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Midterm Evaluation

June 2019

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Burkina Faso Food for Progress Project Sesame Marketing and Export (SESAME) Project Mid-Term Evaluation

June 2019

The Sesame Marketing and Exports Project (SESAME) implemented through the United States Department of Agriculture (USDA) Food for Progress program under cooperative agreement number FCC-686-2016/005-00, is a 5 year, \$24 million project implemented by Lutheran World Relief (LWR) with the support of its partners Afrique Verte and Nitidae in Burkina Faso. The project will assist people directly and indirectly by working with farmers, agricultural cooperatives, buyers and others to meet high quality standards of the sesame export market as well as enhance marketing efforts. The SESAME Project aims to address challenges met by sesame farmers by improving agricultural practices and strengthening the farmer cooperatives, focusing on the regions in the Est, Boucle de Mouhoun, Hauts-Bassins and Cascades. It envisions an increase in production and exports of high-quality sesame by creating a hub of information and communication technologies (ICT) enabling information and transaction flows that will build capacity of targeted producers, unions and exporters as well as assist them with access to financial services. The SESAME Project is also creating sustainable partnerships between buyers, sellers and unions to ensure long-term impact beyond the life of the project.

In compliance with USDA's M&E policy, this midterm evaluation will "critically and objectively review and take stock of the project's implementing experience and environment, assess whether targeted beneficiaries are receiving services as expected, assess to what extent the project is on track to achieve its stated goals and objectives, review the results frameworks and assumptions, document initial lessons learned, and discuss necessary modifications or mid-course corrections that may be necessary to effectively and efficiently meet the stated goals and objectives." The midterm will be a process and outcome evaluation, examining both administrative and programmatic aspects of SESAME through the lens of five evaluation criteria.

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Acronyms and Abbreviations

AAT	Agricultural Advisor-Trainer
ABNORM	Burkina Faso Agency for Standardization, Metrology and Quality
ANASEB	National Association of Sesame Traders and Exporters
APEX	Export Promotion Agency
ATS/B	Association of Men and Women Sesame Transformers
CERFODES	Center for Studies, Research and Training on Economic and Social Development
CNFA	Cultivating New Frontiers in Agriculture
CNFPA	National Center for Training and Artisanal Production
COP	Chief of Party
DCOP	Deputy Chief of Party
DGC	General Directorate for Trade
DGPER	General Directorate for the Promotion of Rural Economy
DGPV	General Directorate of Plant Production
DGRIEP	General Directorate for Research on Educational and Pedagogical Innovations
DPAAHA	Provincial Directorate of Agriculture and Hydro-Agricultural Development
DRAAHA	Regional Directorate of Agriculture and Hydro-Agricultural Development
ECOWAS	Economic Community of West African States
FAAB	Agriculture Extension as a Company' Services
FFPr	Food for Progress
INERA	Institute of Environment and Agricultural Research
INTERSEB	Burkina Faso Sesame Interprofessional
LUM	Local Unit of Measurement
LWR	Lutheran World Relief
M&E	Monitoring and Evaluation
MAAHA	Ministry of Agriculture and Hydro-Agricultural Development
MICA	Ministry of Industry, Trade and Handicrafts
MTE	Mid-Term Evaluation
ODK	Open Data Kit
OECD	Organization for Economic Co-operation and Development
OHADA	Organization for the Harmonization of Corporate Law in Africa
PCESA	Program for Economic Growth in the Agricultural Sector
PEA	Producer Enterprise Agent
PMP	Performance Monitoring Plan
PNSR	National Rural Sector Program
PSU	Primary Sampling Units.

RDS	Rural Development Strategy
S42	White sesame seed variety highly cultivated in Burkina Faso
SDR	Soil Defense and Restoration
SESAME	Sesame Marketing and Exports
SimAgri	Agricultural Market Information System
SPSS	Statistical Package for Social Science
SSU	Secondary Sampling Units
TOR	Terms of Reference
UNAPROSEB	National Union of Sesame Producers
USDA	United States Department of Agriculture

EXECUTIVE SUMMARY

Introduction

The Mid-Term Evaluation (MTE) of the Sesame Marketing and Export (SESAME) Project was conducted by Center for Studies, Research and Training on Economic and Social Development (CERFODES) and was implemented from April to May 2019 in eight of the nine provinces of the project area. Kompienga Province was not covered by the evaluation due to high security risks. Through quantitative and qualitative surveys, sesame producers, cooperative and union managers, partner institutions from the private and public sectors were interviewed by the Evaluator.

Methodology

Based on a representative sample of 840 producers randomly selected from the list of beneficiary producers, the results obtained helped assess the level of current results achieved by the project, compared to what was initially planned. In accordance with the Terms of Reference (TOR), the results are analyzed through the following evaluation criteria: relevance, effectiveness, efficiency, impact (changes produced) and sustainability of project achievements.

Analysis and Results

As far as **relevance** is concerned and taking into account the economic context, the country's priorities and sesame producers' needs, the evaluation shows that the project's interventions support the Government of Burkina Faso, through the Ministry of Agriculture and Hydro-Agricultural Development (MAAHA) and the Ministry of Industry, Trade and Crafts (MICA). The project is also in perfect harmony with the adoption of the 2016-2020 National Economic and Social Development Plan (PNDES) of Burkina Faso.

The **effectiveness** is evaluated through project management by assessing results achieved and comparing them to the initial project objectives. To address **management effectiveness of the project**, Lutheran World Relief (LWR) set up a central and regional offices to ensure activities are implemented in accordance with what was planned in the approved Cooperative Agreement. During the first year of the project, lack of staff retention deeply affected project implementation. Therefore, the SESAME Project had to be flexible by integrating major changes in its implementation strategy.

We also considered the objective measures of the project, carried out through the Producer Enterprise Agent (PEAS) in the total estimation of the areas planted. According to these data, the cumulation of the land sown under technical techniques or technologies since the beginning of project implementation is 30,962.1 hectares, compared to the project's overall five-year target of (163,799 ha), which gives 18.9% at the end of 2018. Based on these numbers, a good question to ask the project's leaders is whether the targets for both 2018 and the project are truly realistic.

As far as **efficiency** is concerned, it should be noted that the financial statement indicates that out of a provisional budget of \$15,369,832, the amount disbursed is estimated at \$4,322,600 as of February 28, 2019, which is only 28% of the total budget spent to date. The financial statement reveals that the project has experienced a slowdown in its implementation.

Project Impact is assessed through the changes induced by the project among beneficiaries at its current stage of implementation. To achieve the desired changes, seven agricultural development activities were identified for implementation, in coordination with the private sector, the MAAHA and MICA. It is too early to assess the sustainability of the project. At the current evaluation stage, the project should consider implementing and consolidating its activities and partnerships established. However, it should be noted that support to turn producer groups into cooperatives and the acquisition of credits from financial institutions requires the creation of sustainable farmers' organizations.

Important lessons learned include:

- A. The project's implementation has made considerable contribution to producers by helping improve marketing conditions through group sales. Support that was provided to farmers' organizations to help them comply with the Organization for the Harmonization of Corporate Law in Africa Act (OHADA) is very beneficial because it allows the organizations to have legal status in the country and be formed as cooperatives.
- B. Electronic monitoring of PEAs' activities through a performance framework does not fully replace physical monitoring of field activities. It is necessary to conduct face-to-face follow-up by Agricultural Advisor-Trainer (AAT) or project managers.
- C. Most sesame producers have equipment such as sieves to produce cleaner sesame during group sales thanks to the SESAME Project.
- D. Access to information on national sesame markets through the N'Kalo platform on the 321 network is a viable tool that will continue after the end of the project.

1. INTRODUCTION

The Sesame Marketing and Export Project (SESAME) is implemented by LWR in partnership with Afrique Verte and Nitidae. It is a five-year project being implemented from September 2016 to September 2021. Initiated as part of "Food for Progress" (FFPr), the project is financed by the U.S. Department of Agriculture (USDA) and covers provinces from four regions of Burkina Faso, namely Boucle du Mouhoun (Mouhoun, Kossi, Banwa), Hauts Bassins (Houet, Tuy), Cascades (Comoé) and Est (Gourma, Tapoa, Kompienga). In its design, the project has the following strategic objectives: (i) Improve sesame productivity; and (ii) Improve local sesame quality and traceability to meet export market standards. These objectives contribute respectively to the achievement of USDA's two strategic objectives: i) improve agricultural production, and ii) expand trade of agricultural products in developing countries. Overall, the project's interventions support the Government of Burkina Faso, through the MAAHA and the MICA. This support involves the structuring of the sesame sector, the strengthening of sesame actors' technical capacities, the improvement of sesame marketing and actors' access to financing.

After two and a half years of implementation and in accordance with the project's Monitoring and Evaluation plan, an external evaluation was commissioned by LWR to assess the level of progress achieved by the project. This evaluation mission is conducted by CERFODES, an independent consulting firm. The evaluation was carried out from April to May 2019 in eight of the nine provinces of the project area. For security reasons, including the presence of violent extremist and armed religious radical groups, Kompienga province was not covered by the evaluation. Through quantitative and qualitative surveys, the evaluation made it possible to interview sesame producers, cooperatives and unions, as well as private and government organizations.

Based on a representative sample, the results obtained help assess the level of current results achieved by the project, compared to what was initially planned at the onset of the project. These results are analyzed using the following evaluation criteria: relevance, effectiveness, efficiency, effect or impact (changes induced) and sustainability of the project's achievements. Explicitly, answers were given to specific questions related to each of the five criteria. Thus:

- The project's relevance is measured considering the context of Burkina Faso, producers' needs and the country's priorities.
- The project's effectiveness is assessed through the results achieved in comparison to initial project targets.
- The project's efficiency is examined through the results achieved by the project in relation to expenditures made. This involves analyzing the quality/cost ratio of the project's achievements in relation to expenditures and investments made to date.
- The project's impact is assessed in relation to changes induced by the project among beneficiaries at the current stage of its implementation.
- The project's sustainability is examined through its achievements and actions at the current stage of its implementation. This is about analyzing the level of ownership of these assets and actions by beneficiaries at the current stage. It's worth stressing that the actual measurement of a project's sustainability is carried out only at final evaluation stage.

In addition, some cross-cutting themes such as security, environment, gender and governance are considered in analyzing the results of this MTE.

To perform the evaluation, CERFODES used a team of four experts, including a project and program evaluator (team leader, male); a socio-economist (female) in charge of the technical coordination for the quality control of data collected and used in the report; a sesame technical production and organizational development specialist to help better understand the relevance and effectiveness of project interventions; and a statistician to oversee programming data collection tools on Smartphones, electronic monitoring of data collection, database clearance and indicator production.

This evaluation report is structured into four chapters and uses a descriptive, analytical and comparative approach. The first chapter deals with the general presentation of the evaluation. The second chapter is devoted to the methodology, challenges encountered during the evaluation and the limitations of some of the evaluation indicators. The third chapter presents the major results of the evaluation. Finally, the fourth chapter deals with the project's perspectives through lessons learned, the conclusion and the Evaluator's recommendations for the next steps of the project's implementation.

2. MID-TERM EVALUATION OVERVIEW

2.1 Project Challenges

In reference to the project proposal, the SESAME Project identified six main challenges which were used to define the project's seven activities. These challenges are:

- ❑ Limited use of improved agricultural techniques and technologies
- ❑ Poor farm management, both operational and financial
- ❑ Limited value addition at post-production stages, which negatively affects the quality of sesame exports
- ❑ Limited access to export markets by value chain actors
- ❑ Inefficient transactions between buyers and sellers
- ❑ Limited access to financial services

2.2 Project Activities

In response to the above-mentioned challenges, seven main activities were developed by the SESAME Project that include:

Activity 1: Market Access: Facilitate Buyer-Seller Relationships

Activity 2: Capacity Building: Producer Groups/Cooperatives

Activity 3: Market Access: Facilitate Access to Market Information

Activity 4: Financial Services: Facilitate Agricultural Lending

Activity 5: Capacity Building: Promote Improved Policy and Regulatory Framework

Activity 6: Infrastructure: Post-Harvest Handling and Storage

Activity 7: Capacity Building: Agriculture Extension Agents/Services

2.3 Project Beneficiaries

The project intends to reach 90,496 direct beneficiaries including producers (federations or cooperative unions), buyers, government actors and other stakeholders involved on the sesame value chain. Indirectly, it intends to reach more than 415,000 people.

2.4 Goal of the Mid-Term Evaluation

The goal of the MTE is to measure the overall progress of the project from September 2016 to December 2018. However, when reviewing the project's documents, the Evaluators noted that implementation of project activities began quite late (July 2017), with suspension of activities in August 2017 due to the lack of a signed agreement between LWR and the regional unions in the project's implementing areas.

The MTE serves as a management tool for assessing the project's progress to date and to identify any necessary corrections that will guide the project's continued implementation and management to achieve objectives and ensure effective use of project funding.

2.5 Purpose and Scope of the Mid-Term Evaluation

The MTE, in accordance with USDA's monitoring policy, provides a critical and objective review of the project's implementation status and environment. The MTE provides information on the targeted beneficiaries through the expected results delivered and on what extent the project is being implemented during period being evaluated. The MTE helps document the lessons learned from the project's implementation and discusses essential changes or corrections that may be necessary for the project to be more effective and efficient.

3. METHODOLOGY OF THE EVALUATION

The adopted methodology of this evaluation is an approach that combines secondary data collection from the literature review and the primary data collection from the beneficiary producers in the intervening zones as well as the project stakeholders. The field data comprises the surveys, the focus group discussions with the beneficiary producers data, the key informants interviews with the civil-servants from the Ministry of Agriculture and Hydro-Agricultural Development, the Ministry of Industry, Trade and Handicrafts, as well as the SESAME project staff, LWR Staff, Unions and farmers, group leaders, and finally with Ecobank staff and other financial institutions. The field data collected are both quantitative and qualitative. The literature review consisted of exploring the project and its partners narrative reports including the project management data.

3.1 Inception Meeting

After the contract was signed between CERFODES and LWR, a meeting was held with the SESAME Project management team at LWR's central office in Ouagadougou, Burkina Faso. The purpose of the meeting was to discuss the project, its components, its implementation, the monitoring and evaluation and data collection plan, as well as discuss and clarify all expectations of the mid-term evaluation. Later, CERFODES submitted documents presenting in detail the survey methodology, the sampling, the working plan and the questionnaires that were to be programmed on the Open Data Kit (ODK). This report is the first deliverable required under the contract. The document was validated by LWR.

3.2 Literature Review

CERFODES consulted the project documents, such as the baseline study report, the TaroWork's database that has been designed for the project, the meeting reports, USDA documents (FFPr objectives and the 7 CFR 1499, the PMP, workshop reports, as well as narrative activity reports from the SESAME project partners and its three field offices. This documentation was used to develop collection tools and to determine a representative sample in which results could be extrapolated to all producers benefiting from the project.

3.3 Sampling of Producers

To have a representative sample of beneficiary producers, CERFODES used the beneficiary producers' database provided by LWR. The number of sesame producers benefiting from the project is $N = 34,686$. The application of the following statistical formula to the sample calculation helped define the representative sample of producers:

$$n = n_0 * Deff * (1 + 10\% \text{ estimate of refusal rate/inaccessibility}),$$
$$n_0 \text{ being} = TP^2 * P (1-P) * N / TP^2 * P (P-1) + (N-1) * y^2$$

- ❓ n : Size of the expected sample.
- ❓ TP : Confidence Level, derived from Confidence rate (the standard value of the 95% Confidence Level is 1.96).
- ❓ N : The number of sesame producers in the project is 34,686.
- ❓ P : Estimated proportion of population having the characteristic analyzed in the study. (50%).
- ❓ y : Relative margin of error that will be set at 5%.
- ❓ $Deff$ (cluster effect, equal to 2): the coefficient 2 taken as cluster effect makes it possible to double the sample and to have a better representativeness of all producers in the three intervention zones.

According to the formula, the n sample is 840 sesame producers, that will be selected among the members of a village cooperative. The sampling is at three stratified stages. For the stratified sampling, the population is divided into homogeneous groups called strata and then the independent samples are selected from each stratum. The variable of interest allowing this stratification should be a sesame producer and a member of a farmers' organization. Thus, the geographical stratification (by province) was favored, considering the intervention regions. The selected units at the first stage by province are the *communes*. The communes are the Primary Sampling Units (PSU). Since the eight accessible provinces in the project intervention zones are covered, three communes were selected per province. In total 24 PSUs were selected from the eight provinces. Communes are selected proportionally to the relative weight of their population based on the total number of sesame producers who are members of a farmers' organization. The three selected communes per province are those having the highest number of producers.

At the second stage, the Secondary Sampling Units (SSU) are villages. The number of villages in each commune was calculated considering the distribution factor or the relative weight of the farmers' organizations per commune. A total of 105 villages were selected. Villages in each commune were selected by simple random sampling using an Excel spreadsheet. Thus, villages

in each commune were listed and assigned a random number between 0 and 1 using the Random Function, then a sorting in ascending order was carried out to select the names of the villages by commune according to the number.

At the third stage, Tertiary Sampling Units are producers who are members of a farmers' organization. Sesame producers, members of a farmers' organization, are chosen by simple random drawing on an Excel spreadsheet. In each selected village, an average of eight sesame producers belonging to a cooperative were surveyed. With clusters of eight per stratum, the advantage was to have a greater dispersion of producers to be reached and a better representation of the producer population. Cluster sampling is effective if there are many small clusters that resemble each other as much as possible¹¹.

The MTE planned to cover 840 sesame producers, from 105 villages or stratified clusters in 24 communes (see Annex 2). In addition to producers, the survey also covered all the 'umbrella organizations': communal or departmental unions, provincial unions, regional unions and/or associations. A questionnaire was sent to regional and provincial sesame producers' unions in the four regions and eight provinces involved in the study. Also, to have as much information as possible on sesame production and sales, CERFODES planned to survey one additional major cooperative in each province which is not a member of the union. A total of 19 organizations was planned for the survey.

3.4 Data Collection Tools

Two questionnaires were developed and used to collect quantitative data (Annex 3). These are respectively the questionnaire sent to sesame-producing beneficiaries and the one sent to umbrella organizations, farmers' organizations i.e. departmental/communal, provincial and regional unions. In addition, semi-structured interview guides were used to interview resource persons from central and decentralized government bodies, project partners, buyers and exporters.

A focus group guide was used for group discussions with producers and PEAs. The focus group guide has a screening table used to collect socio-demographic data (sex, age, marital status) and economic profiles. The tools developed for this MTE were stimulated from the content of the tools that were used at the baseline study to ensure a better comparability between the baseline study and the MTE indicators. A summary of the data collection tools of the study is in Annex 4.

3.5 Recruitment and Training of Data Collection Agents

Before data collection, interviewers were recruited, based on the following criteria: i) hold a high school diploma and have at least two years of study at an institute of higher education; ii) be available during the period indicated for interviewer training and data collection; iii) speak Mooré, Dioula or Gulmachema (local languages spoken in the project implementation zones); iv) have participated in at least two data collection activities as an interviewer or controller; v)

¹¹: Philippe Péré, 2011 : (Multi-Stage Cluster Sampling)

agree to live and work in a rural environment during the 12-day data collection period. The data collection agents training was held for four days in Ouagadougou (April 18 -23, 2019). The training was delivered by the CERFODES team in the presence of the M&E staff from LWR. There was a total of 43 participants.

3.6 Organization of Teams in the Field

After the training and for operational reasons, CERFODES set up six teams of interviewers supervised by controllers. Each team worked in villages or localities assigned to them. Each interviewer was equipped with a smartphone with the producer questionnaire installed on the ODK platform. Each interviewer received special training on how to activate the GPS and how to collect data on a smartphone. Interviewers were instructed to transmit all data collected in the field at the end of each day. The interviewers regularly uploaded the data to the ODK server. The team controller ensured that all data collected during the day were uploaded to the server before beginning data collection with new respondents. However, due to connectivity problems, some data were transmitted to the server with a 24-hour delay.

3.7 Data Collection

Quantitative Data Collection

The quantitative producer survey intended to reach a sample of 840 producers. At the end of the data collection, 796 producers were surveyed, representing a completion rate of approximately 95%. The following figure shows the distribution of respondents by province, compared to what had been planned.

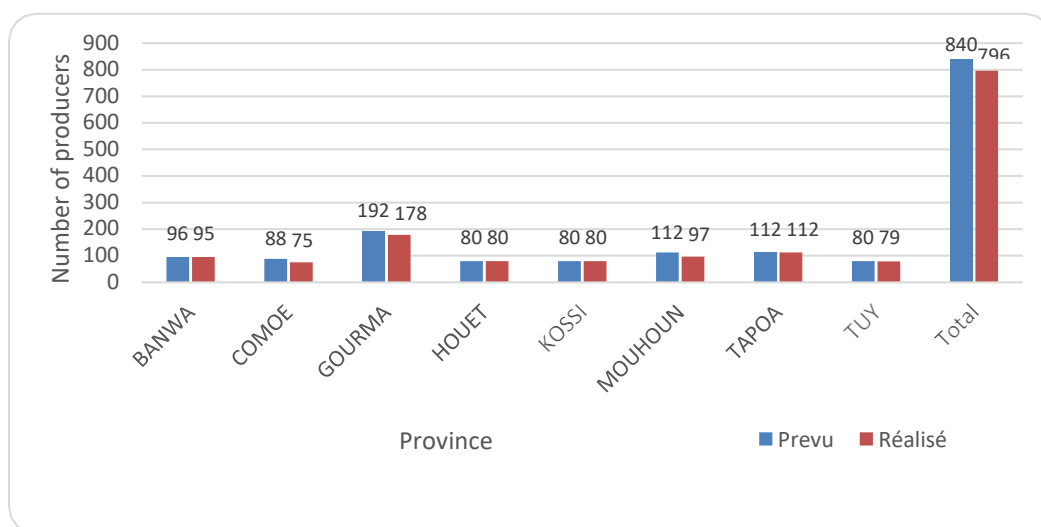


Figure 1: Distribution of sampled and surveyed sesame producers

The distribution of respondents by region are 290 respondents from the Est, 272 from the Boucle du Mouhoun and 234 from the Hauts Bassins/Cascades. The sample consisted of 595 male and 201 female producers, for a distribution rate of 74.7% male and 25.3% female respectively. Considering the age groups of respondents (set in the baseline survey), 643 producers were adults (31 years or over) and 153 were young people (18-30 years), i.e. 80.8% adults and 19.2% young people, respectively.

