

GOAL

In El Salvador, P4P focuses on strengthening the institutional capacity of farmers' organizations to design and implement sustainable food production and market linking programs and activities. P4P is contributing to the capacity of national institutions in the supply chain to design and implement gender sensitive policies and operational frameworks that strengthen farmers' organizations and facilitate their access to markets. In addition, by sharing lessons learned in market development, WFP will contribute to the design and implementation of strategies and programs that promote local economic development through the purchase of local foods and services by social protection programs of the Ministries of Agriculture, Health and Education, such as the School Feeding Program and the Family Farming Plan.

PROJECT OVERVIEW

In El Salvador, low surplus to sell in markets, high marketing costs and low prices at the farm gate are the main causes for low income of smallholders.

P4P works with partners to strengthen the institutional capacities of farmers' organizations to effectively aggregate and market members' commodities. The organisations participate in a development capacity programme in areas including management, business & administration, quality control and contractual procedures. Smallholders' processing and storage infrastructure and their post-harvest handling practices are also being improved.

El Salvador's Agricultural Development Bank (ADB) provides credit to farmers to purchase inputs. However, the terms of the credits are not sufficient to bridge the gap farmers experience between planting and harvest. WFP is working with ADB to develop more appropriate credit products for smallholders that are better adapted to the agricultural production cycle.

El Salvador's rigid market structure limits market access for smallholders and farmers' organizations. Individual farmers as well as many organizations sell almost exclusively to middlemen, who collect and transport the grain and control market access at the primary level. Farmers' organizations have developed some capacity to produce and market quality commodities. So far, WFP has been their main market outlet by purchasing for its food assistance programmes. P4P promotes links between farmer organizations and other institutional markets to ensure sustainable markets for the farmers.

P4P focuses on fully integrating female farmers into all activities. Knowledge transfer activities are designed to accommodate the specific needs of women and men, young and old. Regarding farmers' organizations management and administration, gender audits were carried out to inform a plan of interventions to promote female participation in decision making processes and administration. Special attention is paid to ensure that women are able to sell their crops to WFP and other formal buyers.

P4P's technical and administrative costs in El Salvador are sponsored by the Howard G. Buffett Foundation. All food purchases are financed by donations to WFP's regular operations.

QUICK FACTS

No. of farmers

8,000 (over 4 years)

No. of farmers' organizations

20 (over 4 years)

Planned food purchases

8,000 metric tons (over 4 years)

Main commodities

Maize and beans

Main WFP activities

- Pro-smallholder competitive procurement practices
- Institutional strengthening



STORY FROM THE FIELD

Ten years ago, the lack of credit and inputs forced Jose Manuel to stop farming. Instead he began working in private haciendas, but his salary could not cover his family's needs. "I barely made enough money to eat daily, and my wife had to sell matches in the village. Those were really tough years," he recalls.

The situation took a turn for the better two years ago when he became a founding member of the "IZALCALU", one of 18 smallholder farmers' organisations across El Salvador participating in P4P. IZALCALU gave him a credit of US\$ 950 to purchase agricultural inputs. Thanks to the credit, his maize yields rose from 1,600 to 5,400 kg in 2012 and his bean yields from 130 to 590 kg.

Today, Jose Manuel can ensure enough food for his family and sell surplus. Of the 5,400 kg maize, Jose Manuel sold 2,700 kg for US\$ 1,080 – enough to repay his credit. He kept 1,800 kg for his family and sold the remaining 900 kg to IZALCALU. He also sold 270 kg of beans to the association at US\$540 and kept the rest as food reserve.

All these achievements inspire Jose Manuel to continue working as a farmer. "We are overcoming the problems we had with the rains, we are learning, sharing knowledge and experiences. I know that someday all of us will have a good year," he said.

KEY PARTNERS

- BFA (Agriculture and Livestock Development Bank)
- CESAL (Study Centre for Solidarity with Latin America)
- CCIE (El Salvador Chamber of Commerce) under the Supplier Development Programme jointly with UNDP (UN Development Programme)
- CENTA (National Centre of Agriculture, Livestock and Forestry)
- CONAMYPE (National Commission for Micro and Small Enterprises)
- DISAGRO
- FAO (UN Food and Agriculture Organisation)
- Fertica
- IFAD/PREMODER (International Fund for Agricultural Development Reconstruction and Rural Modernization Programme)
- IFAD/PRODEMORO (Proyecto de modernización y desarrollo rural de la región oriental)
- Ministry of Agriculture
- UES (University of El Salvador)
- World Vision International

BACKGROUND

In El Salvador, more than 800,000 people live in rural areas and depend on agriculture as their main source of income. Almost all are subsistence farmers, smallholders or daily laborers; only 8 percent are commercial farmers. Most smallholders face difficulties in accessing markets and negotiating fair prices. Food and nutritional security is of concern in El Salvador with an estimated 16 percent of rural families unable to cover the costs of their staple diet. Nutrition figures are also worrisome: chronic under-nutrition among children under 5 years of age is 19 percent nationally, reaching 26 percent in rural areas and nearly 50 percent in the most vulnerable and marginal locations.

P4P IMPLEMENTATION AREAS

