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SENEGAL

Projet Croissance Economique

Introduction & Scale-up of NERICA Rice

Global Learning and Evidence Exchange

Scaling up through Value Chains:
Meeting Implementation Challenges

Addis Ababa – Dec 5, 2013



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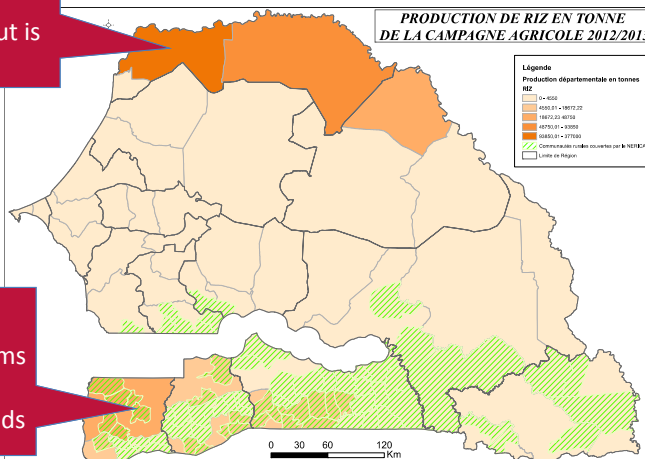
One commodity – Two value chains: By choosing rice, FTF is actually targeting two very different small farmer populations.

Senegal River Valley

500,000 T / 60,000 farms
Yields: 6,5 T/ha
30 - 80% of farm output is marketed

South Forest Zone

100,000 T / 200,000 farms
Yields: 1 T/ha
60% household rice needs





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Rice production in the South of Senegal is a household food crop. Yet it's a value proposition compelling enough to fuel the creation of a value chain.

NERICA rice in Senegal – A good deal for rural households and women welfare!

Nerica varieties yield four times more than millet, the seeds can be sold at three times the price of regular paddy rice, meal preparation time is reduced threefold and it has a protein content 30% higher than regular rice: **four « household bottom lines »** hit by USAID/PCE's NERICA program in Senegal.

Production costs for 500kg of food	Household Income	Meal Preparation time	Nutrition Value
<p>Production area: Nerica rice: 0,25 ha Millet: 1,0 ha</p> <p>Out of pocket cost: <u>Nerica rice:</u> Seed: 15 \$ Fertilizer: 25 \$ Millet: 25 \$</p> <p>Field labor: Nerica rice: 19 days Millet: 22 days</p>	<p>Seed sales: Nerica rice seeds retail for \$0.80 per kg vs \$0.30 for paddy rice or millet</p> <p>Barter value: 3 kg of millet for 1 kg of imported rice Vs 1.5 kg of Nerica Paddy for 1 kg of white rice</p>	<p>Meal preparation time: <u>Nerica rice:</u> thresh, de-hull, sift, clean, cook = 1hr/meal <u>Millet (cous-cous):</u> thresh, de-hull, clean, pound to flour, roll, steam, sift, re-steam = 3hr/meal</p> <p>Cooking time (need for wood or gas): Nerica rice: 30 min Millet: 60 min</p>	<p>Protein content : Nerica rice: 10,0 % Regular rice: 7.8% Maize: 9.4% Millet: 12.2%</p> 



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Main drivers: Facilitation of technology introduction through cost share partnerships, targeted grants but no credit guarantee mechanism.

- **Africa Rice:** Market acceptance tests for NERICA
- **ISRA:** Initial foundation seed procurement (year 1)
- **Local NGOs:** Annual Field demonstrations and Best practice trainings – Milling equipment grants
- **REPROSENER seed multiplier association:** Expansion and planning of certified seed supply, NERICA seed branding
- **Local equipment manufacturers:** Development and production of associated technologies (seeders and rippers)
- **National Extension Service:** Annual regional debriefings
- **Govt seed service:** Lab renovation and training of technicians and lead farmers in seed certification.
- **Local Agro-Dealer:** Seed processing facility PPP, seed procurement contract with local producers
- **Local banks and MFIs:** Working capital loans to seed multiplication groups
- **Leasing:** Tractor lease-purchase for lead seed producers



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Strategic implementation choices were driven by a will to build sustainable value chain linkages and scaling capacity from day 1

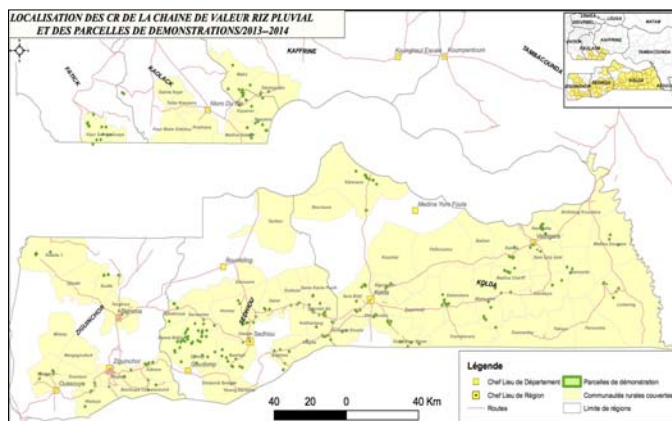
- **Project funded seed procurement** was limited to demonstration sites that are considered promotional tools to boost future seed sales
- **Foundation seed procurement** is led by seed producers through B to B linkages with Seed law authorized suppliers – within and outside of Senegal
- Promotion of **full seed certification** vs community improved seed approach – even for remote farmer groups
- Promotion of **NERICA combined to critical complementary technologies**
- Selection of **local humanitarian NGOs** as technology extension partners
- Introduction of locally managed **producer tracking databases** with GIS capability
- Local rural bank and MFIs provide expansion working capital and equipment purchases for the **certified seed sector** which is considered the **initial cash market**
- **No loan guarantee mechanism** to facilitate lending



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The NERICA “Franchise”: Geographic coverage is a priority of the Senegal FTF strategy and has led to the creation of decentralized partnerships



- **Nine** locally based NGOs spread across a 300km wide catchment area surrounding the Gambia implement the demonstration and training program.
- **Demo sites double-up as certified seed multiplication sites.**
- **Micro-credit, food aid, self help funds** and outside seed sales enable the NGOs to facilitate seed & input procurement by village farmers.