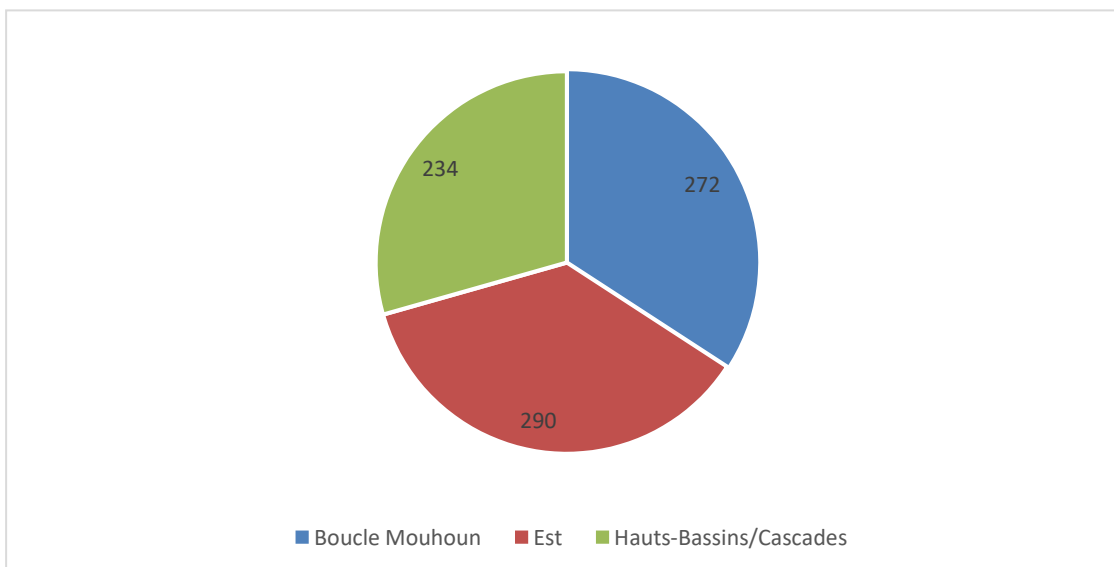


Figure 2: Distribution of sample by region

The quantitative survey covered four regional unions, but also other producer associations supported by the SESAME Project. It appears that only association in the Est receives support from the Project. However, field observation shows that the regional union of the Hauts Bassins has not yet been established. In addition to regional unions, the survey also targeted the 8 provincial unions, even though they are not currently working with the SESAME Project. The organizational structure of the sesame actors in Burkina Faso are: Regional level, Provincial level and Communal level. We decided to include provincial unions to have triangulation information. But at the end we noted they are the same actors (at commune and provincial level) and therefore did not dwell on comparative analysis. A total of 15 unions were surveyed, including six provincial unions, three regional unions, five communal unions and Association TIN-BA. It should be noted that the regional union of the Hauts Bassins has not yet been set up, even though provincial unions are not direct interlocutors of the SESAME Project. With reference to the PMP, provincial unions are considered as actors for the sesame sales volumes (see Customized Indicators 3, 4 and 6).

Estimation and Extrapolation of Survey Results

The sample surveyed involved 796 producers. Out of a current total of 31,078 sesame producers, we applied the evaluation results from the representative sample data on beneficiary populations. The method used for this approach is the calculation of the average of the variable (quantitative), divided by the total number of beneficiaries for the 2018-2019 growing and selling season. These estimates concerned production and income.

Qualitative Data Collection

For this study, qualitative data were collected through in-depth individual interviews with resource persons and through focus groups with various stakeholders on the sesame sector.

In-depth Individual Interviews with Resource Persons

To obtain more detailed information on the sesame sector in Burkina Faso as a whole and particularly on the contribution of the SESAME Project, resource persons were interviewed at several levels: government bodies, institutions involved in the SESAME Project implementation,

private organizations, buyers and exporters, and financial institutions (See list of resource persons interviewed in Annexes 5 to 12).

Focus Groups / Group Discussions

With the focus groups, there was the need to better understand from producers, the changes brought about by the project including changes in sesame production, particularly on agricultural practices, sesame productivity, quality of sesame produced, and managing sesame storage. We also looked at changes made in sesame marketing including access to national and international markets, sesame sales and income generated from sesame under the Project. In each province, CERFODES had planned to organize four focus groups in four different villages, i.e. a total of 32 focus groups for the eight provinces. Finally, 37 focus groups were organized, including 31 with producers and six with the PEAs. The details of these focus groups are presented in Annex 13.

3.8 Data Processing and Analysis and Reporting

Before statistically processing the data collected, the statistician and his team cleared the database to detect and correct missing values or outliers. During the clearing process, some producers were often contacted by telephone to correct or supply missing information. At the end of the data clearing process, CERFODES produced tables and indicators based on the data analysis plan. In addition to statistical analyses, qualitative data collected from resource persons or partners were triangulated with qualitative data to understand "*how and why*" changes or resistance are observed at the current stage of the SESAME Project implementation. Statistical processing of quantitative data and triangulations of qualitative data helped produce the results and indicators used in the evaluation report. The analysis of results and indicators is based on the use of constant variables such as region, province, sex and age group. The analysis describes the findings and results that emerge from the data produced and the qualitative information collected during individual interviews and focus groups.

3.9 Difficulties Encountered

At the technical level, the calculation of the producer sample to be surveyed considered up to a 10% loss. At the beginning of data collection stage, unfortunately many producers were absent. This led the team to consider a replacement list of producers. Similarly, regarding the implementation of focus groups, the type of targets sought for discussion in the village were few. This is the case, for example, in two village of Bale and Kossi provinces where focus groups with adult men were conducted instead of focus groups with young women or adult women.

At the operational level, the strategy of using PEAs experienced some difficulties in the field. Several PEAs could not be reached on the phone numbers they provided. To solve the problem, teams often had to go through some producers to obtain the PEA's right phone number, which producers were sometimes reluctant to give. Some PEAs were not informed of the presence of the evaluation team in the field, which often delayed the beginning of data collection activities. Two villages in the province of Gourma were replaced for insecurity reasons.

3.10 Limitations

Key limitations of this evaluation mainly concern certain measurements that are obtained through producers' declarations, especially areas sown, production and quantities sold. For this

specific constraint, the Evaluators often also considered project data that were estimated based on objective measurements. This is the case for the indicator on areas sown, measured by PEAs using specific applications on Smartphones.

It was also difficult to compare the data from the baseline study with those from the MTE. The baseline study covered only three provinces in the Boucle du Mouhoun provinces (Banwa, Mouhoun and Kossi) and three provinces in the Est (Gourma, Tapoa and Kompienga), while the MTE covered three additional provinces in Hauts Bassins and Cascades (Houet, Tuy and Comoé). Therefore, the indicators calculated for all these regions cannot be compared with [those of] the two regions of the baseline study. Also, Kompienga province was not covered, due to the high insecurity risks at the time of the evaluation. This accounts for the limitations in comparing both evaluations with regards to making a specific selection of the provinces involved in the baseline study and the MTE. We therefore excluded from the analysis, all data from the areas not covered by the baseline study, namely Hauts Bassins and Cascades. Finally, another important constraint was the time allotted to implement project activities in the field. Among others, the following challenges observed include:

- ☐ Staff departures and arrivals severely impacted overall project activities;
- ☐ Cessation of activities by unions for about two months due to the lack of a signed;
- ☐ Memorandum of Understanding (MOU); and
- ☐ Insecurity risks that made some localities inaccessible, mainly in the Est.

These constraints considerably impacted the effectiveness of project activities by delaying implementation in the field until December 2017. The Evaluators therefore note that the results obtained are analyzed in the light of such constraints that may have reduced achievement some of the results planned by the project.

4. ANALYSIS OF THE MID-TERM EVALUATION RESULTS

4.1 Relevance

This chapter discusses the overall relevance of the SESAME Project and more particularly its appropriateness to the context of Burkina Faso. Relevance is assessed through a comparison of the objectives pursued by the project with the needs and expectations of beneficiary populations in the intervention areas. The terms of reference also request that the project be evaluated on the Project's alignment with that of the country as well as the sesame value chain actors needs and priorities. It is important to understand if the objectives planned by the Project respond to the challenges identified as well as the real needs of beneficiaries, communities and the country. Relevance is therefore measured based on the following questions:

1. To what extent is the SESAME Project in line with the Country's Agricultural Investment?
2. How does the project align with USDA goals and how is it working towards meeting USDA and FFPr strategic objectives?
3. To what extent is the SESAME Project aligned with other relevant initiatives?
4. To what extent do the activities of the SESAME Project match beneficiaries' needs?
5. How should the activities of the SESAME Project be adjusted to best align with existing initiatives to match beneficiaries' needs?

To what extent is the SESAME Project in line with the Country's Agricultural Investment and/or Development Strategy?

The sesame sector is one of the main promising sectors in Burkina Faso. It provides substantial income to direct actors, thus contributing to combatting poverty. This is the reason why the Government is willing to support actors involved at all levels of the sector. Two major advantages can be identified at the supply chain level: (i) favorable production conditions and (ii) existence of an important market at the global level. The development of the sesame sector contributes to generating substantial income to producers, exporters and processors involved in the value chain. Sesame is Burkina Faso's second most important agricultural export product after cotton and is now a significant source of income for the country. Thus, from 2001 to 2015, the volume of sesame rose from 58,500 metric tons to 171,500 metric tons. Sesame export revenues are estimated at more than \$636,363,000 from 2010 to 2016, making Burkina Faso the fourth largest sesame exporting country in the world after Ethiopia, India and Sudan.

Today, the value chain mobilizes several actors including the Government of Burkina Faso, the public and private sectors, as well as non-governmental organizations such as LWR working to improve the marketing and exporting of sesame. Some actors of the sector have become better organized and have set up a local NGO in Burkina Faso called the INTERSEB, an inter-professional organization whose main objective is to help promote the sector and the well-being of its members. With participation from the INTERSEB, the SESAME Project has played an important role in classifying and setting minimum sesame sale prices, making it possible to inform all sesame stakeholders about sesame types, qualities, and prices during each growing and selling season, which assist in regulating sesame marketing and its value. This is a huge step forward for the sesame producer. The SESAME Project's interventions therefore support the government's efforts through the Ministries of Agriculture and Trade and their technical departments.

In addition, through the various actions initiated in partnership with the Government and its ministries, the SESAME Project greatly contributes to the achievement of the country's agricultural strategy, including the country's agricultural sector development strategy. Burkina Faso has adopted an agricultural sector development strategy with a five-year action plan estimated at \$28,592,700 to be mobilized by the Government and its development partners². The Agricultural Sector Development Strategy is in line with Axes 1, 2 and 6 of the Rural Development Strategy (RDS) and sets out the strategic guidelines for supporting sectors for the operationalization of the National Rural Sector Program (PNSR), which is the framework for the operationalization of the RDS in relation to agricultural development. The key activities planned by the SESAME Project are in line with all six strategic axes which are: (i) structuring agricultural sectors; (ii) strengthening the technical capacities of agricultural-sector actors, (iii) improving agricultural products through processing and conservation, (iv) improving the marketing of agricultural products, (v) ensuring the economic monitoring of agricultural sectors in order to guide policies for the development of agricultural sectors and (vi) facilitating actors' access to finance.

² Ministry of Agriculture, Water Resources, Sanitation and Food Security, General Directorate for the Promotion of Rural Economy: Agricultural Sector Development Strategy

The SESAME Project also supports Burkina Faso's efforts to achieve economic growth. In concrete terms, the project's interventions are part of Burkina Faso's partners' support to the 2013-2018 Program for Economic Growth in the Agricultural Sector (PCESA), which has two components: support entrepreneurship and private agricultural sector and support improving the framework conditions of the agricultural sector. Thanks to this project, actors received the support that helped strengthen their capacity through training, development and donation of tools and construction of new storage warehouses.

The Project is also in perfect harmony with the adoption of the 2016-2020 National Economic and Social Development Plan (PNDES). The PNDES is the national reference system for Burkina Faso's socio-economic development. It aims at transforming the country's economic structure to achieve strong and inclusive growth through sustainable consumption and production methods by boosting sectors that are conducive to the economy and employment, such as the sesame sector. Indeed, Axis 3 of the PNDES devotes a specific strategic objective to productive development further oriented towards markets and towards activities of the agro-sylvo-pastoral, wildlife, and fisheries sector. The first expected effect of Axis 3 is to increase the primary sector's productivity up 50% by 2020 and to raise the marketing rate of agricultural products (including cash crops such as sesame) up to 37.5% in 2020. The SESAME Project's strategic objectives are to contribute to improving the productivity and quality of sesame for better marketing and export on the international market. The SESAME Project is relevant because it is in line with the country's strategic development orientations.

How the project aligns with USDA goals and how is the project working towards meeting USDA and FFPr strategic objectives?

Among USDA Strategic Goals for FY2018-2022 the SESAME Project focuses on three of them which include: (i) Ensure USDA programs are delivered efficiently, effectively, and with integrity, and a focus on customer service; (ii) Facilitate rural prosperity and the economic development and (iii) Strengthen the stewardship of private lands through technology and research. In addition, the key activities planned by the SESAME Project are in line with two principal objectives of the USDA Food for Progress Program, which are: to improve agricultural productivity and to expand trade of agricultural products.

To what extent is the SESAME Project aligned with other relevant initiatives?

The objectives of the SESAME Project are also in line with similar projects such as the German Society for International Cooperation (GIZ) 2012-2017 Sesame Sector Productive and Commercial Capacity Building Project. The overall objective of this five-year project was to strengthen the productive and commercial capacities of Burkina Faso's sesame sector as a way of increasing sesame export revenues and improving the incomes of the sector's stakeholders. Looking at the following specific objectives pursued by the German Cooperation-funded project, we notice some similarities with the LWR/USDA SESAME Project, including:

- support the inter-professional organization of Burkina Faso's sesame sector stakeholders
- strengthen technical and technological capacities for the production and improvement of sesame quality
- increase Burkina Faso's sesame collection and export volumes

- strengthen the operational capacities of existing processing units
- improve sesame sector actors' access to appropriate financing

As for the expected results, they are in line with specific objectives of the SESAME Project. The GIZ project intended to achieve the following five results by 2017:

- Results 1: The actors of the sesame sector are organized into functional, dynamic and interprofessional groups that are representative of the different segments of the sector.
- Results 2: Technical and technological capacities are improved and make it possible to significantly increase the production of quality sesame that matches international market standards.
- Results 3: Sesame collection and export volumes have increased.
- Results 4: The operational capacities of existing processing units are strengthened.
- Results 5: Sesame sector stakeholders' access to finance is improved through the implementation of innovative financial mechanisms adapted to all stakeholders.

There is alignment and even continuity of objectives and results between the two projects. Another example is the Japanese Cooperation's Sesame Production Enhancement Project – Burkina Faso (JICA-PRPS, 2014-2019), which is being implemented in two intervention areas like LWR's SESAME Project. The PRPS-BF project reflects the willingness of the Japanese Government to support the Government of Burkina Faso in diversifying promising agricultural sectors in order to promote export products as an alternative to cotton, given the fact that export demand is growing. Like the SESAME Project, PRPS-BF aims at increasing productivity and producers' income in the targeted area between 2014 and 2019. Expected results are:

1. Appropriate technologies and knowledge are developed and disseminated.
2. New sesame varieties are selected.
3. The number of producers and the amount of certified seed have increased.
4. The commercialization/marketing capacities of the stakeholders of the sector are strengthened.

The dissemination of technologies and techniques, as well as the strengthening of stakeholders' commercialization/marketing capacities are also expected results of the SESAME Project. The combination of these two similar projects' efforts supports the increase of productivity and sesame producers' income.

Finally, since 2016, a Foundation has also set up a Sesame Valorization Program that equipped and trained producers in the Boucle du Mouhoun and Est regions. Like that Foundation's Sesame Project, construction of sesame storage infrastructures is one of its success stories. However, that Foundation's approach to using the storage infrastructures built in the Boucle du Mouhoun and in the Est is that they are also used for sesame *warrantage* (a warehouse receipt system). In short, LWR and the Foundation projects are complementary in that they have almost similar approaches and work in the same intervention zones.

To what extent do the activities of the SESAME Project match beneficiaries' needs?

In discussing with the union and cooperative leaders, it generally appears that the SESAME Project is already meeting some very important needs. The arrival of the project has been very beneficial to producers in that it has:

- assisted producer organizations in understanding how to comply with the OHADA Uniform Act
- trained producers in sesame production techniques, storage and sale
- trained producers in governance and file compilation with financial institutions to obtain agricultural credit from a structured bank
- organized business to business meetings between producers and buyers through their unions or cooperatives

Also, the project's contribution through the PEAs is considered very useful by producers during production as well as through the trainings and monitoring of field activities. It is a locally based approach that meets producers' needs since a PEA is many times a member of one of the local cooperatives and resides in the area, which makes him more valuable to the community.

However, producers mentioned that although the project already meets many of their needs, by the end of the project, their expectations will be fully met through more in-depth training, particularly on bio-fertilizers and bio-insecticides. Almost 50% of actors say they are currently completely satisfied. In the Est, due to increasingly deteriorating insecurity since 2018, the project has been facing difficulties to reach all the targeted intervention zones. Thus, 55% of producers in the Est region said the project hardly meets their needs. In view of the objectives, activities and contributions made to beneficiaries and to the country, the SESAME Project remains very relevant. It aims at increasing sesame marketing and export by acting as a vector to better organize producers within their cooperatives and unions in order to improve the quality of sesame for better international marketing and exporting.

4.2 Management Effectiveness

Composition of the project team in relation to its objectives.

The SESAME Project is one of the projects currently implemented by LWR in Burkina Faso. It benefits from the technical support of the Country Director of the West Africa Regional Office based in Ouagadougou and from the LWR Baltimore-based headquarters team. The project team consists of a central office based in Ouagadougou and three regional offices (see details of the team composition in Annex 14).

LWR is implementing the project as a consortium with Nitidae (formerly RONGEAD), in charge of improving production and post-harvest quality and Afrique Verte, who is responsible for improving the availability of market information. In the semester report (April 1 - September 30, 2018), it appears that LWR was compelled to terminate one of its sub-beneficiary contracts with Cultivating New Frontiers in Agriculture (CNFA) who was responsible for managing the regulatory framework and advocacy activities with the government. These activities were retrieved by LWR and split amongst the consortium. A consultant was hired to specifically implement and train the INTERSEB on advocating for the sesame sector. The SESAME Project aims to support 90,496 people directly and more than 415,000 people indirectly by working with farmers, agricultural production and marketing cooperatives, buyers/sellers, exporters and other stakeholders to meet the quality standards of sesame export market, as well as improve

marketing efforts. In this respect, the above-mentioned partners are crucial for the implementation of the project.

Unfortunately, an analysis of the proposed positions in relation to the objectives reveals a limited number of Project Managers in the regional offices. Two Project Managers have been covering three provinces, which does not facilitate the actual monitoring of activities over time with PEAs and producers. To overcome this problem, it would be ideal to recruit one additional Project Manager for each regional office and review the organization of work by assigning one province to each Project Manager. Similarly, although this is a marketing and export project, there is no Sesame Marketing and Export Specialist on the SESAME Project staff. The inclusion of such a position on the project will help improve sesame marketing and export issues.

During the period under review for the MTE (September 2016 to December 2018), several staff members resigned from the project team. There were five resignations between November 2017 and January 2018. In response to these departures, measures were taken to ensure temporary and eventually permanent replacement of the vacant positions. Hence, a new Project Manager was recruited and started work in January 2018, a new IT Manager in May 2018, a new Finance Director in January 2019, a new Finance and Administration Officer for Dédougou in December 2018 and a new Project Monitoring and Evaluation Specialist in November 2018. For the Communications Specialist position, senior management assessed the position and decided to use the services of short-term local technical assistance.

Over a period of about two and a half years, a total of eight staff members left the SESAME Project team, including three staff members holding key positions. This staff turnover always results in the necessity of an adjustment period for new staff, which impacts the successful implementation of the project. In any case, the SESAME Project would benefit from stabilizing its staff for great efficiency in the management and implementation of activities. This includes reviewing staff job descriptions and ensuring that the requirements of each position are in line with the workload and related staff salaries.

Actual Project Start - In order to set up the SESAME Project implementation team, LWR mobilized staff from Baltimore-based headquarters, the West Africa regional office and the Burkina Faso Country Program for recruitment and procurement as soon as the Cooperation Agreement with the USDA was signed. From October 1, 2016 to March 31, 2017, three of the four key positions (i.e. the COP, the DCOP and the Monitoring and Evaluation Specialist) were filled. The first Project Manager joined the LWR Ouagadougou office in January 2017 to participate in ongoing activities such as the recruitment of Ouagadougou and regional office project staff. The Project also signed contracts with implementing partners and all project stakeholders and supervised the launch of project activities such as the baseline study and customization of the ICT Hub platform.

Staff recruitment to fill positions in the three regional offices was finalized in the second half of first year (April to September 2017). By that time, all project positions were filled, except for the Communication Specialist, whose recruitment was postponed to the beginning of the second year due to difficulties the Project experienced in identifying someone for the job. Thus, regional office activities began in July 2017. In August 2017, the MOU for collaboration with the

Boucle du Mouhoun, Est and Cascades regional producer unions was signed. However, just as PEAs' activities were beginning to take form, they were suspended for three weeks by the union leaders because they felt they needed more formal guidelines for implementing the activities. The leaders of these unions were concerned that many PEAs were not union members and therefore could not guarantee the sustainability of the PEA approach at the end of the project. LWR and the unions then developed a MOU that clarified the PEAs' roles with the unions. Also, the Project became more diligent when recruiting the PEAs, the following year to ensure sustainability of the project in the regions.

