



Senegal Economic Growth Project (PCE)

Results and lessons from support to Senegal's rice value chain

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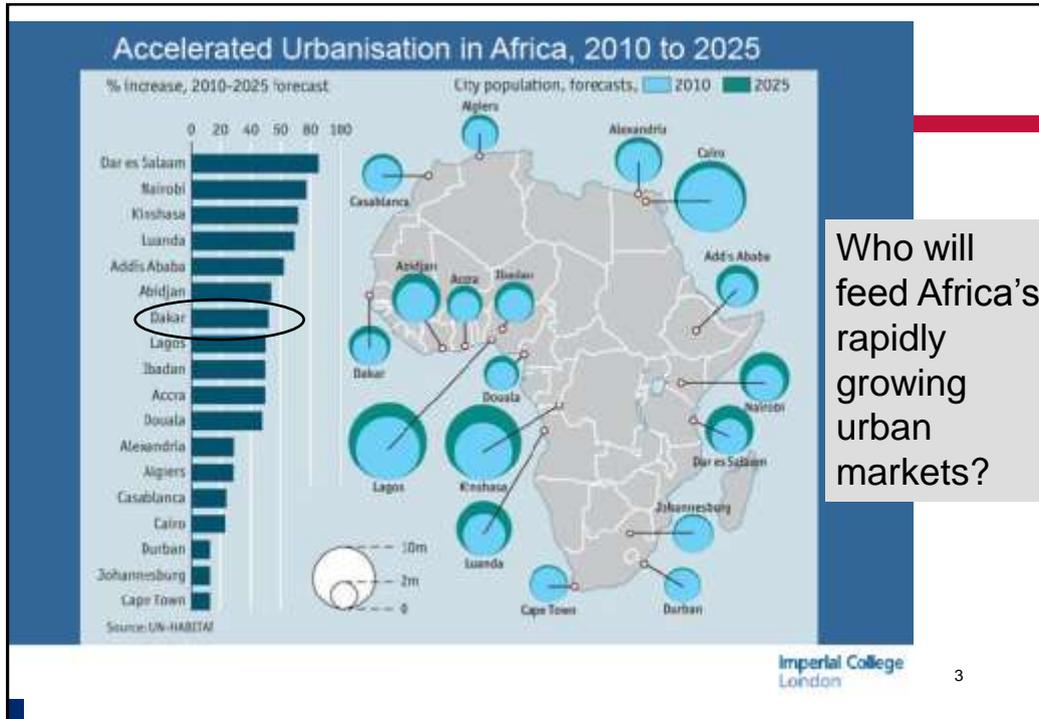


The U.S. Government's Global Hunger and Food Security Initiative

Feed the Future is the United States Government's global hunger and food security initiative. It supports country-driven approaches to address the root causes of hunger and poverty and forge long-term solutions to chronic food insecurity and under nutrition.

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USAID/PCE is one of several FTF project mechanisms in Senegal

- May 2009 – May 2014
- Integrate **small-holder farmers** in modern cereals supply chains and compete against imports
- Contracts** between farmer groups and buyers → credit, inputs, farm expansion, demand for certified seeds.
- Sustainability** : **Cost-share partnerships** with farmer unions, firms or NGOs to set up structured farmer “networks” to do field-based training (demo sites) on improved seeds, farming techniques , post-harvest quality control.
- Improving **access to capital** : seasonal loans, leasing, inventory credit, insurance...



Rice sector context...2009

- Imports of \$350 million/year (175 billion CFA)
- High yields in the Senegal River Valley (SRV);
- Weak market penetration of local rice : poor quality, unstable supply; wrong varieties...
- Double cropping is rare
- Limited investment in large-scale milling and storage
- In south, farmers achieve 4-6 months of self-sufficiency with low-yielding varieties
- Africa Rice/ISRA developed and registered numerous improved varieties but supply does not match demand



USAID/PCE works on two parallel tracks of the rice VC

Track 1: organize farmers and improve quality

- Structure farmer groups as coordinated **supply networks**
- Demo sites for **field-based training**: farming methods, soil conservation, new varieties, harvest practices
- Introduce **quality assurance testing protocols**
- Creation & management of **farmer databases** and farm mapping
- **Low-cost technology** : GPS, computers, humidity testers, mini-mills, rice seeders (in south)
- Branding and promotion

Track 2: Increase lending and investment

- **Financial coaching**/business planning to small mills to access loans/leases for equipment & infrastructure
- Engineer financial instruments for stockpiling and commercialization
- Training of farmer GIE on bookkeeping & accounting (187 GIE = 6800 farmers)
- Financial planning for seed grower associations
- Mutual guarantee scheme

A third critical cross-cutting track that makes it all work....SEEDS!

- Rehabilitation of ISRA Fanaye research station : cold storage, electricity, facilities, cost accounting system
- Construction/rehabilitation and equipment for seed testing labs in Richard Toll and Kolda
- Training of Seeds Division lab technicians and supervisors on best practices and results benchmarking
- PPP between seed union (UNIS-Nord) and Ministry for management of seed conditioning center
- Seed associations produce 3 year procurement plans and place foundation seed orders with ISRA
- Cost-share of seed multiplication and demonstration programs