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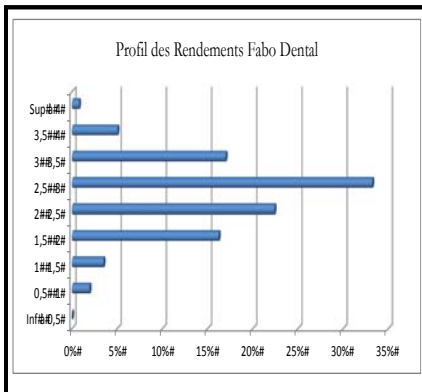
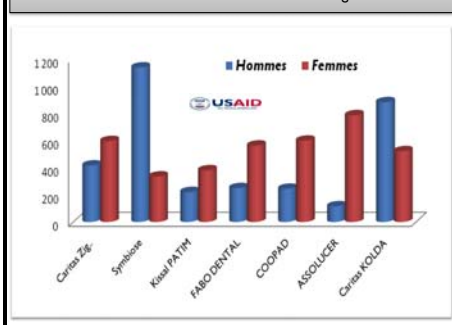


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Farmer tracking databases are managed by each network. Data informs **village dialogue on technology adoption**, provide data for National briefings and help networks track production.

7028 Producteurs Formés sur les Bonnes Pratiques de la Riziculture dont **54 %** de Femmes et **43 %** Sous technologie NERICA

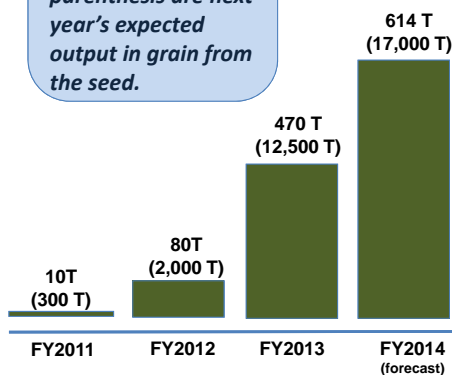


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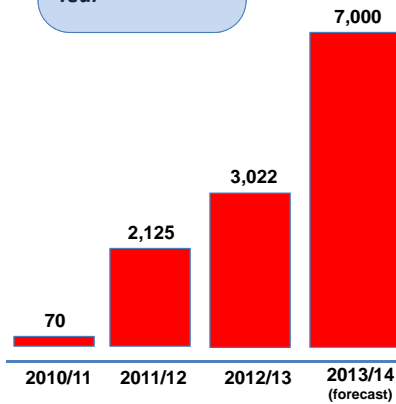
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Scale up has been exponential but was slowed down by disruptions in the supply of Foundation seeds

VOLUME OF CERTIFIED SEED produced by USAID/PCE supported networks. Values in parenthesis are next year's expected output in grain from the seed.

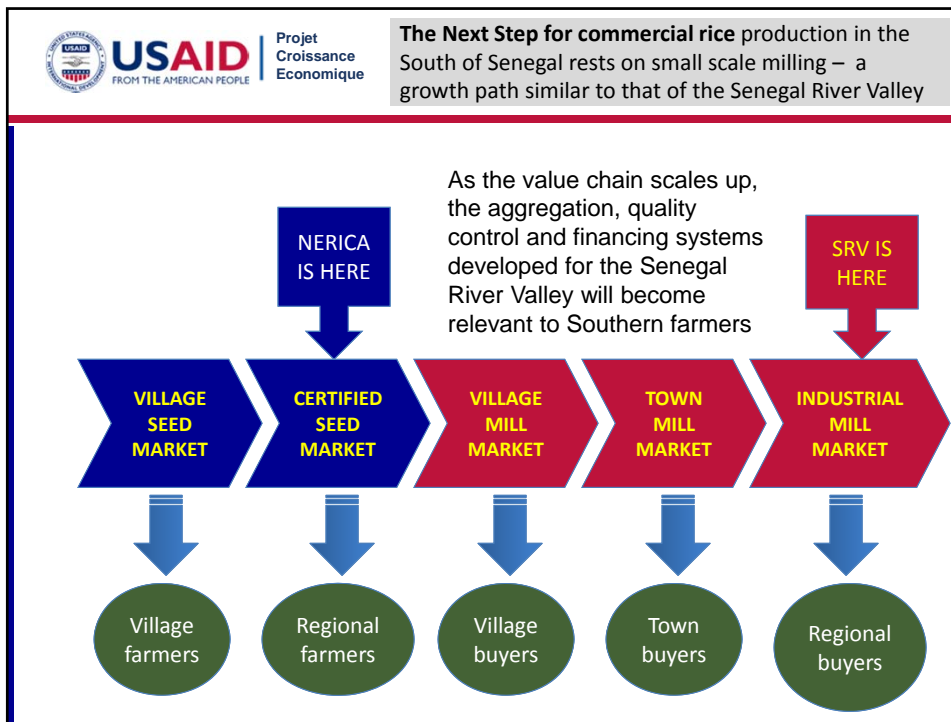


Number of farmers having planted NERICA during the Fiscal Year





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Thank you!