The MOU provides for the addition of individual clauses on a case-by-case basis to better meet the specificities of each region covered by the project. It should be noted that the suspension of PEAs' activities in Hauts- Bassins and Est regions delayed the implementation of field demonstrations. Production campaign activities that were normally scheduled to take place from July 15-25, 2017, were postponed to mid-August 2017. As a result, some of the new techniques/technologies that were initially promoted could no longer be applied by producers in sesame fields because the season was over.

Changes Included in the Project Implementation Strategy

In its implementation, the SESAME Project showed flexibility by including major changes into its strategy that included hiring an expert to train the union leaders on complying with the OHADA Act, the replacement of SimAgri with N'kalo, and the renegotiation of contracts with Consortium Members.

Compliance with the OHADA Act: In December 2017, the Government of Burkina Faso requested that all producer organizations have their groups comply with the OHADA Uniform Act by

January 31, 2019. This Act aims to support the economic development of cooperatives through the standardization and adaptation of their legal status in country. However, it must be noted that producer groups and many government technical officers did not have a thorough knowledge of the provisions of this Act. Because it was urgent for groups to comply with the OHADA Act, union leaders requested the SESAME Project's help to understand and initiate the compliance process before the deadline. In June-July 2018, the SESAME Project recruited an expert to develop a training guide to train sesame producer organizations' leaders (groups and unions) and government technical services (DRAAH, Haut-Commissariat) in the issuance of administrative documents. Participants received tools on compliance with laws and template statutes for the transformation of their groups and associations into legally registered cooperatives. Eleven cooperatives received their official recognition documents and several others submitted their files and are waiting for their responses. Thanks to their new status, farmer organizations become cooperative societies with legal status and share capital for all their members, which allows them to negotiate credit facilities with banks and micro-finance institutions.

Replacement of SimAgri platform with service provided by N'kalo: The SESAME Project promoted the use of SimAgri (market information system) managed by Afrique Verte, to facilitate access to market information through mobile phones. Producers and buyers were trained on the use of the platform; 12,250 members registered within the first three semesters

of the project and the sale of more than 2,000 metric tons of white sesame (S42 - white sesame seed variety highly cultivated in Burkina Faso) was negotiated using the platform's services. However, the system was weak and failed to track transactions. Many times, SimAgri was not able to confirm offers and demands posted in real time, as planned at the beginning of the project. As a result, this component was transferred to N'Kalo, one of the key independent agribusiness advisory services in Africa, created by Nitidae (SESAME Partner). The service provided by N'Kalo to the SESAME Project as of FY 2019 is intended to be sustainable as the service will continue to exist beyond the project's closing date.

All these changes in the project's implementation strategy contribute to sustainably improving its actions. This shows that the project's management is effective and can adapt to change by tackling challenges as they arrive.

4.3 Program Effectiveness

This section evaluates the level of achievement of the various objectives and targets assigned to the SESAME Project at its inception (Annex 15). The three main indicators that were monitored and evaluated in this section are:

- ❑ The number of hectares of land cultivated using improved techniques or technologies obtained with USDA assistance (Standard Indicator 1).
- ❑ The volume of goods (metric tons) sold by project beneficiaries (Standard Indicator 14)
- ❑ Amount of sesame sold by project beneficiaries (union & individuals) (Standard Indicator 13)

For analysis purposes, the data obtained in this evaluation in relation to each of these indicators were disaggregated as much as possible by region, province, sex and age group. Both aggregated and disaggregated data are then compared to the baseline study data for indicators that have such data, in order to assess their evolution. In addition to the three main indicators above, the MTE also looked at the sesame production yield per hectare. The yield is a determining factor in production and therefore influences the volume and amount of sales.

Number of hectares of cultivated land using improved techniques or technologies obtained with USDA assistance (Standard 1)³

Definition: Land area subject to at least six improved sesame cultivation techniques recommended by the project during the reference period.

The calculation method: counting the area (in ha) when a person practices six or more promoted techniques; adding new and contiguous hectares, extrapolated to all farmers served by PEAs during the reference period.

To evaluate this indicator, we first estimated the average area in hectares devoted to sesame production by producers using at least six techniques or technologies. The data obtained on this indicator are based on the declarations of the producers surveyed during the MTE and the

³: A series of four additional figures in Appendix 6 shows the results for the Standard 1 indicator and the indicator on the average yield per hectare in the areas covered by the MTE

values obtained are analyzed per region, according to the sex of the producer and according to the age group (young and adult) as illustrated respectively in Figures 3, 4 and 5.

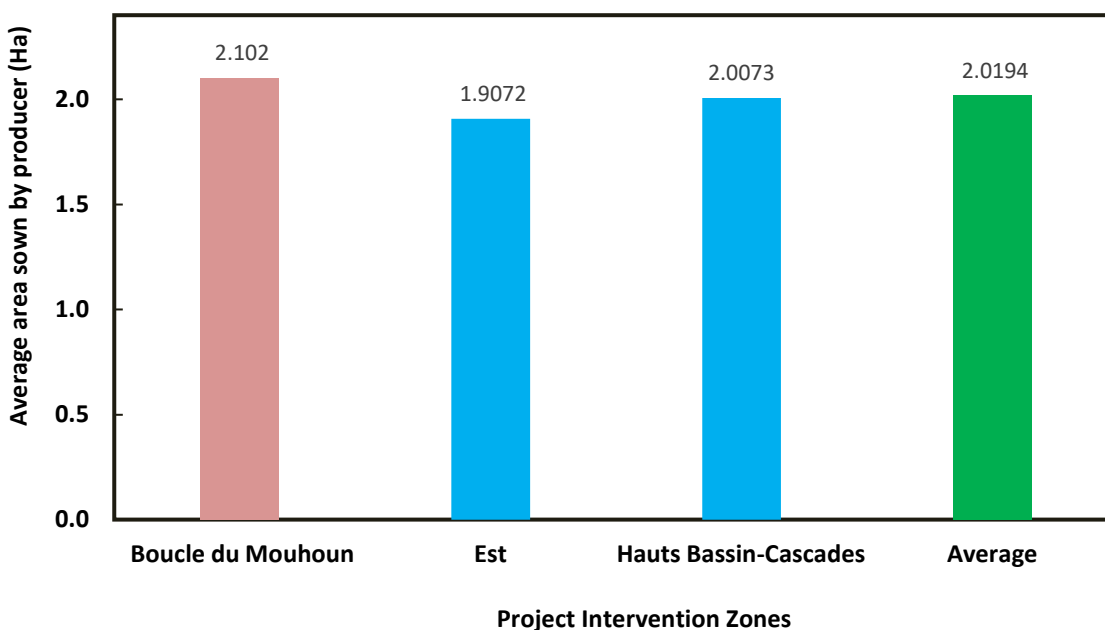


Figure 3. Average area (hectares) of land sown per producer using at least six improved techniques or technologies obtained during the 2018-2019 growing and selling season in the three project intervention zones

The average area of land sown by beneficiary producers using at least six techniques or technologies is 2.019 ha with 2.102 ha for the Boucle du Mouhoun; 2.007 ha for the Hauts Bassins/Cascades; and 1.907 ha for the Est regions. The MTE data are like the areas identified in the baseline study which were 2 ha for the whole country, 2.05 ha in the Boucle du Mouhoun and 1.94 ha in the Est region. The baseline study did not cover the Hauts Bassins/Cascades regions.

The disaggregation of the above data by sex shows a clear difference between the average area for men (2.3820 ha) and women (1.1350 ha). Plots that belong to men are twice as large as those that belong to women. Regardless of the region, male producers using at least six improved techniques or technologies in the 2018-19 growing and selling season have an average area twice as large as female sesame producers. These values are 2.4302 ha versus 1.097 ha in the Boucle du Mouhoun; 2.3309 ha versus 1.1615 ha in the Est region; and 2.2139 ha versus 0.9414 ha in the Hauts Bassins/Cascades regions (Figure 4).

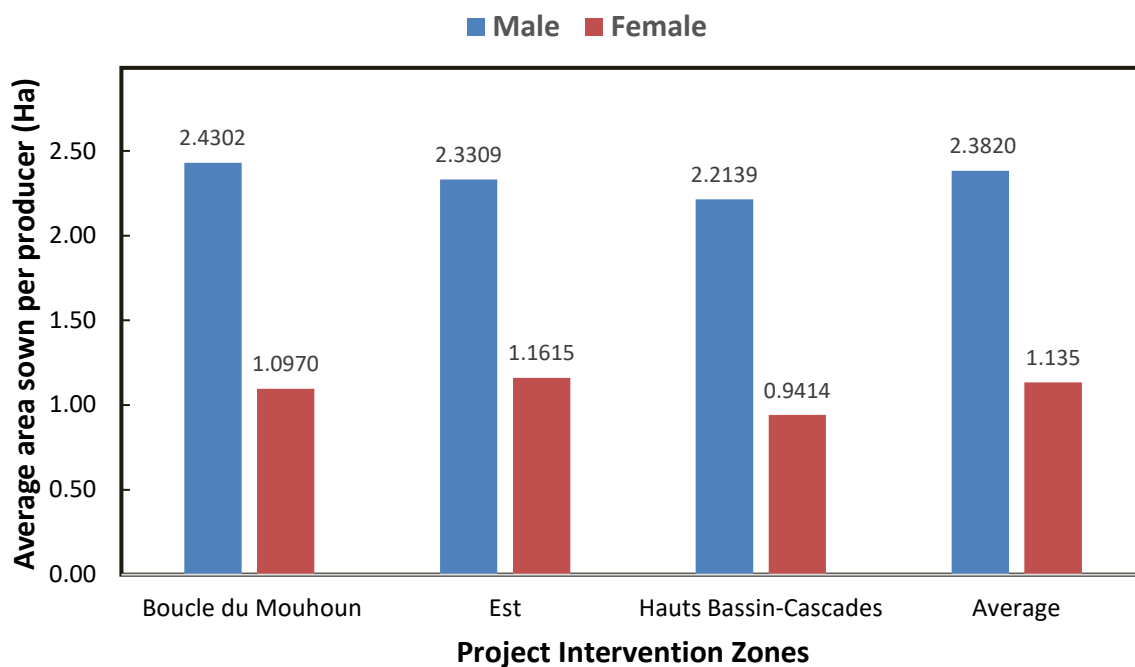


Figure 4. Disaggregation by sex of the global average area sown per farmer (Ha) using at least six techniques or technologies during the 2018-2019 growing and selling season in the three intervention zones

Access to land is still reserved to men in Burkina Faso. Generally, men are the landowners in most traditional communities in the country. Women receive small plots of land to cultivate vegetables (sorrel, okra) or cash crops (peanuts, sesame) to meet small financial needs to manage a household. The disaggregation by age group indicates a slight difference between the average areas sown by an adult male compared to the average area sown by a young man. In fact, regardless of sex, the average area sown by adult producers using at least six techniques or technologies is slightly higher than that of young producers. In its initial planning stage, the project did not consider gender as a challenge as this is a marketing and exporting project, but the analysis clearly showed that there are gaps, when male is compared to female. Therefore, the project should consider adding an indicator that addresses vulnerable groups such as females and youth to increase their numbers among project beneficiaries. This may create more interest in sesame production among women and young producers and thus contribute to increasing the average sesame areas under improved techniques or technologies.

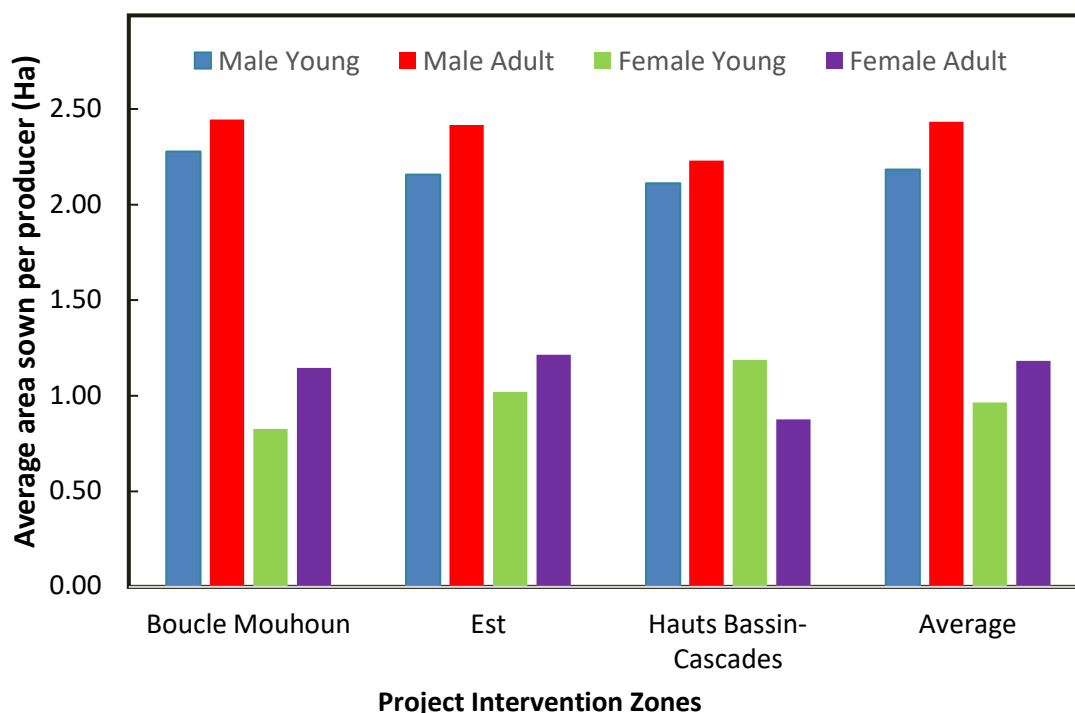


Figure 5. Disaggregation by sex and age of the global average area sown per farmer (Ha) using at least six techniques or technologies during the 2018-2019 growing and selling season in the three intervention zones

Out of a total of 764 surveyed producers who produced sesame in 2018-2019, 140 reported using at least six improved techniques or technologies obtained through the SESAME Project's assistance. This corresponds to 18.32% of the producers applying at least six improved techniques or technologies obtained thanks to the SESAME Project. Extrapolating this percentage to the total number of beneficiaries who have produced sesame during 2018/2019 campaign ($31,078 \times 18.32\%$) makes it possible to estimate that 5,693 producers apply at least six improved techniques or technologies. The estimate of the total area extrapolated from the average area (2.01 ha) to the total number of this category of producers (5,693) is 11,444 ha. That is the total area of land used by the project's beneficiary producers using at least six techniques or technologies.

Comparison with the FY18 target (64,350 ha) indicates that the project reached about 20% of the projected area. It is reported that prior to the project's intervention, producers used little or no improved techniques or technologies in their farming systems. Therefore, the improvements obtained are to a large extent, if not entirely, due to the intervention of the SESAME Project. Nevertheless, when comparing the total area of land used by the project's beneficiary producers using at least six technologies or technologies (11,444 ha) to the FY18 target (64,350 ha), we obtain a completion rate of 17.78 %, which is a relatively low achievement.

According to these data, the total area of land sown using new techniques or technologies since the onset of the project is 30,962.1 ha, i.e. 18.9% of the LOP target (163,799 ha). Based on these facts, the question is whether the projections for both FY18 as well as the life of the Project are truly realistic. In any case, regarding the completion level halfway through the

project, it might be more advantageous to all involved to revise annual targets and the project's target downward. Also, setting the number of techniques or technologies used to six certainly reduced the level of performance of this indicator. Moreover, this indicator as stated by USDA, refers to the number of hectares of land cultivated using improved techniques or technologies obtained through USDA assistance. It may be appropriate for the project to reduce this threshold of six techniques and technologies in order to raise the level of achievement for this indicator.

Volume of goods (metric tons) sold by project beneficiaries (Standard 14)

Definition: Project beneficiaries are the people who received direct extension services from the project's PEAs. The basic product is the sesame sold by beneficiaries. Sales are direct farm-gate sales and sales through farmers' organizations.

Calculation method: The sum of farm-gate and organization's sales during the reporting period. As sesame is the commodity for this project, this indicator was calculated as the total volume of sesame sold by organizations and farmers directly to traders, collectors and at the village market.

For the measurement of this indicator during the MTE, we evaluated the average volume of sesame sold by each beneficiary producer. The results obtained are presented per region, based on sex and on the age group (young or adult) as illustrated respectively in Figures 6, 7 and 8.

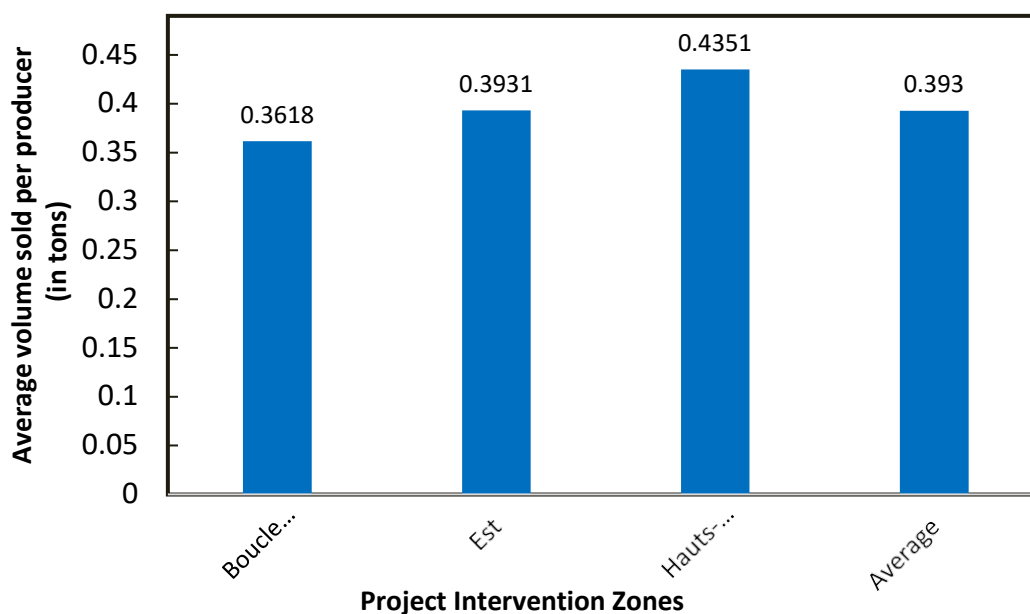


Figure 6. Volume of goods (metric tons) sold per beneficiary producer in the three project's intervention zones during the 2018-2019 growing and selling season

The analysis of data shows that the average volume of sesame sold per beneficiary producer varies from one region to another. It is 0.4351 metric tons for the Hauts Bassins/Cascades compared to 0.3931 metric tons for the Est region and 0.3618 metric tons for the Boucle du Mouhoun region.

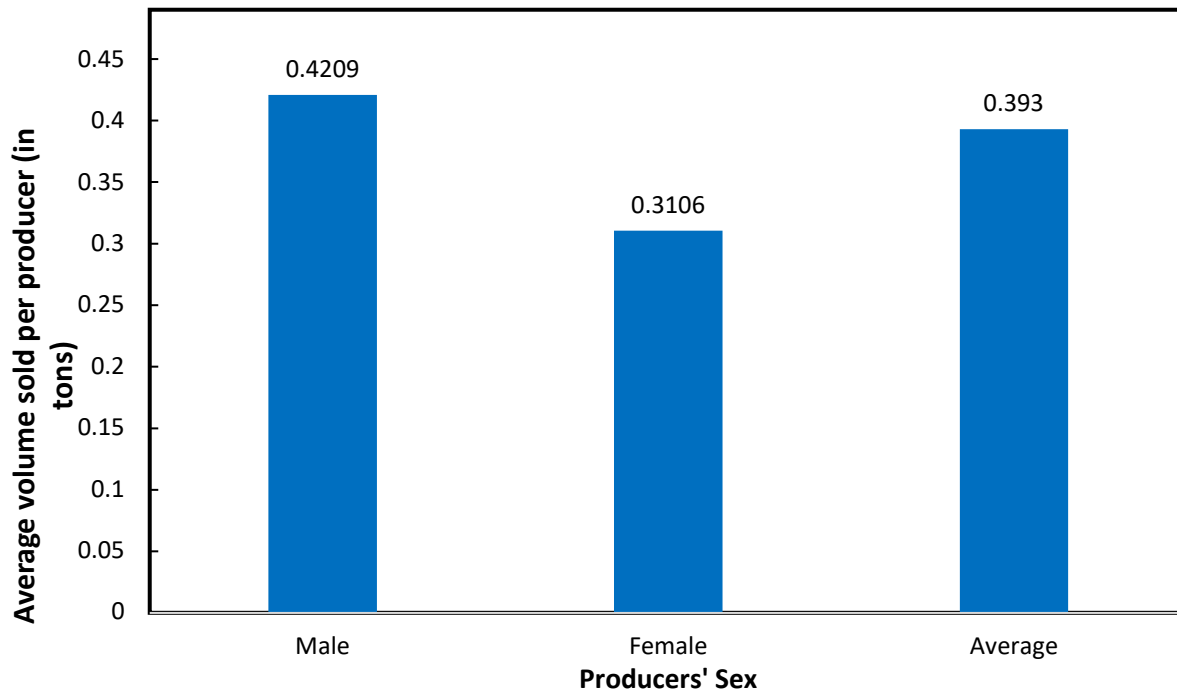


Figure 7. Disaggregation of average volume of goods (metric tons) sold per producer benefiting from project in the intervention zones during the 2018-2019 growing and selling season

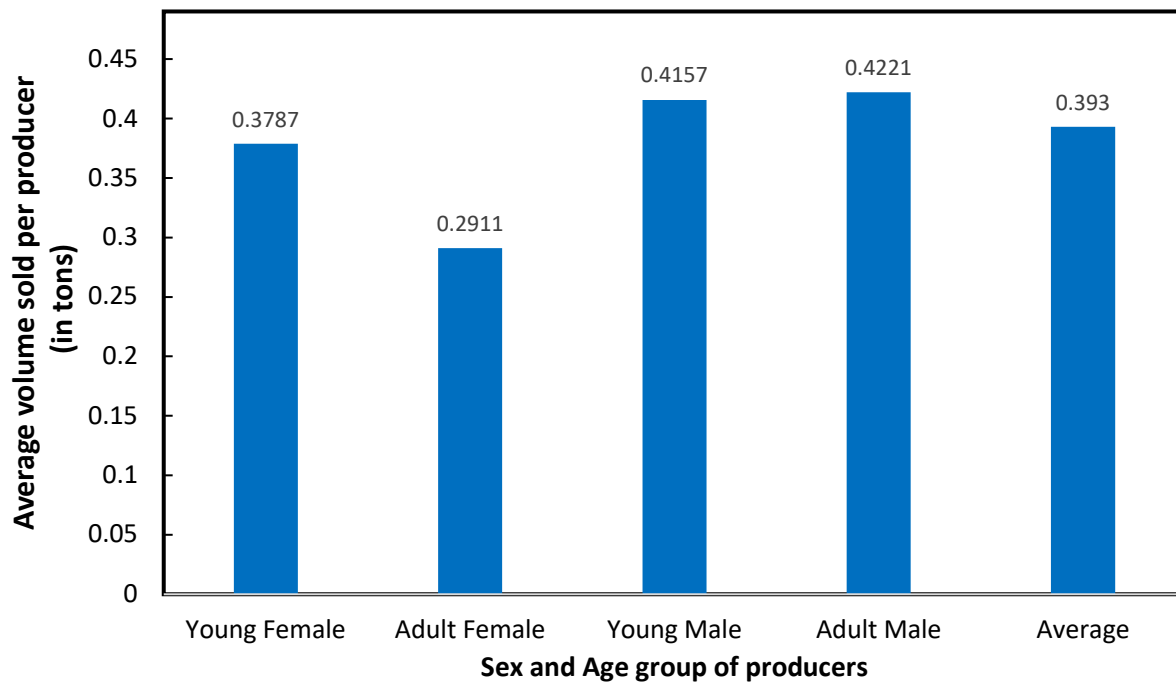


Figure 8. Disaggregation by sex and age of the average volume of goods (metric tons) sold per producer benefiting from project in the intervention zones during the 2018-2019 growing and selling season

Each producer sold an average of 0.393 metric tons of sesame. This average quantity was extrapolated to the total number of project beneficiary producers as of September 2018, which is 31, 078, to obtain the total amount sold.

