

Purchase for Progress - P4P Rwanda



P4P in Rwanda

In Rwanda, P4P focuses on supporting the government's efforts to boost agricultural production, on increasing the income of smallholder farmers and developing the agricultural market. In order to reduce post-harvest losses, P4P and partners support farmers' cooperatives with training in post-harvest handling, equipment and storage facilities. Cooperatives also receive training to strengthen their marketing and institutional capacity, and in financial management to assist them to access finance. P4P has been a forum for partners and governments from other countries to learn from Rwanda's experience and to understand the evolution of the government's ownership of the initiative. P4P has established such a successful model that government has created its own state-run initiative called "Common P4P" (CP4P), which is inspired by lessons learned through WFP's P4P. This is implemented through the Ministry of Agriculture and Animal Resources (MINAGRI), which buys up to 40% of the requirements of the National Strategic Grain Reserve (NSR) from smallholder farmers. WFP recognizes government efforts, which have provided an enabling environment and driven the positive outcomes of P4P.

QUICK FACTS

Project start date: 2009

Number of farmers' organizations (FOs): 61

Number of members:
24,971 (45% women)

Sales to WFP:

Pilot period: US\$ 12,287,520 worth (27,001 mt)

2014: US\$ 567,273 worth (1,357 mt)

Sales to other markets:

An estimated US\$ 13,798,785 (30,327 mt)

Main commodities:

Maize and beans

Main P4P activities

- Smallholder-friendly procurement modalities
- Establishment of community warehouses
- Capacity development and postharvest management
- Learning and sharing

Funding

P4P Rwanda's administrative and technical costs are primarily sponsored by the Bill and Melinda Gates Foundation. All food purchases are financed by donations to WFP's regular operations.

Figures as of November 2014

Background

Despite the past few year's economic recovery, at least 21 percent of households in Rwanda are food insecure. Agriculture is the main economic sector, employing about 80 percent of the population and accounting for 33 percent of Rwanda's GDP. The sector is dominated by small-scale, subsistence-oriented farmers. Due to small farm sizes, land scarcity, declining soil fertility and poor rainfall, overall productivity is still low. Despite this, potential for growth is high. The sector's greatest challenges include limited access to storage and lack of knowledge regarding post-harvest handling.

Learning and sharing

P4P has emphasized an honest and transparent examination of what works and does not. After five years of testing various approaches on the ground, the pilot is currently being evaluated. Key lessons are being compiled and will be shared widely.

Achievements

- **Increased sales:** P4P-supported cooperatives sold nearly US\$ 12.3 million worth of commodities to WFP during the pilot period. FOs have also been linked to sustainable markets beyond WFP, selling over US\$ 10.9 million worth of commodities to private sector and institutional buyers.
- **Access to credit:** In collaboration with Rabobank Foundation, P4P and partners have supported farmers' cooperatives with training on financial literacy to strengthen their organizations and assist them to access credit. Loans accessed by P4P-supported farmers' cooperatives increased from nearly US\$ 56,000 in 2010 to some US\$ 790,000 in 2013. This collaboration has triggered other banks' interest in investing in agricultural markets.
- **Access to inputs:** Increased access to credit as well as the provision of inputs through CP4P has assisted smallholders to purchase and use inputs on a timely basis without needing to rely on their seasonal income.
- **Government ownership:** Between 2011 and 2014, the Government of Rwanda has purchased more than 10,000 mt of commodities from cooperative unions under CP4P for the NSR. This quantity continues to increase over time. Over 20,000 farmers from 54 cooperatives registered under CP4P have received training on post-harvest handling and storage from P4P and partners.



World Food Programme

For more information
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Last update: November 2014



Generoza works hard to care for her family and make a living on her farm, waking up early and resting little. At harvest time, her husband, like many other men in her community, used to sell most of the crops, leaving her without income. Since she began participating in P4P, Generoza has been able to produce higher quality crops and market them through her farmers' organization, and to use her income to provide for her family.

"I'm so happy because now I have money to solve my own problems."

KEY PARTNERS

- ACIDI/VOCA
- Adventist Development and Relief Agency (ADRA)
- Food and Agriculture Organization of the United Nations (FAO)
- HarvestPlus
- International Fertilizer Development Centre (IFDC)
- International Fund for Agricultural Development (IFAD) Support Project for the Strategic Plan for the Transformation of Agriculture (PAPSTA)
- Ministry of Agriculture and Animal Resources (MINAGRI)
- RABOBANK Foundation/Banque Populaire du Rwanda (BPR)
- Rwanda Development Organization (RDO/AGRA)
- Rwanda Flora
- Rwanda Rural Reach Initiative (RWARRI/AGRA)
- UN WOMEN
- USAID Post-Harvest Handling and Storage Project
- Women for Women International

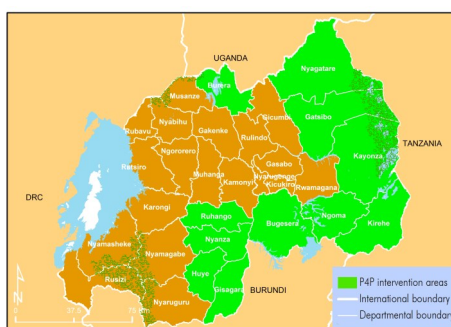
- **Gender:** Analysing constraints to women's participation in P4P has been a central part of the pilot in Rwanda. WFP Rwanda is currently taking the lead in the joint UN programme Accelerating Progress towards the Economic Empowerment of Rural Women (RWEE) through P4P. This programme is being carried out in collaboration with UN Women, FAO and IFAD.
- **Capacity development:** Farmers' cooperatives have been trained in topics including integrated soil fertility management, cooperative governance and management, record keeping and business plan creation.

Challenges

- **Post-harvest losses:** Though great strides have been made to reduce post-harvest losses, further efforts are needed to improve smallholders' post-harvest handling practices.
- **Markets beyond WFP:** Farmers' cooperatives have significantly improved the quality of their crops, but maintaining crop quality and identifying quality-conscious markets remains a challenge.
- **Infrastructure:** Lack of access to adequate storage facilities has been a limiting factor for many cooperatives.
- **Fragmented land:** Despite land consolidation efforts, fragmented land poses a challenge to expanding agricultural production as it reduces efficiency and restricts mechanization.

Partnerships

The Government of Rwanda has been a key partner throughout the implementation of P4P. MINAGRI has provided technical assistance, farmers' cooperative classification and supported farmers with inputs. The government-run Rwanda Bureau of Standard has been key in improving quality control, while ACIDI/VOCA has provided extensive capacity development through the Sell More for More initiative. Other P4P partners in Rwanda include UN agencies, regional organizations, NGOs, the private sector and research institutions, each using its own expertise and resources with the common goal to address the needs of smallholder farmers. Partners also support in transport and land consolidation for P4P-supported smallholder farmers.



Read more about

[WFP in Rwanda](#)

[Building on WFP Expertise To Strengthen Farming](#)

[WFP procurement in Rwanda](#)

[Enhanced market opportunities](#)

WFP ACTIVITIES IN RWANDA

In Rwanda, WFP provides food assistance through a Protracted Relief and Recovery Operation (PRRO) and the Country Programme (CP). All projects are designed to improve the food security and nutrition of food-insecure households. The most vulnerable beneficiaries, who are primarily located in refugee camps, receive additional food rations to improve their nutrition. These are malnourished children under five years, pregnant and lactating mothers and people affected by HIV/AIDS many of whom are undergoing anti-retroviral treatment. A portion of the maize and beans distributed through these programmes are purchased locally using P4P modalities.