

**APPENDIX A:
PROJECT DESCRIPTION**

**MADAOUA ONION PRODUCERS' FEDERATION CAPACITY BUILDING
OAG 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

With assistance from the World Bank, the Government of Niger has launched an initiative to promote export of agricultural products. The members of the Federation Alkawali of Onion Producers of Madaoua (Federation) grow a purple onion that is popular in Niger and the surrounding countries. Madaoua wishes to leverage the Government's export initiative to create a trading center that will transform its current informal commercialization scheme onto a formal one. In order to do so, the Federation must strengthen its management, planning and basic business processes

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 7 of the Agreement and do not make ADF's contribution to exceed the obligated amount specified in Article 3, Section 3.1 of the Agreement.

B. Grantee Contribution

The Federation will provide staff time to the project.

IV. Project Goal

The goal of the project is to improve the standards of living for onion producers in the Tahoua area of Niger.

V. Project Purpose

The purpose of this project is to improve the Grantee'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.

VI. Outputs

A. Organizational structure and financial management improved:

- Organization restructured in the first 12 months of the project;
- Financial management system and operational manuals produced; and
- Project staff has successfully implemented the accounting and financial management system by end of the project period.

B. Detailed business plan developed:

- In-depth market study analysis conducted; and
- A detailed marketing strategy based on market study result drafted before the end of the project.

VII. Activities

The project will undertake the following activities:

A. Distribution of Seeds

Madaoua will buy select onion seeds for sale to members to promote the production of quality onions.

B. Training

- Bookkeeping
Five (5) persons including the project manager, the Treasurer, and the General Secretary of the Federation and two member unions will participate to this training. The training will last four (4) days with six hours of training each day, with a follow-up refresher course.
- Financial Management and Basic Accounting
Training in financial management and basic accounting will be provided to 22 persons, including the board of the Federation, the project manager, and the chairman, general secretary, treasurer of each member organization of Federation. A local expert will

deliver the training on site and over five (5) days with six (6) hours each training day.

- **Business and Marketing Management**
The business and marketing training will be provided to 28 persons including the Tamaske board and project manager and the chairman, general secretary, and treasurer of each member of the Federation. The course will be offered at the project site. The training session will last five (5) days with six (6) hours of training each day. A micro-enterprise development expert experienced in training grassroots organizations will be retained for this activity.
- **Training of Phyto-sanitary Auxiliaries**
The participants in this training will assist the farmers with pest management during crop cultivation and storage.. The training will be provided to twelve persons. The session will last four (4) days with six (6) hours each training day. A local expert experienced in training grassroots organizations will carry this training, and will follow up with a 4-day refresher course..
- **Group Dynamics**
Forty-six persons, including ten members of the Federation's board and six members of each of the 27 member organizations will be trained in group dynamics. The members of the Federation will select the trainees based on established selection criteria. The training is intended to build institutional and organizational. The courses will be taught by a local expert at the project site over four (4) days per session with six (6) hours of training per day.
- **Study Tour**
The purpose is to observe and exchange information with the onion producers of Agadez, with particular attention on management of an onion trading center., The study tour will last seven (7) days, including two days for roundtrip. A total of ten (10) Federation members will participate in the trip.
- **HIV/AIDS Awareness**
A specialist will train the 1,055 Madaoua members in HIV prevention. The trainer will design and help implement a community awareness campaign. This will help disseminate information to the community whether they are direct beneficiaries of the project or not.

C. Technical Assistance and Studies

- Assessment of Onion Production and Marketing
In order to get reliable statistics on onion production, Madaoua will retain a consultant to conduct an assessment of production and develop a marketing strategy.

The scope of the marketing strategy and the assessment will cover (i) identification of products and services that can be produced and sold profitably and (ii) structuring of operations to eliminate weaknesses in accounting and financial management.

- Management and Organizational Analysis and Restructuring
This analysis will address issues related to good governance such as authority and responsibilities (delegation) of different bodies, board members' expertise, management philosophy, participatory management, staff competencies and responsibilities, and so on.
- Accounting and Financial Management
Madaoua will retain a consultant to help the Federation prepare and implement an accounting and financial management procedures manual.

VIII. Roles and Responsibilities of the Parties

The Federation has primary responsibility for ensuring that the Project's activities are implemented properly. Within the Federation, the Board of Directors will be the highest decision making body. It will formulate strategies, which includes supervising and coordinating implementation of the Project. ADIDB will provide technical support and guidance.

IX. Monitoring and Evaluation

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