasing agricultural productivity while protecting the environment and maintaining (or even enhancing) the soil resource base. ISFM strategies center on the combined use of mineral fertilizers and locally available organic amendments (crop residues, compost and green manure) to replenish lost soil nutrients. This improves soil quality and the efficiency of fertilizers and other agricultural inputs (seeds, CPPs and water).

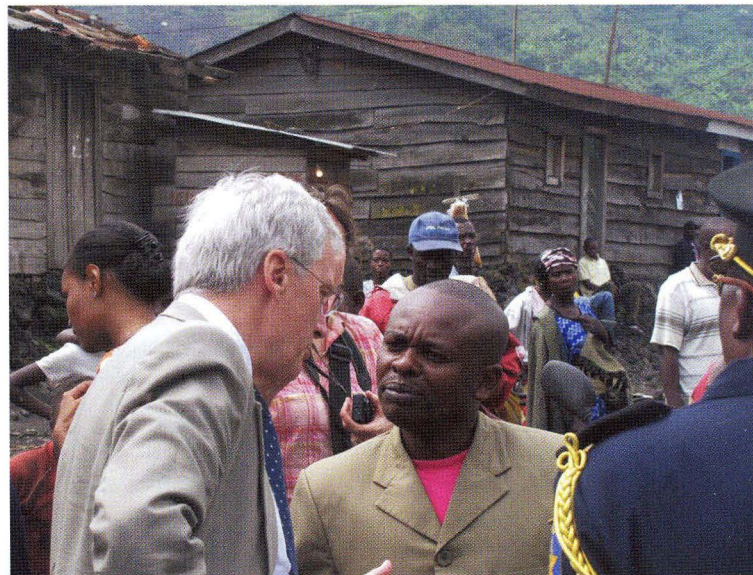
ISFM also promotes improved crop management practices, measures to control erosion and leaching and techniques to improve soil organic matter maintenance. Farmers who have adopted ISFM technologies have more than doubled their agricultural productivity and increased their farm-level incomes by 20 to 50 percent.

Previously, most Imbaraga farmers raised beans, sorghum and maize on their 30-ares plots (100 ares = one hectare). These farmers also used traditional seed varieties and generated very low yields; MINAGRI and CATALIST helped them enhance their skills and showed them how to calculate profitability. They estimate that average production of maize was 700 kg/ha (1,000 kg = one metric ton). With MINAGRI and CATALIST assistance, average maize production is five mt/ha and potatoes average 25 mt/ha (the maximum potato yield is 33 mt/ha).

According to Gafaranga, the reasons such high yields have been achieved are collaboration among stakeholders, the use of fertilizers and improved seeds and good farming practices such as disease control, crop rotation, etc. Collaboration is taking place among: Imbaraga; MINAGRI (through its Crop Intensification Program, Land Use Consolidation Policy and subsidized fertilizers and seed program); Rwanda's Institute of Agricultural Sciences or ISAR (facilitating access to improved seeds, which will reduce seed imports in the area by one-third); and IFDC (technical support, training and technology transfer).

Marketing the increased crop production is not an issue for Imbaraga members. For example, the Mukamira maize processing plant is an outlet for crop surpluses that result from the use of ISFM. Seeds produced by Imbaraga's seed multipliers are sold to the Rwanda Agricultural Development Agency and to the Food and Agriculture Organization of the United Nations.

In terms of impact, the increase in productivity has enabled farmers to build modern houses, pay for health insurance and buy land and cattle. Gafaranga concluded by expressing gratitude on behalf of the federation's members to the Government of the Netherlands for funding provided to IFDC for CATALIST, which has enabled them to improve their livelihoods and develop the federation for common benefits. He also used the opportunity to thank Minister Kalibata, MINAGRI, ISAR and the Musanze district.



Dutch Foreign Affairs Secretary of State Ben Knapen visits CATALIST field activities in DRC. From left to right: State Secretary Knapen and Samson Chirhuza, CATALIST national coordinator in DRC.

When Minister Kalibata asked Imbaraga's members what achievements they wanted to share with Minister Knapen and his delegation, Pétronille Bemeriiki eagerly talked about how ISFM has spread from three Imbaraga farmers in 2007 to over 2,000 farmers cultivating 1,200 ha. "Profits from selling our harvests allow us to pay our children's school fees," she said. Bemeriiki also can now buy herself nice clothes. She shared how membership in Imbaraga is making it possible for members to have electricity in their homes.