The disaggregation of producers by sex and age group shows that the average quantity of sesame sold by male and adult producers is relatively higher than that of a male and young producer. This difference is approximately 65 kg (0.4221 metric tons for adults versus 0.4157 for young people) while the average quantity of sesame sold by an adult woman producer (0.2911 metric tons) is on average 80 kg less than that of a young woman producer (0.3787 metric tons). Therefore, there is no direct relationship between the age of the producer and the average quantity of sesame sold. Regarding the total sales, the extrapolation of the average quantity (0.393 metric tons) to the total number of project beneficiaries in September 2018 (31,078) gives an overall value of 12,213.654 metric tons. This value compared to that of the baseline evaluation (3,603 metric tons) indicates that the quantity of sesame sold has increased by more than three times (3.39 times). This shows that the SESAME Project had a real impact on the sales of sesame in its intervention zones.

After two growing/sales seasons, beneficiaries sold a cumulative quantity of 14,000 metric tons. This represents approximately 6% of the target to be reached at the end of the project cycle (28,528 metric tons). If the current growth level of the volume of sesame sold (x4 by mid-term) remains unchanged, it is obvious that the above target will not be reached. It is advisable to revisit the targets. Despite the substantial progress made in terms of sales by project beneficiaries, this target seems too ambitious and virtually unachievable by the project before its end.

In addition to the total quantity of sesame sold, the project also analyzed buyers through beneficiary producers. Figure 9 shows that most of the sesame (82%) is sold directly to traders (59%), then to collectors (16%) and at the village market (7%). Only 8% of sesame is sold through farmers' organizations and associations. The baseline data shows that sesame sales have almost doubled from 575 metric tons (baseline) to 1,125 metric tons (mid-term assessment). Since the beginning of the project, sales through organizations have been around 2,363 metric tons. This represents 4.9% of the project target set at 47,991 metric tons for this indicator. It is necessary to revise the indicator downwards considering the inter-annual progress by organizations regarding the purchase of sesame from producers.

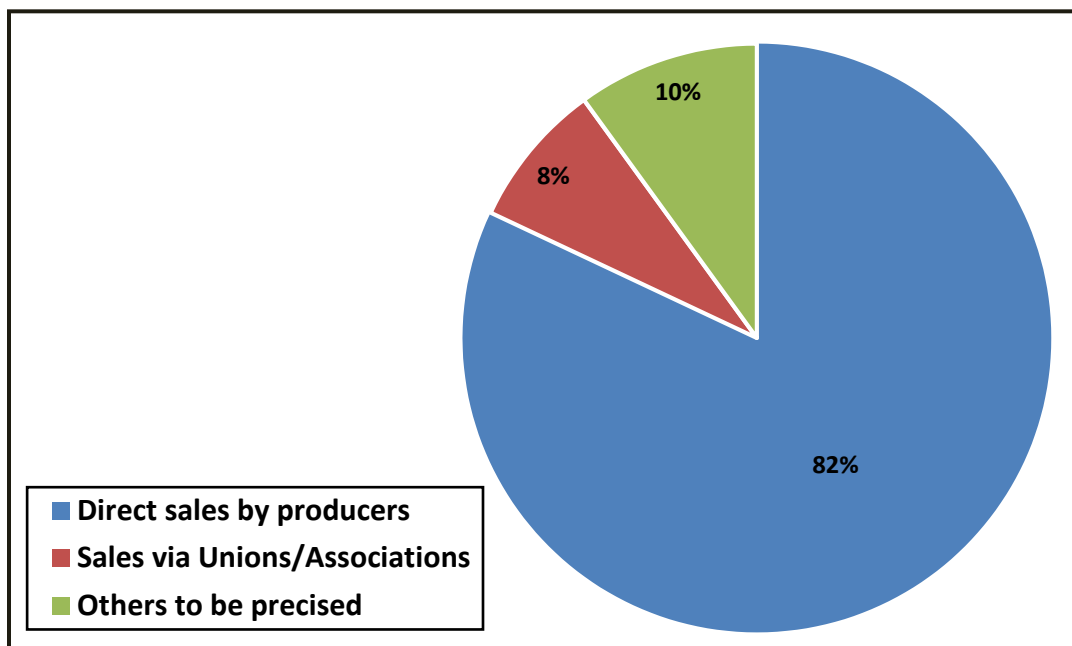


Figure 9. Distribution of the volume of sesame sold (metric tons) by project beneficiaries to different market actors during the 2018-2019 growing and selling season in the three intervention zones.

The relatively higher sales to traders and collectors are because these actors often have more cash than farmers' organizations and associations. Sesame is considered a cash crop in Burkina Faso without a doubt. In some places, it is a common saying in Dioula that "benin yé wariyé" ("sesame is money"). Therefore, to increase the share of sesame sales through organizations, it is necessary to strengthen their financial capacity by facilitating their access to loans and credit from financial institutions.

Regarding the sesame storage infrastructure, a total of 80 m³ was added to the storage capacities, which is only 2.6% of the target goal of the project (3,024 m³). By the time of the MTE, four other storage facilities of about 80 m³ were under construction and will be added for the next growing and selling season. All in all, the low storage capacity of producer organizations could be one of the factors limiting their capacity to collect sesame. To enable organizations to collect and store more sesame, they must be provided with storage facilities or protected storage areas.

Finally, discussions with organization leaders revealed that producers are often reluctant to sell their sesame to their respective organizations, either because of a lack of trust or because some producers prefer not to disclose to other members of their organization the exact quantities they have sold (and money earned). There will be less hesitation once organizations have strengthened their financial, infrastructural and organizational capacities.

Amount of sesame sold by project beneficiaries (union & individuals) (Standard 13)

Definition: Project beneficiaries are producers who received direct extension services from the project's PEAs. This indicator refers to sesame sold by organizations and the sesame sold directly by farmers to buyers.

Calculation methods: Sum of farm-gate sales and sales by organization during the reporting period

By the mid-point of the project, the value of sesame sales was indirectly assessed by evaluating the average sales per beneficiary producer of the SESAME Project. This average value considers the amount of sales to unions, the total amount of sales by the producer to other market players such as traders, collectors and village markets.

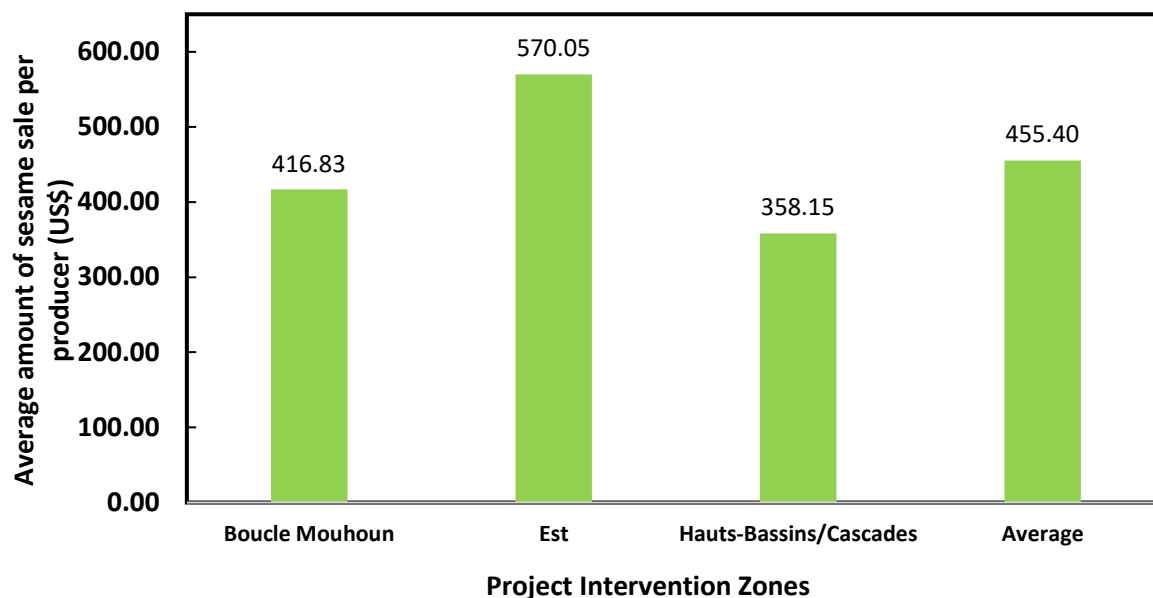


Figure 10. Average amount (in US\$) of sesame sold per producer benefiting from the SESAME Project for the 2018-2019 growing and selling season in the three intervention zones

The values obtained in the different regions and for the different categories of actors are recorded in Figures 10 to 12. Like the average volume of sesame sold, the average quantity of sesame sold per beneficiary producer varies from one region to the other. While the average is \$455.00, the Est region has the highest regional average of \$570.00; followed by Boucle du Mouhoun with \$416.00 and Hauts Bassins/Cascades with \$358.00.

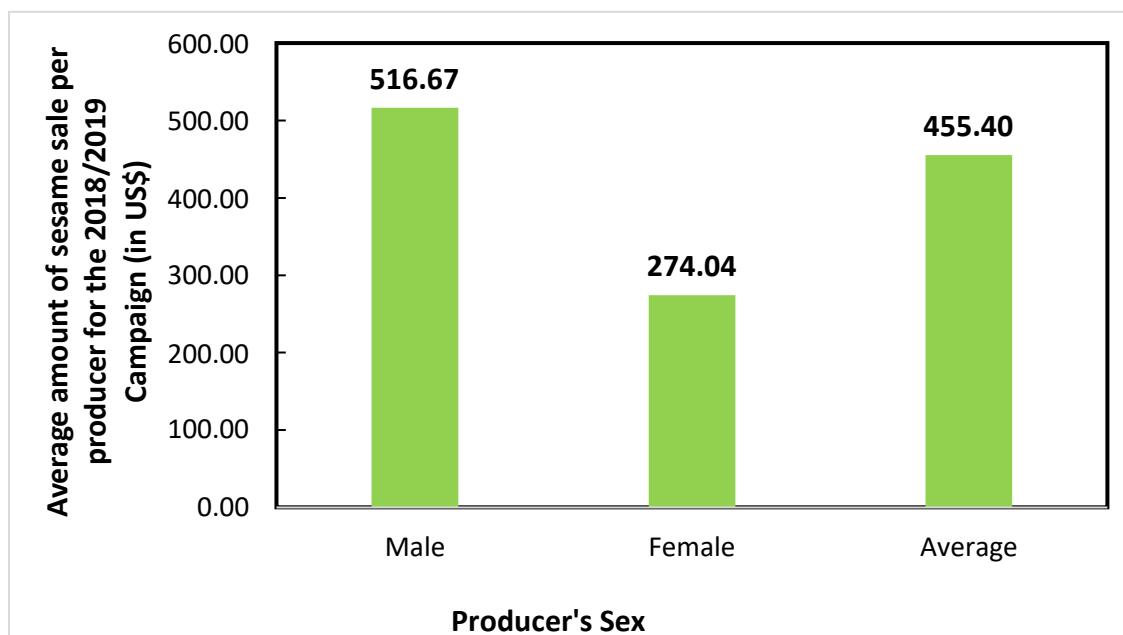


Figure 11. Disaggregation by sex of the average amount (in US\$) of sesame sold per producer benefiting from the SESAME Project for the 2018-2019 growing and selling season in the three intervention zones

Disaggregation by sex shows that a male producer's average income from the sale of sesame is almost twice as much as (1.88 times) the average income earned by a female producer, regardless of the age group (young and adult). For men, there is a slight difference of about \$90.00 between the average incomes from sesame sales by a young person versus an adult.

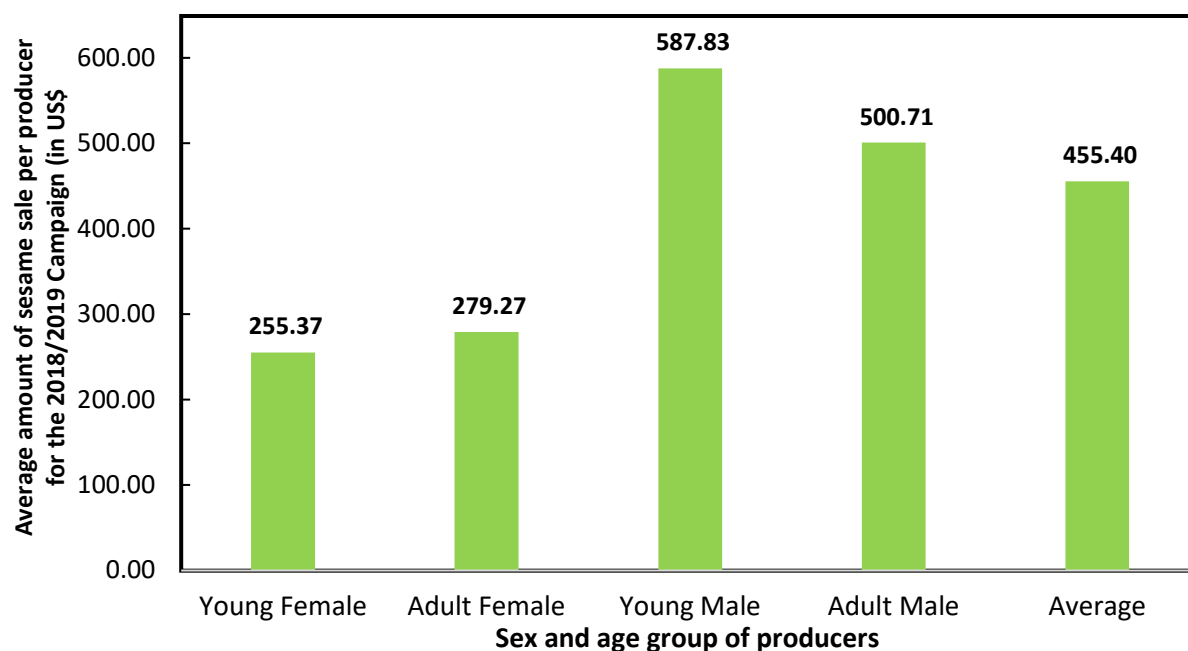


Figure 12. Disaggregation by sex and age group of the average amount (in US\$) of sesame sold per producer benefiting from the SESAME Project for the 2018-2019 growing and selling season in the three intervention zones

Based on the total number of project beneficiaries, (31,078 in September 2018), the total amount of sesame sales extrapolated based on \$455.00 per producer is \$14,152,921. This

amount is approximately five (5) times higher than the estimates of the baseline assessment (\$2,834,116). However, this is barely 8% of the project's target, i.e. \$185,425,381. This target depends on the quantities of sesame sold, it also appears very ambitious and therefore requires a revision. The new target should be set, considering the actual progress made in the first two years of implementation compared to the reference value contained in the baseline assessment.

The total amount of sesame sales was disaggregated according to different market players to see the relative weight of each actor. The results obtained are shown in Figure 13 below.

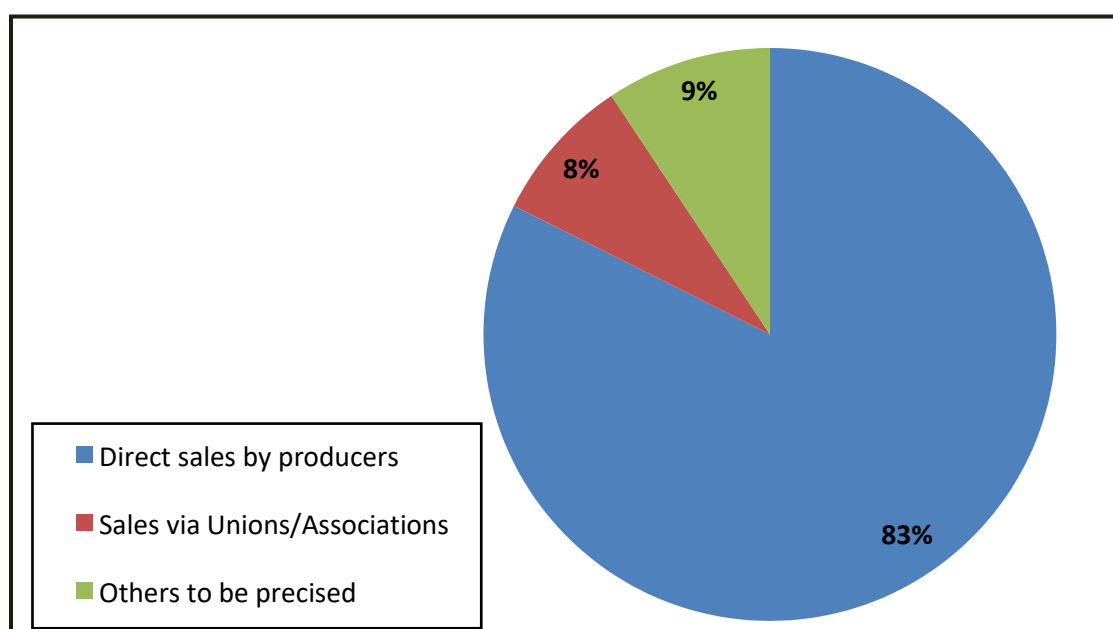


Figure 13. Distribution of sales (in US\$) by project beneficiaries to various market actors after the 2018-2019 growing and selling season in the three intervention zones

Consistent with the volumes of sesame sold to the various market actors, it is apparent from the data in Figure 13 that 83% of the total income is generated from direct sales by producers to traders (60%), to collectors (16%) and on village markets (7%). Only 8% of the total amount (\$1,168,986) is obtained through organizations and associations. Although it is more than twice (x2.43) the estimate of the baseline evaluation, this amount remains far below the target for sales through organizations, which is \$38,939,330. Since the beginning of the project, the amount of sesame sales through farmers' organizations has been about \$3,040,007, or about 7.8% of the target. In view of this performance halfway through the project, our point of view is that this target is once again, overly ambitious. It might be wiser to discuss with USDA on how to revise it while considering the organizations' inter-annual progress.

The field data show an increase in the selling price to traders/exporters with USDA assistance. Thanks to the project's intervention, this increase is now 20%. One of the reasons for this price increase is the quality (purity and cleanliness) of the sesame produced by beneficiary producers. In fact, that the evaluation discloses that the percentage of sesame sold by provincial organizations to exporters is 95% pure as a result of USDA assistance, whereas the previous year it was 93% pure after the 2018-2019 growing and selling season. Yet the project aimed for 90%.

Sesame Yield

The SESAME Project does not include performance as an indicator. But in view of its importance for productivity and therefore for the quantity of sesame sold, it proved necessary to collect data on this indicator. Yield is defined as the amount of sesame produced on an area of one hectare. In order to highlight the impact of the project's intervention on this parameter, we compared the yield for producers using at least six techniques or technologies with that of producers using less than six techniques or technologies. The results obtained based on respondents' declarations are presented in Figures 14 to 16.

