

Purchase for Progress - P4P

Burkina Faso



P4P in Burkina Faso

In Burkina Faso, P4P aims to increase the capacity of farmers' organizations (FOs) to invest in crop production and engage in collective sales, helping them become independent, professional actors in the agricultural value chain. Working closely with the government's Ministry of Agriculture and Food Security (MASA), P4P acts as a catalyst for collaboration among partners across the value chain, facilitating FO access to WFP and other markets. In 2015 and beyond, P4P in Burkina Faso will continue to increase WFP purchases from smallholder farmers, promote and empower women farmers and support the government in developing a national programme similar to P4P.

Background

Burkina Faso is a food-insecure country with high rates of both chronic and acute malnutrition (31 percent and 9.2 percent, respectively). 80 percent of the population resides in rural areas, where agriculture is the primary employment and income source. The sector is dominated by small-scale, subsistence-oriented farmers, but these producers struggle to access agricultural inputs, credits and markets. Difficult and unpredictable climatic conditions further limit agricultural production.

QUICK FACTS

Project start date:

January 2009

Number of farmers' organizations (FOs): 7**Number of members:**

Pilot period: 264,433 (50% women)
2014: 276,091 (50% women)

Sales to WFP:

Pilot period: US\$ 1,650,699 (4,583 mt)
2014: US\$ 1,289,300 (2,087 mt)

Sales to other markets:

Pilot period: An estimated US\$ 4,326,000 (12,800 mt)
2014: An estimated US\$ 771,000 (2,519 mt)

Main commodities:

Sorghum, maize and cowpeas (fortified infant cereals, yogurt and rice to be integrated in 2015)

Main P4P activities

- Direct and forward contracting
- Competitive tenders
- Capacity development

Funding

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

Figures as of February 2015

Learning and sharing

P4P has emphasized an honest and transparent examination of what works and does not. In Burkina Faso, the lessons learned during the first six years of implementation will be applied during the post-pilot phase to continue developing the capacities of smallholders and scale up the project.

Achievements

- **Gender:** In 2014, women represented 84 percent of farmers selling to WFP and are taking on a greater leadership role in FOs. Thanks to a gender awareness campaign, household decisions are increasingly made by men and women together. Women now have greater access to land and agricultural inputs, with 70 to 80 percent of women in participating communities expanding the size of their plots following the campaign.
- **Crop quality:** FOs have quickly responded to WFP quality standards. A special operation assisted smallholders to significantly reduce farm-level food losses through the use of simple, improved technologies. P4P plans to scale up the initiative, supporting FOs to access tools and technologies on a cost-sharing basis.
- **Government ownership:** Inspired by a visit to Rwanda, where the government has launched a "Common P4P" programme, the Government of Burkina Faso is working to implement a similar national project. SONAGESS, the national food reserve, has committed to making 30 percent of its purchases from smallholder farmers as part of this initiative.
- **Partnerships:** P4P set up a Stakeholders and Partners Consultation Group, where all stakeholders, including FOs, discuss key rural and market development issues. FOs have been active participants, allowing them to contribute to the decision-making process and improving collaboration with technical partners. The group has been co-chaired by P4P and the government.
- **Procurement:** FOs have successfully taken part in soft tenders and forward delivery contracts.



World Food Programme

For more information
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Suzanne Ouedraogo, 36, is a member of CAP-Yako, one of several FOs that supported and participated in a gender awareness campaign carried out by P4P and partners. While a member since 2009, Suzanne previously did not engage in group sales. After she and her community participated in the campaign, she asked her husband for two hectares of land to grow *niébé*, a local cowpea. In her first year of production, she sold two mt to CAP-Yako, earning 530,000 FCFA (US\$ 1,000). After sitting down with her husband to discuss finances for the first time, she plans to use her revenue from cowpea sales to help pay for her children's education and to build a house with her husband.

KEY PARTNERS

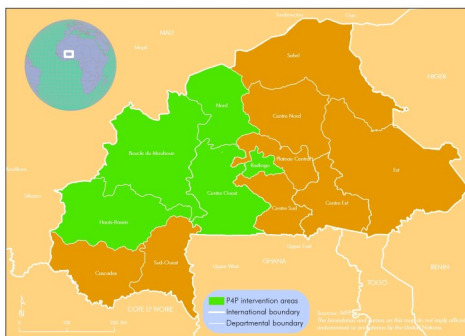
- Alliance for a Green Revolution in Africa (AGRA)
- Direction Régionale de l'Agriculture et de la Sécurité Alimentaire (Regional Directorate of Food Security, DRASA)
- Fédération des Caisses Populaires du Burkina (FCPB)
- Food and Agriculture Organization of the United Nations (FAO)
- International Fertilizer Development Center (IFDC)
- International Fund for Agricultural Development (IFAD), *Projet d'Appui aux Filières Agricoles (PROFIL)*
- Inter-professional Committee of Cereals (CIC-B)
- Ministry of Agriculture, Ministry of Finance, Ministry of Trade
- OXFAM Burkina Faso
- World Bank, PAPSA (*Projet d'Appui à la Production Agricole et à la Sécurité Alimentaire*)

Challenges

- **Gender:** Many farmers, particularly women, still struggle to access the equipment, inputs and credit they need to increase production and access markets. Lessons learned during the pilot, including the benefits of identifying a woman field monitor to work alongside women farmers, will be applied to address these challenges.
- **FO capacity:** Many FOs still do not have sufficient capacity to engage independently in markets. P4P is working to link training packages to a graduation model to more effectively monitor and ensure FO progression.
- **Crop quality:** Though improvements have been made, crop quality continues to pose challenges. P4P is working to identify new partners and reinforce existing relationships to train FOs on quality control and the use of the Blue Box field laboratory to analyse grain quality. P4P is also supporting the government to develop and equip food quality labs.
- **Storage:** Many FOs still do not have access to adequate storage. To address this, WFP is constructing storage facilities as well as supporting FOs and the government to implement a Warehouse Receipt System.
- **Access to credit:** Despite ongoing efforts, the credit options offered by financial institutions are still not suitable for smallholders' needs. To remedy this, P4P will further strengthen partnerships with financial institutions and continue supporting FOs to negotiate for adequate interest rates.

Partnerships

P4P works closely with the Government of Burkina Faso on capacity development and project coordination through national agricultural development programmes. NGOs and UN agencies, including AGRA, CIC-B, CPF, FAO, Green Cross, IFAD, IFDC, LWR, OXFAM, and PAPSA have also contributed to capacity development and have provided tools and agricultural inputs to smallholders. Financial institutions, including ECOBANK and FCPB, have played a crucial role in facilitating access to credit. The establishment of a coordination mechanism through the Stakeholders and Partners Consultation Group has allowed for better communication and coordination amongst rural development stakeholders.



Read more about

[WFP in Burkina Faso](#)

[Locally-developed technology responds to farmers' needs](#)

[Leveraging FOs to bridge the gender gap](#)

[Boosting niébé sales in West Africa](#)

[Subsistence farmer becomes a business woman](#)

WFP ACTIVITIES IN BURKINA FASO

In Burkina Faso, WFP targets the most food insecure areas of the country, focusing on school meals, rural development and nutrition for vulnerable women and children. WFP purchases food through P4P to support these activities, and P4P is aligned with WFP's focus on developing national capacities to tackle food insecurity and malnutrition by finding sustainable, long-term solutions, with a strong emphasis on supporting the local economy. While WFP's food procurement in Burkina Faso is reducing, innovative food assistance in the form of cash and vouchers is increasingly being used.