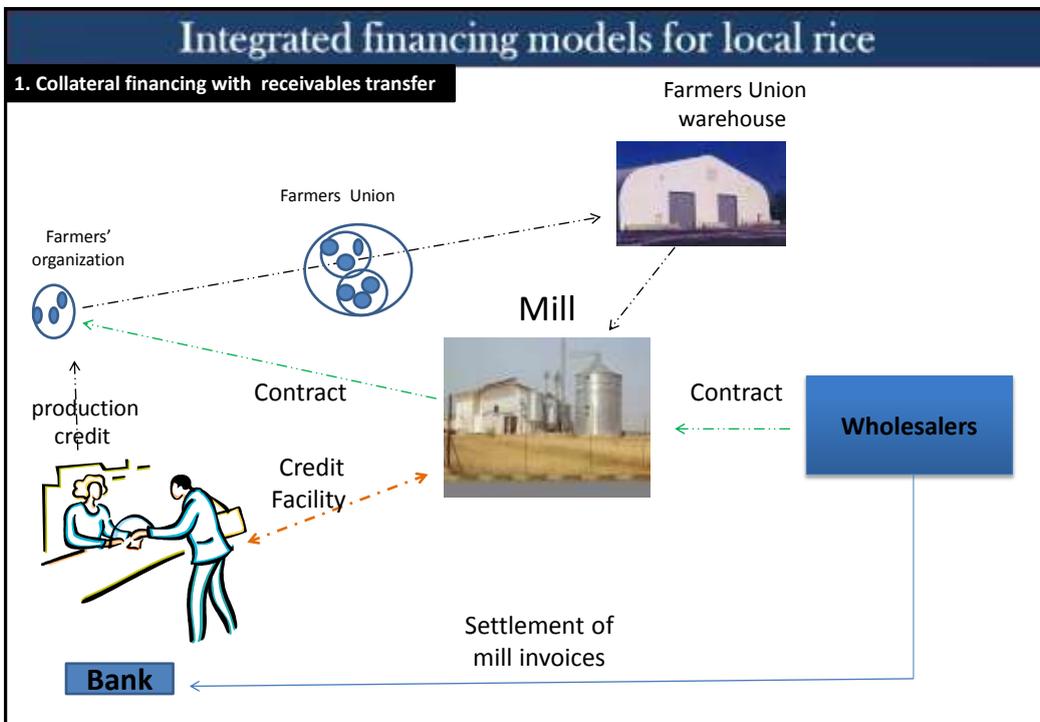
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 An infographic titled "LE CHEMIN DU BON RIZ" (The Path of Good Rice) from USAID. It illustrates the rice production cycle through several stages:

- Hiérarchie technique**: A flowchart showing the relationship between different rice varieties and their genetic lineage.
- Critères Qualité Paddy**: A diagram showing the selection of quality paddy seeds based on various criteria.
- Préparation du sol**: Illustration of a farmer plowing a field.
- Bonne préparation des semences**: Illustration of seed selection and treatment.
- Prépare bien tes semences**: Illustration of a farmer sowing seeds into a prepared bed.
- Bonne Fertilisation minérale**: Illustration of a farmer applying fertilizer to the field.
- Bien gérer l'eau**: Illustration of a farmer managing water levels in the paddy field.
- Lutter contre les adventices**: Illustration of a farmer weeding the field.
- Récoltez à temps**: Illustration of a farmer harvesting rice at the right time.
- Coupe et séchage**: Illustration of a farmer cutting and drying the harvested rice.
- Mise en meule et battage**: Illustration of a farmer threshing and winnowing the rice.
- Vannage et ensilage**: Illustration of a farmer storing the rice in a granary.

 At the bottom, it states: "Basé sur le Manuel Technique de Sélection conçu dans la Vallée du Fleuve Sénégal initié par la SARD et Africa Rice".

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Results in IRRIGATED RICE IN 2012:

- Over 700 MT of aromatic seed varieties harvested
- Commercial harvest of aromatic varieties reaches 9 500 T (3 million USD)
- « **Le Chemin du Bon Riz** » trainings and field demonstrations of aromatic rice reach 6 536 farmers through 9 partner networks.
- **Contract farming** enabled PCE partner mills to source 38 600T
- An **inter-linked contract, storage and financing program** model leveraged \$8,5 million (50% for commercialization)
- National agriculture bank farmer loan repayment rates increase from **80% to over 95%**
- Grants of 37 portable humidity testers and 31 portable mini-rice mills in support of quality testing programs

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USAID/PCE RESULTS IN THE RAINFED RICE ZONE

- **NERICA seed production exceeds 450 MT** in 2012 up from 86 T in 2011
- 1 400 ha of NERICA rice sown in rain season 2012 by USAID/PCE partner networks.
- **Partner networks train 7194 farmers including 4,000 women** across the SFZ on NERICA best practices
- Grant of seven portable humidity testers and four mini rice mills in support of quality testing programs.





	Rainfed Rice (South)		Irrigated rice (North)	
	2011	2012	2011	2012
Number of producers	2,984	8,262	9,617	17,454
Rice sold (MT)	30	72	30,537	58,171
Value of sales (US dollars)	\$13,801	\$42,038	\$7,342,680	\$28,844,161
Partnerships	7	9	8	10

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KEY POINTS....

1. Must feed the 50% increase in Dakar population (and other growing urban areas) !
2. Informal markets cannot compete at that scale; small-holders must evolve strategies to not be marginalized
3. Sustainability : local partners in the lead on farmer capacity building and commercial relationships
4. Small-scale technology is good for grants, but large equipment and warehouses should be credit-worthy
5. Quality management requires specific systems, tools and competencies
6. Even rainfed rice can generate marketable surplus – but develop a viable certified seed supply system first!

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USAID is connecting smallholders to large urban markets. The market drives adoption of new varieties and technologies. Farmer yields, incomes and food supplies are all increasing.



Thank you !

For more information:

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