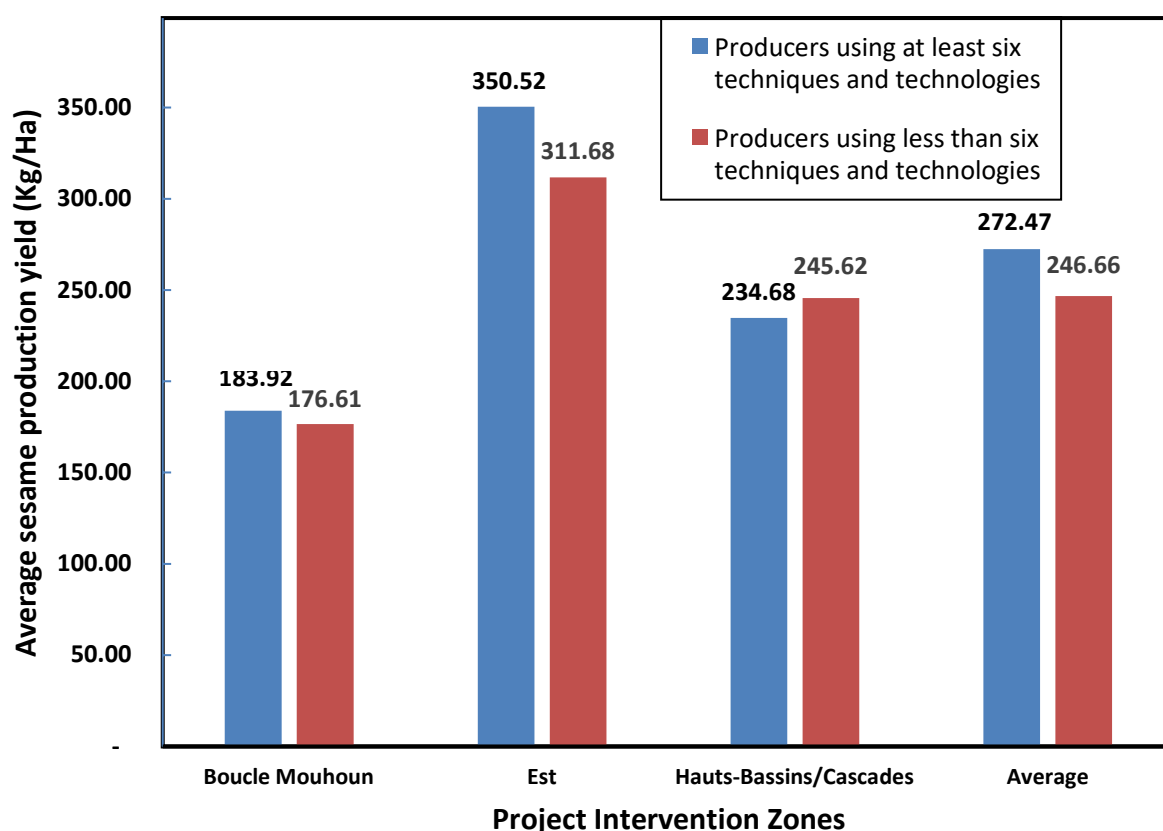


Figure 14: Average sesame production yield (Kg/Ha) for producers using at least six techniques or technologies and for producers using less than six techniques or technologies in the three intervention zones

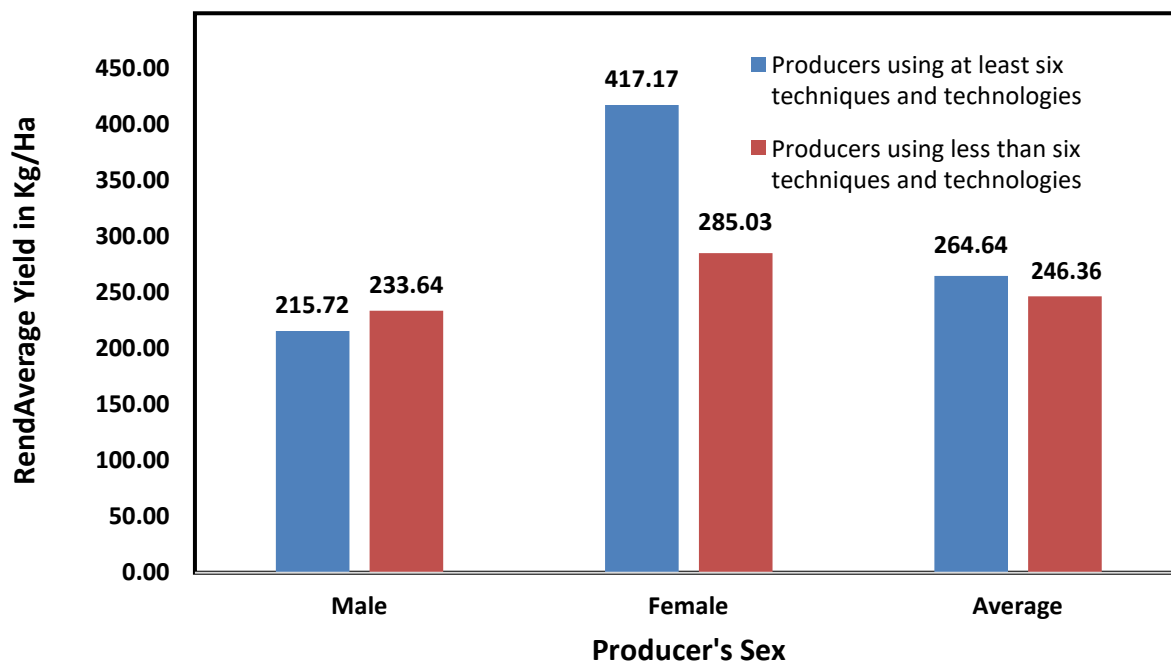


Figure 15. Disaggregation by sex of the average sesame production yield per hectare for producers using at least six techniques or technologies and for producers using less than six techniques or technologies

The data in Figure 14 show that in two of the three intervention zones (Boucle du Mouhoun and Est regions), the average yield per hectare for producers using at least six techniques or technologies is slightly higher than the average yield for producers using less than six techniques or technologies. In the Hauts Bassins/Cascades region, however, the average yield for producers using less than six techniques and technologies is slightly higher than that of producers using at least six techniques or technologies.

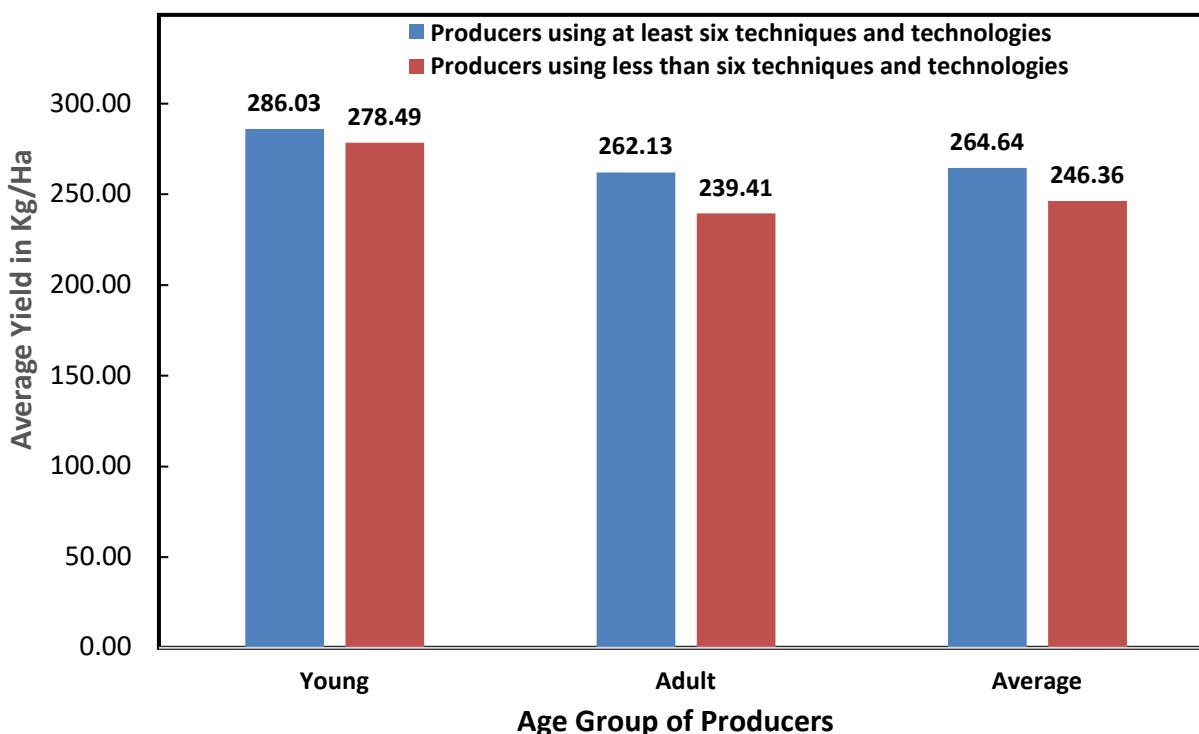


Figure 16. Disaggregation by age group of the average sesame production yield per hectare for producers using at least six techniques or technologies and for those using less than six techniques and technologies in the three areas of intervention

Regarding the average values for all the intervention zones, the yield is 265 kg per ha for producers using at least six techniques or technologies versus 246 kg per ha for producers using less than six techniques or technologies. The difference in yield is more striking among women (417.17 Kg per ha versus 239.41 Kg per ha) and among young people (286.03 Kg per ha versus 278.49 Kg per ha), whereas we found the opposite for men: 216 Kg per ha for producers using at least six techniques or technologies versus 234 Kg per ha for producers using less than six techniques or technologies. The comparison of the average yield of the 2018-2019 season with that of the baseline study, regardless of the use of techniques or technologies, gives a significant increase of 68 kg for women, that is 303 Kg per ha at the time of the MTE versus 235 Kg per ha at baseline study. On the other hand, for men, there is a slight drop of 9 kg, that is 232 kg per ha at the time of the MTE versus 241 kg per ha at baseline study. All in all, the average yield (249.32 Kg per ha) is slightly higher in 2018-2019 than during the baseline study. There is still the need to do more to improve the impact of the improved techniques and technologies that project beneficiaries are using. Efforts must begin with seed quality. Interviews with several PEA and producer groups revealed doubts among producers in some places about the quality of the variety of sesame seed assumed to be S42. In some cases, people question the performance of the S42 itself. It is generally accepted that the quality of the seed is largely responsible (nearly 40%) for the yield of cereal production.

Skills and Capacity Building

The skills-building activities offered under the SESAME Project concern those of the PEAs, the direct beneficiaries (producers) through organizations and partners. Training topics include sesame production techniques, good harvest and post-harvest practices, sesame marketing and farming as a business (FAAB) training.

Capacity building in production techniques

This training was specifically designed for PEAs and sesame producers. After recruitment, the PEAs receive a preliminary training related to the job description, including introduction on the SESAME Project, their role and responsibilities, the use of smartphones for data collection, but especially on the techniques, norms and standards for sesame production, storage and marketing. The PEAs receive an extensive training on using smartphones to capture data as well as the image boxes that are used to deliver extension services to other producers. PEAs are then evaluated and can recruit and train other sesame producers on techniques learned which include:

1. Soil and seedling preparation (Soil and Water Conservation, improved seed utilization, tillage, rotation).
2. Use of inputs (organic manure, mineral fertilizer).
3. Crop maintenance (thinning, phytosanitary treatment, weeding).
4. Harvest and post-harvest (storage, drying, winnowing, threshing, transport).

The MTE assessed the level of training of producers. Out of 90,476 beneficiaries to be trained over the life of the project, 34,686 (38.3%) have been trained. This achievement rate for the indicator of the number of individuals who received short-term training in agricultural productivity or food security through the project (Standard Indicator 16) is low. It is obvious that the project will not be able to reach all beneficiaries considering the short time left before the end of the project.

Capacity building of producer organizations in group sales

Together with Afrique Verte, the SESAME Project trained the leaders of producer organizations on the importance of group sales and the use of the SimAgri platform for marketing. Participants learned the benefits of group sales for building organizations' capacities and learned how to reduce selling costs and how to negotiate more profitable prices. Thanks to this intervention, producers understood the concept of sesame group selling for the first time during the 2018/2019 crop year. (Standard Indicators 13 and 14).

FAAB trainings

PEAs, producers' groups and cooperatives also received FAAB training aimed to provide them with the necessary knowledge for managing their sesame businesses. However, the evaluation of the FAAB training by the National Center for Training and Artisanal Production (CNFPA) showed that it has shortfalls despite beneficiaries' positive view of it. For PEAs for example, the assessment of depreciation costs is complex, and the technical French terms used in the FAAB handbook is too advanced for their understanding. Similarly, very few producers have used the management tool (the farm register), with some believing that it is too tedious to fill in the logbook daily. As a result, the FAAB training was not successful.

Partnership with Stakeholders

The SESAME Project is implemented by the LWR, Afrique Verte, and Nitidae as a consortium. The Project's approach consisted in developing other strategic public and private partnerships for certain activities with organizations operating within the sesame sector in Burkina Faso.

At government level, the SESAME Project is in partnership with:

- The Ministry of Agriculture and Hydro-Agricultural Development through the General Directorate for the Promotion of Rural Economy (DGPER), the General Directorate of Crop Production (DGPV) and the regional and provincial directorates of agriculture of the regions covered by the Project.
- The Ministry of Commerce, Industry and Handicrafts through the General Directorate for Trade (DGC), the Export Promotion Agency (APEX) and the Burkinabe Agency for Standardization, Metrology and Quality (ABNORM).

Partners at the private level include:

- The INTERSEB; it is the umbrella organization operating in country for the sesame sector actors' best interest. It includes the National Union of Sesame Producers (UNAPROSEB), the National Association of Sesame Traders and Exporters (ANASEB) and the Association of Men and Women Sesame Transformers (ATS/B).
- Financial institutions include: one bank and two local Micro Finance institutions
- Input production and marketing structures).

Overall, partners have a positive appreciation of the Project. According to government partners, the SESAME Project is an important contribution to the efforts made by the government and the various actors of the sesame sector. The Project will contribute to improving the quantity and quality of the production and marketing/export of Burkina Faso's sesame, which all stakeholders are working to position as an international reference. This excerpt from an interview with a resource person at the Regional Hauts Bassins Directorate of Agriculture confirms the Project's contribution to the government's efforts. "Organizing producers is an important goal in our agenda at the Ministry of Agriculture. We are now working to adjust organizations under the OHADA's Uniform Act. Up until now, Burkina Faso's sesame has not really been appreciated positively at the international level. This is partly due to farming practices, but the SESAME Project is enhancing those practices through the PEA approach to improve the quality of our sesame".

Some private partners also recognize the importance of the SESAME Project in their activities, as confirmed by an excerpt from in Hauts- Bassins region-with a sesame buyer/exporter: "I think that the SESAME Project is a very good intervention because there is nothing better than supervising producers, following up with them early at the production stage and guaranteeing sales." Often, some producers do not identify sales possibilities beforehand, so they have trouble selling their crops after production. But in this case, we have a tripartite partnership: The Project, which arbitrates; the producer who is reassured to produce and who does his job well; and the trader who agrees to honor his contract with the seller. Also, as exporters, customers place their orders according to

specifications and always request the corresponding technical data sheet. The project takes all of that into account. According to the President (woman) of the Gourma Province Sesame Producers Organization, "the SESAME Project helps farmers get out of poverty by improving sesame production, by helping them better structure their organizations as well as sell their production at better prices."

However, it should be noted that, to date, the establishment of relationships between LWR and its partners has revealed some limitations. There is a formal collaboration framework with certain partners such as agricultural regional directorates and financial institutions, which results in agreements or protocols. However, this is not the case with many other government agencies like DGPV, DGC and ABNORM. Several protocols were submitted to these partners in late 2018, but none have been signed so far. The current collaboration with these institutions is mainly based on one-off participations in workshops following invitations. This form of collaboration does not empower the various partners, which challenges their effective involvement in the implementation of activities. The MOUs with these entities are being revised for signature.

In addition, agriculture technical services complain about their low level of involvement in PEA trainings because they also carry out extension activities in the field with the same producers. They do not understand why the Ministry of Agriculture does not capitalize from PEAs' activities. Yet they represent important contributions in the strengthening producers' skills and in increasing sesame yield. There is no doubt that the Project can create partnerships with multiple stakeholders, however, to make the project's intervention sustainable, it is necessary to establish partnerships that clearly outline different actors' responsibilities so that everyone clearly see their benefit.

Access to Agricultural Credit

As part of the implementation of the SESAME Project, LWR, through Activity 4 - Financial Services: Facilitate Agricultural Lending, helped sesame producer organizations obtain agricultural credit from financial institutions. The aim was to support producer organizations with two types of loans, one for inputs and one for marketing. Input credits allows producers to obtain seeds, fertilizer, phytosanitary products, etc. at the beginning of the planting season for production. The marketing credits allow beneficiary organizations to collect sesame from their members during the harvest season to resell it later at better prices. In this respect, three financial institutions supported the producers' organizations for a total of 15 loans to producer organizations, including 13 loans at the beginning of the 2018/2019 growing and selling season for production and two loans for marketing at the end of the season. The analysis of the number of credits shows that the SESAME Project achieved a success rate of 34.1% for this indicator.

Sesame producer organizations in the three regions covered by the project received input credits. Yet for marketing, only A two organizations in the Est region, received loans. Discussions revealed that most of the cooperatives could not take loans from financial institutions, especially the partner bank, which had agreed to sign a protocol with the SESAME Project. Bank loan requests were rejected for the following reasons:

- Incomplete documentation

- Dates that did not match the season.
- Errors on the amounts requested.
- Non-compliant contracts

Half-way through the project, 4,761 producers (3,693 men and 1,068 women) or 21.2% of the life of project target, benefited from financial services. The amount of loans granted thanks to the SESAME Project's assistance is \$378,128 i.e. 8.4% of the target amount. The analysis of the results shows that there is a significant gap between the project's achievements and projections. The indicators on access to agricultural credits have not yet reached half of the targets while half of the project time has elapsed. Indeed, the contract signing did not occur until January 2018. Consequently, the project's effectiveness was not obvious at that level. For the credit activities, LWR and Afrique Verte's role was to assist in understanding the application process, follow up on loan disbursements and ensure the management of the funds and the reimbursement. Training sessions were held for organizations' leaders, equipping them with loan management tools. As a result, production credits reached a recovery rate of 97% and the recovery of marketing credits are underway.

While beneficiaries welcomed the loans, they complained about the delays in the disbursement of some credits. In order to achieve its objectives in the long run, the project should increase targets for the remaining years. This involves increasing the number of organizations to be funded by providing them with adequate assistance in the completing loan applications. In addition, to increase chances of obtaining marketing credits, the project must help organizations sign quality contracts with credible buyers. The project would gain in training all cooperatives in the preparation of bank loan application because access to the financial market is conditioned by formal contracts. Therefore, the organizations must submit correct documentation to reassure banks. By the end of the project's intervention, these organizations will be autonomous in working with banks. They must review their communication strategies toward their members. This is important because not only do members not have information on these loans and disbursement procedures, but they also think that the loans come from the Government. In the Est region, one producer organization withdrew from the list of input credit applicants when the bank explained the loan recovery procedure in a meeting. Not all members agreed with the disbursement procedures.

4.4 Efficiency

We know that in the results chain, the elements included in the efficiency analysis are inputs (financial, human and material resources), activities and results obtained. The results refer to the effects in our analysis since it is a mid-term evaluation of LWR's five-year intervention in Burkina Faso through the SESAME Project. It consists in answering the evaluation questions below:

To what extent have the human, financial and/or material resources of the SESAME Project helped achieve results?

The use of the project's human, financial and/or material resources is not optimal, and this led to lessened results in both material and financial achievements. The analysis of activity reports revealed that, as far as material assessment is concerned, only 12 (2 related to objective and 10

to results) out of 25 indicators reached a level of achievement of more than 50 %. On this basis, the results obtained after two years of implementation are relatively low.

Regarding the financial aspects, the project's budget is estimated at \$24,192,456, i.e. about 12 billion fcfa. Of this amount, the operational budget is estimated at \$15,369,832.00 (FCFA 9.9 billion fcfa) for 7 activities. The financial statement of February 28, 2019 disclosed that the project had disbursed only \$4,322,600 out of the projected budget of 15+ million-dollar budget, which represents a financial realization rate of 28%. The disbursement rate is still low regarding the time already spent. Except for Activity 701, which is (project administration), there are only three activities with a disbursement rate higher than or equal to 25%. The table below gives an idea of the disbursement rates of funds per activity and per year from 2017 to February 28th, 2019.

Table 1: Budget vs. expenses to date

Activities	Total Budget (US\$)	Expenses by Feb. 28, 2019 (US\$)	% of budget spent to date
Administration	5,002,015	2,178,195	44%
Activity 1: Market Access: Facilitate Buyer-Seller Relationship	1,599,228	429,222	27%
Activity 2: Capacity Building: Producer Groups/Cooperatives	974,332	175,547	18%
Activity 3: Market Access: Facilitate Access to Market Information	378,971	109,722	29%
Activity 4: Financial Services: Facilitate Agricultural Lending	930,517	59,827	6%
Activity 5: Capacity Building: Promote Improved Policy and Regulatory Framework	354,952	138,924	39%
Activity 6: Infrastructure: Post Harvest Handling	1,334,970	167,590	13%
Activity 7: Capacity Building: Agriculture Extension Agents/Services	4,794,846	1,063,573	22%
TOTAL	15,369,832	4,322,600	28%

Were results achieved in time? What factors influenced the project's adherence to the work plan and objectives?

An in-depth analysis of the physical and financial report shows that the implementation of the project has slowed down. Factors that mitigated material results include, without limitation, the fact that certain project activities were implemented only during the sesame harvest and marketing seasons that last for a maximum of 3 months per year (January to March). Another reason for these poor results is the annual delays in the validation of partners' annual work plans, which in turn slows down the disbursements for the implementation of activities.

The reasons for these delays are as follows:

- Too much time spent on procurement (procedures seem to be exorbitant);
- Lack of technical capacity at the regional levels on budget planning for activity implementation and all regional budgets must be approved at the central office in Ouagadougou.
- Lack of follow-up on dossiers submitted for approval, which resulted in delays in making resources available for field activities.
- Poor cash flow planning by project management has resulted in delayed disbursements for the implementation of operational field activities.

This poor performance can also be explained by the lack of human resources to monitor the implementation of the project. To date, 4,761 producers, including 3,693 men and 1,068 women, have been impacted, resulting in a little over one-third of the number of eligible producers. This corresponds to an achievement rate of 21.2% of the project's end goal. In addition, this monitoring remains limited because of the high PEA-beneficiary ratio (180 beneficiaries per PEA). That limits the possibilities of providing quality supervision, which results in poor monitoring of field activities by PEAs.