Minister Knapen commended the "impressive collaboration between MINAGRI, Imbaraga and CATALIST." He also commented on how impressive it is that such results were achieved within just three to four years. "My congratulations on your efforts. I urge you to maintain your collaboration, continue to improve crop yields and build your agricultural value chains," Knapen concluded.

Knapen also visited the Sake-Kitshanga road in North Kivu Province, Democratic Republic of Congo (DRC). Nearly 60 kilometers of the road were reconstructed by CATALIST partner Helpage as part of a program to make agricultural markets more accessible.

During his visit, Knapen learned that the road project created 273,070 man-days of employment using Helpage's labor-intensive approach. "This project exemplifies the progress that CATALIST is making in the DRC and the region," Knapen commented. "Rehabilitating this road is contributing to the welfare of local residents and improving opportunities for commerce in the area."

Samson Chirhuza, CATALIST's DRC national coordinator, provided a project overview, explaining its activities in the Kivu provinces, which include agricultural intensification, value chain development and road rehabilitation. Chirhuza explained that CATALIST activities related to value chain development bring together all stakeholders, with the goal to build stronger, competitive value chains.

Sandra Kavira, a CATALIST agronomist in South Kivu Province, explained that the project's promotion of ISFM contributes to strengthening peace. "Before the project, different ethnic groups in the country were in conflict," Kavira stated. "Today, with the surplus of production, men and women come together to decide how to best profit from their large harvests. They organize inventory credit systems, seek markets for excess produce, etc. They are too busy to fight and are, to some extent, 'forced' to collaborate," explained Kavira. "Many farmers are convinced that ISFM contributes to peace in the area. The population as a whole has a common objective and, for this reason, no longer lives in conflict."

ISFM has also contributed to solving gender issues in the Kivu provinces. Kavira explained how ISFM brought stability to many marriages. "Most women did not have a say in their households and in the community before ISFM. Today, they make valuable contributions to increasing their households' revenues. Women generally produce more than men," Kavira said.



Dutch Foreign Affairs Secretary of State Ben Knapen visits CATALIST field activities in DRC.

Kavira explained that women invest more time and effort and are more motivated than men. "Men are busy in several activities and are not as focused as the women are. It is only after seeing the kind of profit made by women that men follow. They only give full attention to agriculture when they realize it can be a good, stable source of income."

IFDC Partners with USAID, the Netherlands and AGRA to Improve Food Security in New Nation of South Sudan

IFDC, USAID, the Kingdom of the Netherlands and AGRA signed a communiqué May 6 to formalize their joint commitment to promote food security and the development of the agricultural private sector in the new nation of South Sudan. On hand for the signing in the new capital city of Juba were, left to right, Jim Bromley, AGRA chief operating officer; Dr. Amit Roy, IFDC president and CEO; H.E. Anne Itto, South Sudan's Minister of Agriculture and Forestry; Dr. Rajiv Shah, USAID administrator; and Robbert van Lanschot, first secretary of the Dutch Embassy in South Sudan.





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International Year of Forests 2011

IFDC and its primary agro-forestry project, Sustainable Energy Production Through Woodlots and Agro-forestry (SEW), celebrate the United Nations' International Year of Forests.

2011 International Training Calendar

Training Program	Dates	Location	Program Fee (USD)
1. Phosphate Fertilizer Production Technology (with IFA)	June 20-24	Berlin, Germany	\$2,500
2. Fertilizer Policy and Marketing Strategies in Africa	July 4-8	Nairobi, Kenya	\$1,200
3. The Fertilizer Value Chain – Supply System Management and Servicing Farmers' Needs	August 22-26	Bangkok, Thailand	\$1,500
4. Nitrogen Fertilizer Production Technology (with IFA)	October 3-7	Seville, Spain	\$2,500
5. Linking Farmers to Markets in Africa	November 21-25	Accra, Ghana	\$1,200
6. Assessing Indigenous Fertilizer Production Opportunities in Africa	December 5-9	Arusha, Tanzania	\$1,200