Finally, the monitoring of farmers in their fields is irregular due to the limited logistical resources available to LWR's regional teams. Each regional office has only two project managers to cover 3 provinces. Also, considering the overall poor road condition and limited accessibility to villages, the type of vehicles available is not suitable for working in the rural areas of Burkina Faso. Pick-up trucks would be better suited for field trips.

What alternatives or adjustments in inputs could lead to the same results?

Referring to delays in the material and financial implementation of the project, the following alternatives or adjustments might help achieve better results:

- Reduce delays in the validation of annual work plans including procurement plans: that will reduce the delays in disbursement and improve the implementation of activities.
- Improve PEAs' status: discussions with many stakeholders, including the DRAAHA, Organizations and producers revealed that PEAs play a central role in the implementation of the project's activities. It is crucial to review their status in order to clearly define their institutional position vis-à-vis organizations, the Project, the Project managers as well as government partners, including agricultural services. All stakeholders unanimously recognize the importance of the PEA approach in the implementation of the Project because their role on the ground is very relevant.
- Use some sort of written agreement to clarify the roles and tasks of the agricultural agents involved in the implementation of the Project. Very often instructions are not transmitted to provincial agricultural services, making it difficult to implement certain activities, particularly trainings and technical supervision of field actors. For example, provincial agricultural services are not officially aware of PEAs as part of sesame production actors' training framework. Because these actors are not consulted for PEA training sessions, production procedures and techniques that depend on whether one must consult a PEA or an agricultural agent. Yet some agents of the Ministry contributed to the validation of training modules and manuals. Therefore, for the rest of the Project,

it is important to design and sign clear and precise agreements defining the roles and tasks of agricultural services. This will contribute to project sustainability after 2021.

4.5 Impact of the project or changes made on beneficiaries

We applied the theory of change analysis, comparing the planned set of interventions meant to lead to specific changes against evidence of changes achieved. This includes at least three interrelated steps:

1. Outline changes induced by technical and/or financial support;
2. Determine the conditions that needed to be met for the desired changes to occur;
3. Identify key assumptions that can help explain how the changes occurred; and
4. Identify the roles of the most important partners and actors in achieving change.

As part of this evaluation, the theory of change analysis identified two specific evaluation questions: analysis of effects that helps see whether the project was successful and analysis of contextual factors that have or have not led to the expected achievements.

In analyzing the changes obtained at beneficiary level, it is important to recall initial problems encountered by beneficiaries, which include:

- Existing producer organizations that were not in compliant with the OHADA Uniform Act.
- Insufficient post-harvest equipment and inadequate training of organizations' sales managers in sesame sampling for quality control.
- The refusal of some producers to sell their sesame through the organization because of issues of trust.
- Quality inputs not available from current agro-dealers.
- Unorganized producer organization leaders and the lack of knowledge that prevented group sales.
- The lack of involvement of agricultural service agents in the supervision of sesame producers, etc.

The goal of implementing the five-year SESAME Project in Burkina Faso is to support local sesame processors on an industrial or semi-industrial scale and improve the quality and traceability of local sesame to meet export markets standards.

From document reviews and interviews with LWR staff, we have outlined the strategies, activities and interventions the SESAME Project is implementing to bring about the changes within the context of the challenges, as follows.

To achieve the desired changes, LWR identified seven agricultural development activities to be carried out in coordination with the private sector, the Ministry of Agriculture and the Ministry of Industry and Trade. As for most of the activities identified, LWR geared them toward capacity building of: (i) producer organizations and cooperatives; (ii) PEAs; and (iii) improving policies and the regulatory framework. The remaining activities focused on facilitating buyer-seller relations, access to market-related information, improving actors' access to credit and improving sesame storage and conservation capacities and best hygiene practices for in sesame transportation. The implementation of planned activities brought

changes among beneficiaries. The following subsections describe the different changes observed.

LWR strengthened the capacities of beneficiaries: LWR assisted in establishing new cooperatives in areas where they did not exist and strengthened the capacities of the existing ones through strategic partnerships and interventions focused on the real needs of organization members, as well as participatory planning.

1. LWR implemented:
 - o 14 business to business meetings
 - o organized eight meetings on partnership development
 - o 14 meetings to connect farmers' organizations with buyers for pre-contracts was organized
 - o a training administrative and financial governance of cooperatives was organized for pertinent actors
 - o six training sessions for management committees on the planning and the services to be rendered to members on sesame supply and collective marketing was organized
 - o LWR also organized two training sessions on financial governance and one on administrative governance
 - o support to the restructuring of producer organizations by the DRAAH for compliance with the OHADA Act on the legislation on cooperative societies was implemented
2. LWR also:
 - o carried out actions to promote the common quality reference system with the actors of the value chain
 - o strengthened the capacity of Agricultural Extension Agents/Services through organizing validation workshops of the Training Manual for the General Directorates and Regional Directorates of Agriculture and Trade
 - o held follow-up activities for PEAs on sesame harvest and post-harvest techniques
 - o started production demonstration plots for improved and specific varieties
3. LWR continued with:
 - o LWR provided technical assistance to the Government of Burkina Faso to enhance the understanding of international import requirements. LWR's aim was to identify the best practices of different market actors in the value chain, marketing channels and the distribution of product flows. LWR has planned to conduct advocacy aimed at improving the regulatory policy framework at the government level.

LWR opted for the system of cascade trainings. AAT train PEAs, PEAs in turn train producers on the compliance with production standards and techniques, harvest, conservation and inventory management. In this strategy, the quality control system of trainings provided by PEAs to producers remains low because of the limited number of AATs.

While the impact of the project cannot be fully assessed until the end of the project, we have found certain areas where progress, evolving challenges and areas of improvement should contribute to achieving the impact LWR set out to attain:

Beneficiaries have better access to the market: The interventions to facilitate buyer-seller relationships are underway. LWR has, in a sense, redesigned the international sesame standards and their technical, financial and social impact on the sesame value chain in Burkina Faso. The Project also developed training materials on quality standards for key actors on the value chain so that they can integrate these standards in their business strategies. In addition, LWR facilitated market access for market actors. For this, the SESAME Project used SimAgri, a market information platform now replaced by N'Kalo on platform 321 of the Orange telephone network and on VIAMO. LWR also created links toward other online market information platforms to ensure that sellers and buyers can use real-time information in their negotiations. These various activities have led to a diversification of buyers' contact with producer organizations and an intensification of negotiations to allow marketing campaigns. The activities also strengthened the capacities of producer organizations to know the quality of sesame to be supplied to buyers during the marketing year. As for the different trainings, the Project allowed cooperatives managers involved in marketing to become familiar with sampling techniques and purity rate determination methods. The main challenges include the appropriation of sesame quality standards by producers, price fluctuations (which affects producers' control of the supply and marketing circuits), farm-gate sales and the rejection by certain producers of the group sale strategy. Some producers argue that it does not allow them to sell their sesame early enough to cope with their children's school expenses. Another challenge is the inability for producers to control the quality criteria of the supposedly improved seeds distributed by licensed producers.

LWR improved producers' access to financial and non-financial services: LWR facilitated access to credit through the negotiation of agricultural credits with financial institutions and through trainings on credit application and loan management to the association's leaders. The process also included mobilizing savings at organization and household levels since loan applications often request a down payment. More specifically, the SESAME Project intervention consisted in aiding loan applicants complete their files (for input and marketing) and technical assistance for opening bank accounts, monitoring loan reimbursements and financial commitments. The requested loans are meant for purchasing seeds, fertilizer, pesticides, equipment and other production machinery, the acquisition of small shop equipment, the collection and marketing of sesame, the construction and improvement of warehouses for sesame storage. Results are still developing regarding producers' access to financial and non-financial services. Discussions with financial institutions and banks still need to be strengthened because banks do not trust producers and agricultural organizations because agricultural activities are not considered profitable and are still very risky investments.

Post-harvest handling and storage techniques have improved. The project intervention consisted in supporting producers and their organizations to build or renovate warehouses in order to strengthen cooperatives' capacity to store and preserve their sesame. Producer organization members also received training on warehouse management and sesame storage. Collectors, transporters and traders received training on the best hygiene practices for sesame

transportation. It is important to mention that not all producers support the warehouse construction initiative. LWR must, therefore, consider supporting producers to move toward the development of less elaborate sesame storage areas, which seems more relevant to their needs than warehouses because the harvesting and marketing seasons are no longer than four months.

LWR established partnerships with stakeholders in the sector. The SESAME Project intervention consisted in establishing formal partnership links with bodies such as the Ministries of Agriculture and of Commerce. Negotiations are in progress with private sector stakeholders and those from the industrial and trade sectors. The upcoming partnerships will enable stakeholders to carry out and coordinate their activities as well as monitor, evaluate and control product quality. This will open doors for partnership development meetings between buyers and producer organizations for pre-contracting. Support to cooperatives will also provide additional financing opportunities from private sector investments in seed, fertilizer, pesticide, and equipment purchases. Finally, signing protocols will strengthen the collaboration with various services including the DRAAH to support the improvement of production techniques, compliance of producer organizations with the OHADA Act and the MICA. This will be done in collaboration with ABNORM's support on improving conservation and marketing techniques.

4.6 Sustainability

At the current stage of the evaluation, is too early to analyze the sustainability of different approaches and activities implemented. However, it can be noted that supporting producer groups to become cooperatives and in the acquisition of loans from financial institutions suggests the establishment of sustainable producer organizations. Thus, the transformation of the organizations into cooperatives under the OHADA Act is one of the project's achievements. It will count as a sustainable gain for these farmers' organizations. Once the producer organizations acquire a legal status, they will be able to carry out their activities in conformity with the applicable legislation in Burkina Faso as well as throughout the Economic Community of West African States (ECOWAS) region. Also, compliance with the OHADA Act will give producer organizations the status of cooperative companies with a significant social capital that will allow them to get loans from other financial institutions. The creation of a platform like N'kalo, which is accessible via telephone networks and which will be functional even after the project is over, improved beneficiaries' access to the market. That is another instrument that makes the SESAME Project's intervention sustainable. The relationships built at this point are key. The producers are learning how to work with banking institutions and the Ministries of Agriculture and Commerce are taking these activities seriously. It should be noted that the SESAME Project is part of a committee that is writing the national strategy for marketing and exporting sesame from Burkina Faso which makes the Project reputable and respected by the value chain stakeholders.

4.7 Lessons Learned and Project Follow Up Prospects

- A. The project implementation has made a considerable impact on producers by contributing to the improvement of marketing conditions through group sales.
- B. The support provided to producer organizations by government structures to help them comply with the OHADA Uniform Act was very beneficial as it allows them to guarantee

the organizations have a legal status and can conduct their activities in full compliance with existing rules in the country. This legality also facilitates access to loans from financial institutions.

- C. Electronic monitoring of PEA activities by a performance framework does not fully replace physical monitoring of field activities. Face-to-face supervision by AATs or project managers is also necessary.
- D. Access to information on national sesame markets through the 321 N'Kalo platform on the Orange network is a viable tool even after the end of the Project. This tool can also contribute to better visibility of the Project among those who use it to obtain information on the sesame market.
- E. The Project is often confused in the field with other similar projects that are - or have recently been - implemented. There is a need for better communication on the Project's activities through the media to make it more visible.

5. CONCLUSIONS

The evaluation concludes that the SESAME Project is a relevant project for the sesame sector in Burkina Faso. It is a project that meets Burkina Faso's economic needs and aims to develop a promising sector that provides substantial income to the country and to its producers. As for its effectiveness, the SESAME Project has been able to adapt to certain country and producer-related contingencies by showing flexibility in its management.

One example of flexibility is the support provided to farmers' organizations to help them comply with the OHADA Uniform Act, although this was not part of its planned activities. The project also succeeded in including changes in its implementation strategy such as the replacement of SimAgri by N'kalo, which increases beneficiaries' permanent access to markets information including prices. This instrument is sustainable even after the end of the project considering beneficiaries' eagerness to use it even though access to the service is not free of charge.

Regarding the program's indicators, the main point to remember is that the project has set ambitious targets to be achieved, that will most likely not be achieved at 100%. This requires that LWR request to revise the targets with USDA. This request is validly supported by the current reality in Burkina Faso with the insecurity affecting the project's intervention zones in the Est and in the Boucle du Mouhoun regions, preventing the project from working effectively in the field. In addition, the delay in the implementation will probably require the project's extension by at least six months. In any case, recommendations are made to readjust or redirect the SESAME Project for the time remaining.

6. RECOMMENDATIONS

In the light of the challenges identified during this evaluation, recommendations follow.

6.1 Adjustment of the project's relevance to the current country context

- Resize/reduce the scope of intervention in view of the insecurity that prevents access to certain areas in the Est and Boucle du Mouhoun regions.

- Encourage the MAAHA's central or regional bodies to share partnership agreements with their decentralized entities (Provincial Directorate of Agriculture (PDA), agricultural supervisors)) in order to clarify their roles in supporting the implementation of activities and to capitalize on national agricultural statistics, the results achieved by the Project in terms of PEAs' and beneficiaries' supervision and training in the field.

6.2 Effectiveness for better project monitoring and evaluation

- LWR to discuss with USDA on reducing the number of (direct and indirect) project beneficiaries to make it realistic and achievable. Indicator 17 covering 90,466 direct beneficiaries and indicator 18 covering more than 415,000 indirect beneficiaries remain very high, if we note that less than two and a half years before the end of the project, less than a third of the beneficiaries (31,078) have been reached.
- Review the Performance Monitoring Plan (PMP) and incorporate progress measurement indicators such as the calculation of the average yield per hectare. This indicator is very important in assessing the evolution of a productivity improvement intervention.
- Delete Standard Indicator 3 on the total number of beneficiaries who apply the knowledge received in farm management. The indicator is not adequate for most current producers in Burkina Faso (that have a very low literacy rate) regarding the variables to be considered, such as the use of computers and GPS.
- Discuss the necessity of keeping or deleting Standard Indicator 7 on the number of private companies, cooperatives, women's associations, trade and sales, village groups that have improved their techniques/technologies through USDA's assistance in the PMP.
- Recruit additional project managers to better monitor project activities in the field.
- Encourage NITIDAE to recruit three additional AATs to better supervise training and demonstration activities for PEAs.
- Recruit a knowledgeable specialist on International Marketing and Trade issues related to the sesame value chain for the international trade aspect, which is a key component of the project.
- Reduce the PEA-producer ratio to a maximum of 100 per PEA. This will allow them to be more effective in training and mentoring other producers.

6.3 Increased impact of implementation

- Include the INTERSEB as a project implementing partner by entrusting it with the advocacy component.
- Discuss with Unions to agree on the construction of protected storage areas that are less expensive than sesame storage warehouses in order to better meet producers' need of adequate storage facilities that improve and guarantee the quality of the sesame sold.

6.4 Efficiency in financial and programmatic management

- Streamline procedures to facilitate disbursements for the implementation of activities. In view of the delays observed and given the urgency of initiating activities and partnerships, raise COP approval rate from \$3,500 to \$30,000.
- Timely validate annual work and procurement plans that are required to fund disbursement for implementing activities.

6.5 Sustainability through project achievements and partnership

- Promote and maintain the 321 Market Information Platform on all Burkina Faso mobile phone networks by establishing links with other market information platforms to ensure that sellers and buyers have real-time information for their negotiations.
- Maintain the support to groups' mutation into cooperative societies compliant with the OHADA Uniform Act. This will make marketing through grouped sale sustainable.
- Broaden producers' access to financial and non-financial services through public-private partnerships, by strengthening the skills of sesame sector's stakeholders so that they can seek financing from potential investors, both nationally and internationally. Doing that will improve production, productivity and marketing channels.

7. ANNEXES

Annex 1: Project Activities

Activity 1: Market Access: Facilitate buyer-seller relationships. LWR will identify international sesame standards and their technical, financial and social impact on the value chain in Burkina Faso. LWR will develop educational materials on sesame quality standards for key actors in the value chain to integrate into their own business strategies.

Activity 2: Capacity building: Producer/cooperative groups. LWR will create new cooperatives and unions in areas where they do not exist and strengthen existing ones in the targeted areas of its intervention through strategic partnerships, member-centered interventions and participatory planning. LWR will conduct needs assessments with producer groups and cooperatives to develop market-oriented training.

Activity 3: Market Access: Facilitate access to market information. LWR will promote the existing market information N'kalo through the 321 platform, to unions and other stakeholders in the value chain. LWR will negotiate links with online market information platforms to ensure that sellers and buyers have real-time information for their negotiations.

Activity 4: Financial services: Facilitate agricultural lending. LWR will negotiate agricultural loans between financial institutions and sesame producer unions. LWR will train union leaders on management and loan application. LWR will encourage the mobilization of savings at both union and household level to enable them to access loans.

Activity 5: Capacity building: Promote the improvement of policies and regulatory framework. LWR will provide technical assistance to the Government of Burkina Faso for a better understanding of international import requirements. LWR will identify the best practices from market actors in the value chain, the marketing channels that link them together and the distribution of product flows. LWR will ensure that advocacy on improved regulatory policy is continuously discussed by the Sesame inter-profession group.

Activity 6: Infrastructure: Post-harvest handling and storage. LWR will build or renovate warehouses to increase the storage capacity of cooperatives and sesame producer unions. LWR will train union staff on the management of sesame storage warehouses and train collectors, transporters and traders on best practices for sesame hygiene and transport.

Activity 7: Capacity building: Agricultural improvement agents/services. LWR will recruit and train Agricultural Enterprise Promoters (PEAs) to disseminate agricultural improvement messages. They will use mobile phones containing a sesame toolbox and questionnaires to collect individual producer data for analysis, as well as disseminate useful information to producers.

Annex 2: Sample of producers

Region	Province	Number of producer organizations surveyed	Sample producer surveyed	Number of regional unions surveyed	Number of communal unions surveyed
Boucle Mouhoun	BANWA	23	95	1	3
	KOSSI	15	80		3
	MOUHOUN	23	97		3
Est	GOURMA	28	178	1	3
	TAPOA	14	112		3
Cascades	COMOE	23	75	1	3
Hauts-Bassins	HOUET	20	80	Non-existent	3
	TUY	19	79		1
Total		165	796	3	22

Annex 3: Data Collection Tools

MID-TERM EVALUATION OF THE SESAME PROJECT Questionnaire for Producers

Questionnaire Number / ____/ ____/

INFORMED CONSENT

Hello. My name is _____, I am an Interviewer from CERFODES conducting a survey on behalf of Lutheran World Relief (LWR), an NGO: the Mid-Term Evaluation of the SESAME Project. We would appreciate your participation, which will allow us to collect data and information on the current state of implementation of the project. Our discussions will focus on the various supports that LWR provides you as part of the sesame production/marketing. This information and data will help LWR in the further implementation of the SESAME Project. This interview lasts about 30 to 45 minutes. All the information we collect from you will remain strictly confidential and will only be used in the context of the SESAME Project. Participation in this study is voluntary and you may choose to not answer some or all of the questions. However, we hope that you will agree to participate in this study since your point of view is important, as a direct beneficiary of the project.

AGREEMENT 1

REFUSAL 2 If response is 2, end of interview

IDENTIFICATION	
REGION	Est..... 1 Boucle du Mouhoun... 2 Hauts Bassins/ Cascades..... 3
PROVINCE	Banwa.....1 Mouhoun..... 2 Kossi 3 Gourma 4 Tapoa.....5 Comoé 6 Tuy..... 7 Houet.....8
COMMUNE	
VILLAGE	
Producer's last and first names	
Reference of Identity Card/Tel	
Date of the interview	
Write in format: DD-MM-YYYY	
Time of interview start: 24-hour format	
Time of interview end: 24-hour format	
Interviewer's last and first name	
Interviewer's signature	
Supervisor's last & surname	
Supervisor's signature	

A. INFORMATION ABOUT THE PRODUCER				
	Question	Code		Answer
A1	Sex	1. Man 2. Woman		__
A2	Age	Enter age in boxes. One digit per box		
A3	Educational level	1. Primary 2. Secondary 3. High 4. Literate 5. Koranic 6. None 99. Other To be specified		__
A.4	Are you the household head?	1.Yes 2. No		__
A.5	Producer's status	Sesame (grain) producer 1 Sesame seed producer 2 Producer of grain and sesame seed ...3		__
A5.1	To which sesame cooperative /producer group do you belong.	Enter the name of the cooperative/grouping		
A5.2	Is your cooperative /group a member of a provincial union?	Yes..... 1 No..... 2		__
A5.4	As of which campaign did you become a beneficiary of the SESAME Project?	1. Campaign [2017-2018] 2. Campaign [2018-2019] If 2 then not all the questions related to the 2017/2018 campaign will not be displayed.		__
A.6	Are there other members of your household who are members of sesame producers' groups in the village?	Yes..... 1 No..... 2	If No, go to A7	__
A.6.1	If yes, which other persons	1.Father/ Mother 2.Child 3. Husband/Wife 4.Cousin 5. Uncle/Aunt 99. Other (please state		__
A.6.2	Are the groups to which the other members of the household belong also	Yes..... 1 No..... 2 NSP 3	If Yes or NSP, go to A7	__

	members of the Union of Sesame Producers																								
A.6.3	If they are not members of the union, what are the reasons?	Write the answers here:																							
A7	What ploughing/weeding equipment do you have?	0. None 1. Plough 2. Hoe 3. Tractor unit 99. Others (please specify)	If none, go to A8		____																				
A7.1	How did you get this equipment?	<table border="1"> <tr> <td></td><td>Own funds</td><td>Govt</td><td>Other</td></tr> <tr> <td>Plough</td><td></td><td></td><td></td></tr> <tr> <td>Hoe</td><td></td><td></td><td></td></tr> <tr> <td>Tractor Unit</td><td></td><td></td><td></td></tr> <tr> <td>Other (please specify)</td><td></td><td></td><td></td></tr> </table>		Own funds	Govt	Other	Plough				Hoe				Tractor Unit				Other (please specify)						
	Own funds	Govt	Other																						
Plough																									
Hoe																									
Tractor Unit																									
Other (please specify)																									
A8	What transport equipment do you have?	0. None 1. Cart 2. Tricycle 99. Other (please specify)			____																				
A8.1	How did you obtain this transport equipment?	<table border="1"> <tr> <td></td><td>Own funds</td><td>Govt</td><td>Other</td></tr> <tr> <td>Cart</td><td></td><td></td><td></td></tr> <tr> <td>Tricycle</td><td></td><td></td><td></td></tr> <tr> <td>Other (please specify)</td><td></td><td></td><td></td></tr> </table>		Own funds	Govt	Other	Cart				Tricycle				Other (please specify)										
	Own funds	Govt	Other																						
Cart																									
Tricycle																									
Other (please specify)																									
A.9	What post-harvest equipment do you have?	0. None 1. Blower 2. Sieve 99. Other (please specify)			____																				
A9.1	How did you obtain this post-harvest equipment?	<table border="1"> <tr> <td></td><td>Own funds</td><td>Govt</td><td>Other</td></tr> <tr> <td>Blower</td><td></td><td></td><td></td></tr> <tr> <td>Sieve</td><td></td><td></td><td></td></tr> <tr> <td>Other (please specify)</td><td></td><td></td><td></td></tr> </table>		Own funds	Govt	Other	Blower				Sieve				Other (please specify)										
	Own funds	Govt	Other																						
Blower																									
Sieve																									
Other (please specify)																									
A10	Do you have any storage infrastructure?	Yes..... 1 No..... 2	If No, go to B		____																				
A11	Is the infrastructure used only for storing sesame?	Yes.....1 No..... 2			____																				
A12	Nature and number of infrastructures	<table border="1"> <tr> <td></td><td>Number</td></tr> <tr> <td>Infrastructure name 1:</td><td></td></tr> <tr> <td>Infrastructure name 2:</td><td></td></tr> </table>				Number	Infrastructure name 1:		Infrastructure name 2:																
	Number																								
Infrastructure name 1:																									
Infrastructure name 2:																									

		Infrastructure name 3:					
		Infrastructure name 4:					
		Infrastructure name 5:					
A12.1	How did you obtain these storage Infrastructure?		Own funds	Govt	Other		
		Infra Name 1:					
		Infra Name 2:					
		Infra Name 3:					
		Infra Name 4:					
		Infra Name 5:					
A13	What is the storage capacity of each type of infrastructure (in metric tons)?					Capacity (in metric tons)	
		Infra Name 1:					
		Infra Name 2:					
		Infra Name 3:					
		Infra Name 4:					
		Infra Name 5:					

B. AREA AND PRODUCTION				
	Question	Code		Answer
B.1.1	Type of crop during the 2018/2019 season	1. Pure 2. Intercropping 3. Pure and intercropping		__
B2.1	Area (Ha) during the 2018/2019 season	Type	Area (in ha)	
		Pure		
		Intercropping		
B3.1	What was your sesame production in metric tons in the 2018/2019 season?	Type	Production (in ton)	
		Pure		
		Intercropping		
B.1.2	Type of crop during the 2017/2018 season	1.Pure 2.Intercropping 3.Pure and intercropping		__
B2.2	Area (Ha) during the 2017/2018 season	Type	Area (in ha)	
		Pure		
		Intercropping		
B3.2	What was your sesame production in metric tons in the 2018/2019 season?	Type	Production (in ton)	
		Pure		
		Intercropping		
B.4	How do you rate the availability of land if you want to increase your sesame area?	1. Poor 2. Medium 3. High		_
B.5	Do you have specific needs to help you increase the quantity and quality of the sesame you produce?	1. Yes 2. No	If Yes, go to B.6	__

B.6	What are your specific needs to help you increase the quantity and quality of sesame produced?	List the needs HERE 1. 2. 3. 4.	____
-----	--	---	------

C. PRODUCTION AND MARKETING				
	Question	Code		Answer
C.1	Who do you sell your sesame to?	1. Union 2. Collector 3. Village market 4. Trader 99. Other (please specify) _____		____ ____ ____ ____
C.1.1	Do you sell your sesame yourself or is someone else in your household in charge of this activity?	1. Myself 2. Someone else	If response 2 Respond to C.1.2	____
C.1.2	If it is not you, who in the household is responsible for selling your sesame?	1. Husband 2. Wife 3. Son 4. Daughter	99. Other To be specified _____	____
C.1.3.1	During which periods did you sell your sesame in the 2018/2019 season?	October 2018 1 November 2018 2 December 2018 3 Jan 2019 4 February 2019 5 March 2019 6 Other (please specify) 99		____
C.1.3.2	During which periods did you sell your sesame in the 2017/2018 season?	October 2017 1 November 2017 2 December 2017 3 Jan 2018 4 February 2018 5 March 2018 6 Other (please specify) 99		____
C.1.4.1	How much did you sell in each period and to whom during the 2018/2019 season?			
	Period	Quantity	Price	Buyer
	October 2018			Union 1 Local collector 2 Village market 3 Trader 4 Other (please specify) 99
	November 2018			Union 1 Local collector 2 Village market 3 Trader 4 Other (please specify) 99
	December 2018			Union 1 Local collector 2

				Village market 3 Trader 4 Other (please specify) 99	
	Jan 2019			Union..... 1 Local collector 2 Village market 3 Trader 4 Other (please specify) 99	
	February 2019			Union..... 1 Local collector 2 Village market 3 Trader 4 Other (please specify) 99	
	Mar 2019			Union..... 1 Local collector 2 Village market 3 Trader 4 Other (please specify) 99	
	Other (please specify)			Union..... 1 Local collector 2 Village market 3 Trader 4 Other (please specify) 99	
C.2.1	Total quantity sold for the 2018/2019 season (metric tons) (Calculation made by the investigator)		The quantity is indicated in metric tons. The producer gives its unit of measurement. This unit is weighed and multiplied by the number of units sold		
C.3.1	Sesame average selling price (FCFA/kg) for the 2018/2019 season (calculation made by the investigator)		The average price is indicated for the producer's unit of measurement. This unit is converted into Kg to assess the corresponding price		
C.1.4.2	How much and to whom did you sell in each period during the 2017/2018 season?				
	Period	Quantity	Income	Buyer	
	October 2017			Union..... 1 Local collector 2 Village market 3 Trader 4 Other (please specify) 99	
	November 2017			Union..... 1 Local collector 2 Village market 3 Trader 4 Other (please specify) 99	
	December 2017			Union..... 1 Local collector 2 Village market 3 Trader 4 Other (please specify) 99	
	Jan 2018			Union..... 1 Local collector 2 Village market 3	

			Trader 4 Other (please specify) 99	
	February 2018		Union..... 1 Local collector 2 Village market 3 Trader 4 Other (please specify) 99	
	Mar 2018		Union..... Local collector 2 Village market 3 Trader 4 Other (please specify) 99	
	Other (Please specify)		Union..... 1 Local collector 2 Village market 3 Trader 4 Other (please specify) 99	
C.2.2	Total quantity sold for the 2017/2018 season (metric tons) (Calculation made by the interviewer)	The quantity is indicated in metric tons. The producer provides his unit of measurement. This unit is weighed and multiplied by the number of units sold		
C.3.2	Sesame average selling price (FCFA/kg) for the 2017/2018 season (Calculation by the interviewer)	The average price is indicated for the producer's unit of measurement. This unit is converted into Kg to estimate the corresponding price		

D. 2018/2019 SEASON AGRICULTURAL PRACTICES			
	Question	Code	Answer
D.1	Ploughing	1. Yes 2. No	____
D.2	Sowing	1. Line 2. Broadcasting	____
D.3	Use of improved seed	1. Yes 2. No	If No, go to D.4 ____
D.3.0	Seedling thinning	1. Yes 2. No	
D.3.1	Name of the variety used	1. S42 2. Bigarré 99. Other to specify_____	____ ____ ____ ____ ____
D.3.2	Sowing date	Unspecified, only indicate the month or months	
		Variety	Periods
		S42	
		Bigarré	
		Other	

D.4	Use of mineral fertilizer	1. Yes 2. No	If No, go to D.6	____																																	
D.5	Quantity of fertilizer used	The quantity is indicated in the producer's unit of measurement and estimated in kg by the investigator																																			
D.6	Use of organic manure	1. Yes 2. No	If No, go to D8	____																																	
D.7	Quantity of organic manure used	The quantity is indicated in the producer's unit of measurement and estimated in kg by the investigator																																			
D.8	Phytosanitary treatment	1. Yes 2. No		____																																	
D.9	Weeding	1. Yes 2. No		____																																	
D.10	Use of soil and water conservation techniques	1. Stone lines 2. Half moon 3. Agroforestry 4. Wind breaker 5. Zai 6. Mulching 99. Other (To be specified)		____																																	
D.11	Do you practice rotation technique?	1. Yes 2. No		____																																	
D.12	Do you use appropriate post-harvest conservation equipment and techniques?	1. Yes 2. No	If No, go to question D13	____																																	
D.12.0	What are the appropriate post-harvest conservation equipment and techniques you use and the respective quantities?	<table border="1"> <thead> <tr> <th>Equipment and techniques</th> <th>Quantity stored (Kg)</th> </tr> </thead> <tbody> <tr> <td>Equipment Name/technology 1:</td> <td></td> </tr> <tr> <td>Equipment Name/technology 2:</td> <td></td> </tr> <tr> <td>Equipment Name/technology 3:</td> <td></td> </tr> <tr> <td>Equipment Name/technology 4:</td> <td></td> </tr> <tr> <td>Equipment Name/technology 5:</td> <td></td> </tr> </tbody> </table>		Equipment and techniques	Quantity stored (Kg)	Equipment Name/technology 1:		Equipment Name/technology 2:		Equipment Name/technology 3:		Equipment Name/technology 4:		Equipment Name/technology 5:																							
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Equipment Name/technology 4:																																					
Equipment Name/technology 5:																																					
D.13	What new techniques and areas have you been able to implement thanks to the SESAME Project? <table border="1"> <thead> <tr> <th>Techniques</th> <th>New Techniques 1. Yes 2. No</th> <th>Areas (in ha)</th> </tr> </thead> <tbody> <tr> <td>Ploughing</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Sowing</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Use of improved seed</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Thinning</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Use of mineral fertilizer</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Use of organic manure</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Phytosanitary treatment</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Weeding</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Use of soil and water conservation techniques</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Practice of rotation technique</td> <td> ____ </td> <td> ____ </td> </tr> </tbody> </table>			Techniques	New Techniques 1. Yes 2. No	Areas (in ha)	Ploughing	____	____	Sowing	____	____	Use of improved seed	____	____	Thinning	____	____	Use of mineral fertilizer	____	____	Use of organic manure	____	____	Phytosanitary treatment	____	____	Weeding	____	____	Use of soil and water conservation techniques	____	____	Practice of rotation technique	____	____	Enter the area if the answer is Yes. If No go to the following technique
Techniques	New Techniques 1. Yes 2. No	Areas (in ha)																																			
Ploughing	____	____																																			
Sowing	____	____																																			
Use of improved seed	____	____																																			
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Phytosanitary treatment	____	____																																			
Weeding	____	____																																			
Use of soil and water conservation techniques	____	____																																			
Practice of rotation technique	____	____																																			

D.14	Have you ever taken training in sesame production?	Yes.....1 No.....2	
D.15	What type of training have you taken for sesame production?	1. Soil preparation and sowing (soil and water conservation, rotation,) 2. Input application techniques (use of organic fertilizer, use of mineral fertilizer, etc.) 3. Crop maintenance (thinning, phytosanitary treatment, weeding,) 4. Harvesting and post-harvest technique (storage, drying, winnowing, threshing, transportation) 99. Other (please specify)	
D.16	Who were the initiators of this training?	SESAME Project (LWR) 1 Government services 2 Other projects/NGOs 3 Others (please specify)..... 99	

D. 2017/2018 SEASON AGRICULTURAL PRACTICES				
	Question	Code		Answer
D.1z	Ploughing	1. Yes 2. No		____
D.2z	Sowing	1. Line 2. Broadcasting		____
D.3z	Use of improved seed	1. Yes 2. No	If No, go to D.4	____
D.3.0z	Seedling thinning	1. Yes 2. No		
D.3.1z	Name of the variety used	1. S42 2. Mixed 99. Other to specify _____		____ ____ ____ ____ ____
D.3.2z	Sowing date	Unspecified, only indicate the month or months		
		Variety	Periods	
		S42		
		Mixed		
		Other		
D.4z	Use of mineral fertilizer	1. Yes 2. No	If No, go to D.6	____
D.5z	Quantity of fertilizer used	The quantity is indicated in the producer's unit of measurement and estimated in kg by the investigator		
D.6z	Use of organic manure	1. Yes 2. No	If No, go to D8	____
D.7z	Quantity of organic manure used	The quantity is indicated in the producer's unit of measurement and estimated in kg by the investigator		
D.8z	Phytosanitary treatment	1. Yes 2. No		____
D.9z	Weeding	1. Yes 2. No		____

D.10z	Use of soil and water conservation techniques	1. Stone bunds 2. Half moon 3. Agroforestry 4. Wind breaker 5. Zai 6. Mulching 99. Other (To be specified)		____																																	
D.11z	Do you practice rotation technique?	1. Yes 2. No		____																																	
D.12z	Do you use appropriate post-harvest conservation equipment and techniques?	1. Yes 2. No	If No, go to question D13	____																																	
D.12.0z	What are the appropriate post-harvest conservation equipment and techniques you use and the respective quantities?	<table border="1"> <tr> <th>Equipment and techniques</th> <th>Quantity stored (Kg)</th> </tr> <tr> <td>Equipment Name/technology 1:</td> <td></td> </tr> <tr> <td>Equipment Name/technology 2:</td> <td></td> </tr> <tr> <td>Equipment Name/technology 3:</td> <td></td> </tr> <tr> <td>Equipment Name/technology 4:</td> <td></td> </tr> <tr> <td>Equipment Name/technology 5:</td> <td></td> </tr> </table>		Equipment and techniques	Quantity stored (Kg)	Equipment Name/technology 1:		Equipment Name/technology 2:		Equipment Name/technology 3:		Equipment Name/technology 4:		Equipment Name/technology 5:																							
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D.13z	What new techniques have you been able to implement thanks to the SESAME Project and the areas covered? <table border="1"> <tr> <th>Techniques</th> <th>New Techniques 1. Yes 2. No</th> <th>Areas (in ha)</th> </tr> <tr> <td>Ploughing</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Sowing</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Use of improved seed</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Thinning</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Use of mineral fertilizer</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Use of organic manure</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Phytosanitary treatment</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Weeding</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Use of soil and water conservation techniques</td> <td> ____ </td> <td> ____ </td> </tr> <tr> <td>Practice of rotation technique</td> <td> ____ </td> <td> ____ </td> </tr> </table>			Techniques	New Techniques 1. Yes 2. No	Areas (in ha)	Ploughing	____	____	Sowing	____	____	Use of improved seed	____	____	Thinning	____	____	Use of mineral fertilizer	____	____	Use of organic manure	____	____	Phytosanitary treatment	____	____	Weeding	____	____	Use of soil and water conservation techniques	____	____	Practice of rotation technique	____	____	Enter the area if the answer is Yes. If No go to the following technique
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Practice of rotation technique	____	____																																			
D.14z	Have you ever taken training in sesame production?	Yes.....1 No.....2																																			
D.15z	What type of training have you taken for sesame production?	1. Soil preparation and sowing (soil and water conservation, use of improved seeds, ploughing, rotation,) 2. Input application techniques (use of organic fertilizer, use of mineral fertilizer, etc.) 3. Crop maintenance (thinning, phytosanitary treatment, weeding,) 4. Harvesting and post-harvest technique (storage, drying, winnowing, threshing, transportation) 99. Others (please specify)																																			

D.16z	Who were the initiators of this training?	SESAME Project (LWR)..... 1 Government services..... 2 Other projects/NGOs..... 3 Others (please specify) 99	
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E. JOBS CREATED IN THE 2018/2019 SEASON																																
	Question	Code		Answer																												
E.1	Have you employed any workers?	Yes If no, go to E.6																														
E.2	For which work did you employ workers?	1. Ploughing 2. Sowing 3. Weeding 4. Phyto treatment	5. Harvesting 6. Transportation 7. Threshing 8. Sorting 9. Other to be specified _____	____ ____ ____																												
E.3	What is the average length of employment of workers by type of work?	1 . 2 .	<table border="1"> <thead> <tr> <th>Type of work</th> <th>Average duration of employment in days</th> </tr> </thead> <tbody> <tr><td>1. Ploughing</td><td></td></tr> <tr><td>2. Sowing</td><td></td></tr> <tr><td>3. Weeding</td><td></td></tr> <tr><td>4. Phyto treatment</td><td></td></tr> <tr><td>5. Harvest</td><td></td></tr> <tr><td>6. Transportation</td><td></td></tr> <tr><td>7. Threshing</td><td></td></tr> <tr><td>8. Sorting</td><td></td></tr> <tr><td>9. Other to be specified</td><td></td></tr> </tbody> </table>	Type of work	Average duration of employment in days	1. Ploughing		2. Sowing		3. Weeding		4. Phyto treatment		5. Harvest		6. Transportation		7. Threshing		8. Sorting		9. Other to be specified		____								
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E.6	If you have not employed workers, do you still need a worker for your work?	1. Yes 2. No	If no, go to section F	____
E.7	For which workstation do you need a worker?	1. Ploughing 2. Sowing 3. Weeding 4. Phyto treatment	1. Harvest 2. Transportation 3. Threshing 4. Sorting 99. Other to be specified	_

E. JOBS CREATED IN THE 2018/2019 SEASON																								
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E.5z	How much did you spend on average for each type of work?	Type of work 1. Ploughing 2. Sowing 3. Weeding 4. Phyto treatment 5. Harvest 6. Transportation 7. Threshing 8. Sorting 99. Other to be specified		Total expenditure by type of work 	
E.6z	If you have not employed workers, do you still need a worker for your work?	1. Yes 2. No	If no, go to section F		_ _
E.7z	For which workstation do you need a worker?	1. Ploughing 2. Sowing 3. Weeding 4. Phyto treatment	5. Harvest 6. Transportation 7. Threshing 8. Sorting 99. Other to be specified _____		_

F. INCOME FROM SESAME				
F.1.1 INPUT/EQUIPMENT EXPENSES FOR THE 2018/2019 SEASON				
	Input	Quantity	Cost	
F.1.1.1	Seed (kg)	_ _ _ _ _ _ _ _	_ _ _ _ _ _ _ _ _ _ _	
F.1.1.2	Fertilizer (kg)	_ _ _ _ _ _ _ _	_ _ _ _ _ _ _ _ _ _ _	
F.1.1.3	Organic manure (kg)	_ _ _ _ _ _ _ _	_ _ _ _ _ _ _ _ _ _ _	
F.1.1.4	Pesticide (l)			
F.1.1.5	Small equipment			
	TOTAL F.1.1		_ _ _ _ _ _ _ _ _ _ _	
F.1.2. SALARIED WORKFORCE EXPENDITURE FOR THE 2018/2019 SEASON				
F.1.2.1	Preparation of the soil		_ _ _ _ _ _ _ _ _ _ _	
F.1.2.2	Sowing		_ _ _ _ _ _ _ _ _ _ _	
F.1.2.3	Maintenance of field plants (ridging, thinning, spreading of product if necessary)		_ _ _ _ _ _ _ _ _ _ _	
F.1.2.4	Weeding		_ _ _ _ _ _ _ _ _ _ _	

F.1.2.5	Harvesting and bundling		_ _ _ _ _ _ _	
F.1.2.6	Drying and cleaning		_ _ _ _ _ _ _	
F.1.2.7	Transportation		_ _ _ _ _ _ _	
F.1.2.7a	Family workforce		_ _ _ _ _ _ _	
F.1.2.8	OTHER EXPENSES			
	TOTAL F.1.2			
F.1.3: TOTAL SALES REVENUE FOR THE 2018/2019 SEASON				
F.1.3.1	Quantity harvested		_ _ _ _ _ _	
F.1.3.2	Selling price		_ _ _ _ _ _	
F.1.3.3	Sales income	= Quantity x selling price	_ _ _ _ _ _	
	Net income 2018/2019	= F.1.3.3- (Total F.1.1+Total F.1.2)	_ _ _ _ _ _	
F.2.1 INPUT/EQUIPMENT EXPENSES FOR THE 2017/2018 SEASON				
	Input	Quantity	Cost	
F.2.1.1	Seeds (kg)	_ _ _ _	_ _ _ _ _ _	
F.2.1.2	Fertilizer (kg)	_ _ _ _	_ _ _ _ _ _	
F.2.1.3	Organic manure (kg)	_ _ _ _	_ _ _ _ _ _	
F.2.1.4	Pesticide (l)			
F.2.1.5	Small equipment	Number		
	TOTAL F.2.1		_ _ _ _ _ _	
F.2.2. SALARIED WORKFORCE EXPENDITURE FOR THE 2017/2018 SEASON				
Salaried workforce				
F.2.2.1	Preparation of the soil		_ _ _ _ _ _	
F.2.2.2	Sowing		_ _ _ _ _ _	
F.2.2.3	Maintenance of field plants (ridging, thinning, spreading of product if necessary)		_ _ _ _ _ _	
F.2.2.4	Weeding		_ _ _ _ _ _	
F.2.2.5	Harvesting and bundling		_ _ _ _ _ _	
F.2.2.6	Drying and cleaning		_ _ _ _ _ _	
F.2.2.7	Transportation		_ _ _ _ _ _	
F.2.2.7a	Family workforce		_ _ _ _ _ _	
F.2.2.8	OTHER EXPENSES			
	TOTAL F.2.2			
F.2.3: TOTAL SALES REVENUE FOR THE 2017/2018 SEASON				
F.2.3.1	Quantity harvested		_ _ _ _ _ _	
F.2.3.2	Selling price		_ _ _ _ _ _	
F.2.3.3	Sales income	= Quantity x selling price	_ _ _ _ _ _	
	Net income 2017/2018	= F.2.3.3- (Total F.2.1+Total F.2.2)	_ _ _ _ _ _	

G. ASSESSMENT OF THE CURRENT SITUATION				
	Question	Code		Answer
G.1 See USDA document for living standards	How do you currently rate the contribution of the sesame you produce to improving your living conditions?	1. Poor 2. Medium 3. High 4. Unchanged		
G.2	Why?			
G.3 Clarify whether the 5 years are related to the duration of the project. If so, should we still talk about 5 years?	How do you see the role that sesame will play in improving your living conditions in five years' time?	1. Poor 2. Medium 3. High 4. Unchanged		____
G.4	Why?			
G.5	Do you have any difficulties related to your participation in the life of the union or Grouping?	1. Yes 2. No	If No, go to G.7	____
G.6	What are these difficulties?			
G.7	In your opinion, what are the main difficulties of the sesame sector? (List at least five)	1. Lack of access to inputs 2. Instability of sesame selling prices 3. Lack of agricultural equipment 4. Climate shock 5. Lack of storage infrastructure 6. Other (please specify) 7. No idea		
G8	What solutions are you considering?			
G9	Does the SESAME Project meet your needs in sesame production?	1. Yes 2. No		
G10	Why?			
G11	What changes does the SESAME Project bring to your life?	1. No change 2. Improvement of production techniquesknowledge 3. Purchase of equipment/Infrastructure 4. Facilitating access to inputs 5. Increase in sesame production 6. Increase in sesame quality 7. Facilitating market access 8. Increase in sesame sales revenue 9. Other (please specify)		

MID-TERM EVALUATION OF THE SESAME PROJECT

Questionnaire for Union leaders

Hello. My name is _____, I am an Interviewer of CERFODES conducting work for the Lutheran World Relief (LWR) NGO. This is the Mid-Term Evaluation of the SESAME Project. We will appreciate your participation, which will allow us to collect data and information on the current state of implementation of the project. Our discussions will focus on the various support that LWR provides you as part of the production/marketing of sesame. This information and data will help LWR in the further implementation of the SESAME Project. Discussions will last about 30 to 45 minutes. All the information we collect with you will remain strictly confidential and will only be used in the context of the SESAME Project.

Participation in this study is voluntary and you may choose not to answer some or all of the questions. However, we hope that you will agree to participate in this study since your point of view is important, as a direct beneficiary of the project.

AGREEMENT 1 REFUSAL.....2 If response is 2, end the interview

IDENTIFICATION	
REGION	Est.....1 Boucle du Mouhoun.....2 Hauts Bassins/ Cascades.....3
Province	Banwa..... 1 Mouhoun 2 Kossi 3 Gourma..... 4 Tapoa.....5 Comoé 6 Tuy.....7 Houet 8
Last and first names of the respondent	
Position(s) held in the union	
Respondent Contacts (telephone number)	

A. Productions sale by the Union for the 2017/2018 season				
Question		Code		Answer
A.1	How much sesame did the union collect from its members during the 2017/2018 season?			_ _ _ _
A. 2	Did the Union sell the production of its members during the 2017/2018 season?	1. Yes 2. No	If No, go to A.14	_
A.3	Was the quantity collected from members sold in full?	1. Yes 2. No		_
A.4	Was the quantity of sesame sold by the union during the 2017/2018 season known in advance? (production of members)	1. Yes 2. No		
A.5	How much sesame was sold by the Union in the 2017/2018 season?			_ _ _ _ _
A5n	For the different qualities of sesame, what are the quantities (metric tons) sold and the income earned?	Qualities	Quantity	Income
95% clean				
Less than 95% clean				
A.6	To whom did the union sell the production of its members for the 2017/2018 season?	List of buyers 1. OLAM 2. SAGROCOM 3. ELIM 4. ETG 5. VELEGDA 6. OLVEA 7. Others to be specified		
A.7	During the 2017/2018 season, did the Union contract the sale with these buyers?	1. Yes 2. No	If No, go to A.13	_
A.8	Were these contracts formal or informal?	1. Formal 2. Informal		_ _
A.9	How many formal contracts were signed for the 2017/2018 season?			_ _ _ _
A.10	How many informal contracts were concluded with buyers in 2017/2018?			_ _ _ _
A.11	How many formal contracts could be fulfilled in 2017/2018?			_ _ _ _ _
A.12	How many informal contracts could be fulfilled in 2017/2018?			_ _ _ _
A.12n	What is the value of fully fulfilled contracts?			_ _ _ _
A.13	How does the union proceed to sell sesame on the market?			
A.14	What quantity of sesame remained in stock during the 2017/2018 season?			_ _ _ _
A.15	What was the Union's sales target for sesame from the 2017/2018 (in metric tons) season (members and non-members)?			_ _ _ _ _ _

A. Productions sale by the Union for the 2018/2019 season				
Question		Code		Answer
B.1	How much sesame did the union collect from its members during the 2017/2018 season?			_ _ _ _
B. 2	Did the Union sell the production of its members during the 2018/2019 season?	3. Yes 4. No	If No, go to A.14	_
B.3	Was the quantity collected from members sold in full?	1. Yes 2. No		_
B.4	Was the quantity of sesame sold by the union during the 2018/2019 season known in advance? (production of members)	1. Yes 2. No		
B.5	How much sesame was sold by the Union in the 2018/2019 season?			_ _ _ _ _
B.6	To whom did the union sell the production of its members for the 2018/2019 season?	List of buyers 8. OLAM 9. SAGROCOM 10. ELIM 11. ETG 12. VELEGDA 13. OLVEA 14. Others to be specified		
B.7	During the 2018/2019 season, did the Union contract the sale with these buyers?	1. Yes 2. No	If No, go to A.13	_
B.8	Were these contracts formal or informal?	3. Formal 4. Informal	If response 2, go to B. 11	_ _
B.9	How many formal contracts were signed for the 2018/2019 season?			_ _ _ _
B.10	How many informal contracts were concluded with buyers in 2018/2019?			_ _ _ _
B.11	How many formal contracts could be fulfilled in 2018/2019?			_ _ _ _ _
B.12	How many informal contracts could be fulfilled in 2018/2019?			_ _ _ _
B. 13	What were the difficulties encountered by the union in fulfilling contracts?	Give 5 difficulties max.		
B.14	What are your suggestions for addressing these difficulties?	Enter difficulties here	Make suggestions here	
B.15	How does the Union proceed to sell sesame in the market?			
B.16	What quantity of sesame remained in stock during the 2018/2019 season?			_ _ _ _ _
B.17	What was the sales target for sesame for the 2018/2019 season (in metric tons) (members and non-members)?			_ _ _ _ _ _ _ _

C. Jobs created by the Union						
C.1	Have you recruited staff as part of the Union's activities for the 2017/2018 campaign?	1. Yes 2. No If No, go to C3				____
C.2	How many people did you recruit, for which position and for how long during the 2017/2018 campaign?	Position	Number	Duration		
		Position 1				
		Position 2				
		Position 3				
		Position 4				
C.3	Have you recruited staff as part of the Union's activities for the 2018/2019 campaign?	1. Yes 2. No If No, go to section D				
C.4	How many people did you recruit, for which position and for how long for the 2018/2019 campaign?	Position	Number	Duration		
		Position 1				
		Position 2				
		Position 3				
		Position 4				
D. Inventory of Storage Infrastructures						
D.1	Is there any storage infrastructure in the province?	1. Yes, if No, go to section E 2. No				
D.2	How many of these storage facilities are there?	____				
D.3	For each facility, give the year, the implementation partner and the storage capacity	Infrastructures	Implementation Year	Partners	Storage capacity	
		Infrastructure 1				
		Infrastructure 2				
		Infrastructure 3				
		Infrastructure 4				
D.4	How are these facilities managed?	Describe the management method here				
D.5	In general, how do you assess the current condition of these facilities?	1. Poor 2. Passable 3. Good				____
E. Strengths and weaknesses of the union						
E.1	What are the major weaknesses of your Union?	List 3 major weaknesses				
E.2	What are the major strengths of your Union?	List 3 major strengths				

F. Bottlenecks in the sector	
F1	What are the main difficulties encountered by the sesame sector (name no more than five)?
F2	What are your suggestions for addressing these difficulties?

G. ASSESSMENT OF THE SESAME PROJECT			
	Question	Code	Answer
G.1	Did your Union received support from the SESAME Project related to governance?	1. Yes 2. No	If No, go to G3
G.2	If yes, what type of support?	1. Use of legislation 2. Documentation and communication of decisions 3. Members' Participation 4. Other (please specify)	
G.3	Has your Union received any support from the SESAME Project at the operational level?	1. Yes 2. No	If No, go to G5
G.4	If yes, what type of support?	1. Financial policies 2. Human resources policies 3. Business plan 4. Other (please specify)	
G.5	Has your Union received any marketing support from the SESAME Project?	1. Yes 2. No	If No, go to G7
G.6	If yes, what type of support?	1. Dissemination of market information 2. Collective marketing of sesame 3. Use of cleaning equipment 4. Other (please specify)	
G.7	Overall, what is your appreciation of the SESAME Project's contribution to your union?	1. Poor 2. Medium 3. High 4. Unchanged	__
G.8	Justify your answer?		__
G9	Has your Union received support from the SESAME Project for warehouse construction?	1. Yes 2. No	If No, go to G11
G10	If so, what was the value of the SESAME Project's investments in warehouse construction (in FCFA)?	__ __ __ __	
G11	Has your Union received support from the SESAME Project for equipment purchase?	1. Yes 2. No	If No, go to G13
G12	If yes, what was the value of the SESAME Project investments for the acquisition of equipment (in FCFA)?	__ __ __ __	
G13	Did your Union receive a loan from financial institutions through the SESAME Project?	1. Yes 2. No	If No, end
G14	If yes, specify the amount of this loan (in FCFA)?	__ __ __ __	

INTERVIEW GUIDE FOR THE LWR PROJECT TEAM

Respondent Identification

Region/province..... Unit

Name/First names Telephone number.....

Position.....

Date of interview

Criterion	Indicative questions
1. Relevance	1.1. Do the SESAME Project meet beneficiaries need of? How and why? 1.2. Is the LWR project in line with national objectives? How?
2. Effectiveness	2.1 What were the expected results of your intervention at this stage of the project? What results have you achieved? How did you achieve these results? 2.2 What are the expected results that you have not been able to achieve? Why couldn't you achieve these results? 2.3 Do you think that the results (in terms of strengthening producers in production and marketing) expected from the project are being achieved? (Survey to see the major results achieved at producer level). If so, what contributed to the achievement of these results/objectives and how? If not, what were the obstacles and why? 2.4 To what extent has the project contributed to national objectives? 2.5 How do the coordination and joint planning procedures between LWR and partners affect project implementation? 2.6 How do assess the collaboration with your different partners in this project? (government, NGOs, cooperatives and buyers and exporters) 2.7 How are zones assigned to PEAs? 2.8 How does the LWR team monitor PEAs in the field? 2.9 What are the sesame marketing strategies implemented by the project? Have they made any changes in the simple or group sale of sesame? How? 2.10 What are the difficulties encountered in the implementation of the SESAME Project? 2.11What adjustments need to be made for the project to achieve the final objectives?
3. Efficiency	3.1 Have SESAME's human, financial and/or material resources been sufficient or insufficient to achieve the results? 3.2 What opportunities exist to increase the efficient use of resources or to adjust inputs to achieve the same results?
4. Impact/ Effects	To date, has the project had significant effects/impacts on targeted organizations and farmers? If yes, please describe. 4.2 Were there any unintended outcomes or impacts of the project? Please describe. 4.3 Has the project contributed to improving the quality and quantity of sesame exports? If so, how? If no, why? 4.4 To what extent are US government standards, regulations and/or market access favorable?
5. Sustainability	5.1To what extent do you think that the training provided by the project will be sustained? 5.2 How do you think the project's achievements will be sustained after the end of the project?

	5.3 How could the government help continue and strengthen the expansion of the project model?
6. Cross-cutting themes	6.1 What are the possible cross-cutting themes (security, environment, sex, governance, etc.) considered during the project implementation? 6.2 What considerations should be incorporated for the remaining duration of the project?

INTERVIEW GUIDE FOR EXPORTERS/ SESAME UNION

Respondent Identification

Region/province..... Unit/Group

Name/First names Telephone number

Position.....

Date of interview

Criterion	Indicative questions
1. Relevance	1.1 Are you familiar with LWR's SESAME Project? 1.2 How do you perceive LWR's SESAME Project? 1.3 How were you involved in this project? 1.4 Does the SESAME Project meet your needs as a sesame exporter? Why? 1.5 How should SESAME activities be adjusted to best align with existing initiatives?
2. Effectiveness	2.1 What support have you received from the SESAME Project for the storage and transport of sesame? 2.2 What support have you received from the SESAME Project for the export of sesame seeds? 2.3 On average, how much sesame do you buy each year in Burkina Faso? 2.4 Did you know how much you buy each year by region? If so, what are the quantities you buy on average in the Boucle du Mouhoun, the Cascades, Haut Bassins and the Est regions? 2.5 How much did you buy in the 2017/2018 and 2018/2019 seasons in these four regions? 2.6 Do you get the amount of sesame you want to export? How? 2.7 How do you assess the linkage between sesame quality with storage conditions? 2.8 How do you assess the conditions for transport of sesame with the desired quality? Explain. What support have you received from the SESAME Project to get bank loans? 2.9 Are the sesame marketing strategies implemented by the project effective? If so, why? If not, what needs to be changed?
3. Impact/ Effects	3.1 Did the project contribute to improving the quantity of sesame exports? If so, how? Otherwise, why not? Has the project contributed to improving the quality of exported sesame seeds? If so, how? If not, why? 3.2 To what extent are standards, regulations and/or access to international markets favorable thanks to the SESAME Project?
4. Sustainability	4.1 How can the project's achievements be sustained after the end of the project? 4.2 How could the government contribute to continue and strengthen the project's actions? 4.3 How can the sustainability of the project results be increased? What do you expect from the LWR project for further implementation?

FOCUS GROUP GUIDE FOR THE SESAME PROJECT PEA

IDENTIFICATION		
Region.....		
Province.....		
Commune.....	/ /	
Village.....	/ /	
Type of location : Urban = 1 Rural = 2	/ /	
Type of participants	/ /	
Name of investigator 1 :	/ /	
Name of investigator 2 :	/ /	
Date of interview	/ / / / / /	
Start time of interview	/ / / / / /	
End time of interview	/ / / / / /	

PARTICIPANTS' FACT SHEET

Number	Last and first names	Age	Marital status 1= Married, monogamous; 2= Married, polygamist; 3= Widower/widow 4=Single	Profession
1.				
2.				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				

RELEVANCE

1. What are your roles and responsibilities as a PEA in the implementation of the SESAME Project?
2. How do the production and marketing activities of the SESAME Project meet the needs of the targeted beneficiaries?
3. Do you think group sales are relevant to producers?

EFFICIENCY

1. What were the expected results of each PEA at this stage of the project? What results have you achieved?
2. How did you achieve these results? How did you recruit the beneficiary producers?
3. How do you rate the training you received from the project?
4. What are the difficulties encountered in your activities?

EFFECTS/ IMPACT

1. In your opinion, what changes do you think the SESAME Project has brought to agricultural practices?
2. In your opinion, what changes have been made by the SESAME Project in terms of sesame yields and production?
3. In your opinion, what changes do you think the SESAME Project has made to the quality of sesame seeds? How is the quality of sesame compared to the past?
4. In your opinion, what changes do you think the SESAME Project has made in relation to sesame storage?
5. In your opinion, what are the changes brought by the SESAME Project in terms of sales and access to national and international markets?
6. To date, has the project had significant impacts on producers' income from the sale of sesame seeds? If so, how?
7. What changes have you made in your living conditions as a PEA?

SUSTAINABILITY

1. To what extent do you think the knowledge gained from the training provided by the project will be maintained and practiced?
2. Do you think the project's achievements will be maintained after the end of the project? If so, how? If not, why?
3. To what extent do you work with government supervisors in the field?
4. What are your expectations for the future of the project?

THANK YOU FOR YOUR TIME!

Annex 4: Summary of study data collection tools by target

Targets	Tools	Information required	Types of data
Beneficiary sesame producers	Questionnaire	✓ areas of sesame sown; ✓ sesame production statistics; ✓ yields and sales (quantity and price); ✓ seasonal jobs created; ✓ income from sesame production; ✓ roles of men / women, adults / youth on the farm in the production and trade of sesame seeds.	Quantitative
Beneficiary sesame producers	Focus group guide	Assessment of the changes made by the SESAME Project in terms of: ✓ agricultural practices; ✓ sesame productivity; ✓ quality of sesame produced; ✓ sesame storage; ✓ access to national and international markets; ✓ trade of sesame; ✓ income generated from sesame.	Qualitative
<i>At the level of government bodies</i>	Semi-structured interview guide	✓ consistency and alignment of the project; ✓ state of sesame sector; ✓ state of sesame storage; ✓ support for other planned sesame-related projects (storage or cleaning infrastructure, technical assistance, financing, etc.)	Quantitative and Qualitative
<i>At the level of bodies involved in implementation</i>	Semi-structured interview guide	✓ level of project implementation; ✓ assessment of the project by stakeholders; ✓ capacity of project resources to achieve goals.	Qualitative
<i>At the level of farmers' organizations</i>	Questionnaire	✓ members' sesame production ✓ quantity of sesame sold; ✓ main buyers and prices offered; ✓ sales contracts; ✓ storage condition; ✓ type of job created.	Quantitative
<i>At the level of sesame buyers and exporters</i>	Semi-structured maintenance guide	✓ storage infrastructure; ✓ cleaning equipment. ✓ the main constraints related to the ability to offer higher prices for quality	Quantitative and Qualitative

		sesame and the conditions necessary to increase prices; ✓ estimation of future price increases for quality sesame; ✓ quantity of clean sesame (> 95% clean) purchased and quantity of less clean sesame (<95%); ✓ types of available jobs created; ✓ sales contracts.	
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Deleted due to Personally Identifiable Information

Structure	Respondent
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[illegible]

Deleted due to Personally Identifiable Information

Structure	Respondent
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[illegible]

Annex 7: List of PEAs participating in focus groups in the Hauts Bassins/Cascades Region
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Province	Last & first names	Communes covered
TUY		
COMOE		
HOUE		

Annex 8: List of resource persons met in the Boucle du Mouhoun Region
Deleted due to Personally Identifiable Information

Structure	Respondent	Position

Annex 9: List of PEAs participating in the focus group in the Boucle du Mouhoun Region
Deleted due to Personally Identifiable Information

Province	
MOUHOUN	

Annex 10: List of resource persons met in the Est Region
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Structure	Respondent	Position

Annex 11: List of PEA's participating in the focus group in the Est Region

Deleted due to Personally Identifiable Information

Province	Last & First name	Communes covered

Annex 12: List of Sesame Producer Union Leaders

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Region	Province	Last & First name	Position
Boucle du Mouhoun	Banwa		
Boucle du Mouhoun	BOMBIRI		
Boucle du Mouhoun	Mouhoun		
Boucle du Mouhoun	KOSSI		
EST	Gourma		
EST	Gourma		
EST	Gourma		
EST	TAPOA		
Hauts Bassins/ Cascades	Tuy		
Hauts Bassins/ Cascades	Comoé		
Hauts Bassins/ Cascades	Tuy		
Hauts Bassins/ Cascades	Houet		

Hauts Bassins/ Cascades	Houet		
Hauts Bassins/ Cascades	Houet		
Hauts Bassins/ Cascades	Comoé		

Annex 13: Distribution of focus groups carried out per village based on targets

Deleted due to Personally Identifiable Information

Region	Province	Focus Type	Number	Village
Boucle du Mouhoun	Banwa	Young men	1	
		Adult men	1	
		Young women	1	
		Adult women	1	
	Kossi	Adult men	1	
		Young women	1	
		Adult men	1	
		Adult men	1	
	Mouhoun	Young men	1	
		Adult women	1	
		Adult men	1	
		Adult men	1	
		PEA	1	
Total Boucle M.			13	
Est	Gourma	Young men	1	
		Young women	1	
		Adult women	1	
		Adult men	1	
		PEA	1	
	Tapoa	Adult women	1	
		Young women	1	
		Adult men	1	
		Adult women	1	
		PEA	1	
Total Est			10	
Hauts Bassins/ Cascades	Houet	Young men	1	
		Young women	1	
		Adult men	1	
		Adult women	1	
		PEA	1	
	Tuy	Young women	1	
		Young men	1	
		Adult men	1	

		PEA	±	
	Comoé	Young men	±	
		Young women	±	
		Adult men	±	
		Adult women	±	
		PEA	1	
Total Comoé			14	
Total Focus			37	

Annex 14: Detailed Composition of Project Team

The team at LWR's head office in Ouagadougou consists of:

Chief of Party who (i) leads the SESAME Project, (ii) manages the overall project, (iii) supervises the consortium, (iv) communicates with stakeholders and (v) ensures a high-quality impact assessment.

Deputy Chief of Party who is responsible for (i) providing expertise in the sesame value chain in Burkina Faso, (ii) supporting the Project Manager in all aspects of program management, (iii) supervising the coordination of the three field offices, (iv) managing human, material and financial resources, (v) directing the strategic planning of SESAME, supervising all daily operations of SESAME.

Monitoring and Evaluation Specialist who is responsible for (i) managing SESAME's monitoring and evaluation activities, (ii) supervising the impact assessment, (iii) strengthening the capacities of staff and beneficiaries in knowledge management and learning.

Monitoring and Evaluation Officer who (i) leads the implementation of the monitoring and evaluation plan, (ii) compiles monitoring and evaluation information at the program level for dissemination and use, (iii) ensures that the M&E plan is followed and the indicator table updated, (iv) prepares reports on progress, lessons learned and potential negative impacts and (v) prepares baseline, mid-term and final evaluations.

Financial Director who i) collaborates with the SESAME Project finance team, ii) ensures timely reporting, iii) oversees the purchase of project equipment, iv) ensures compliance with USDA and local regulations, procedures and labor laws, supervises the recruitment of staff and consultants.

Financial Officer who i) approves financial and administrative reports, ii) ensures the stability and transparency of the country's overall finances.

Administrative Officer who i) ensures that donor regulations and guidelines are respected ii) prepares recruitment, iii) prepares procurement documents.

Administrative and Financial Coordinator who i) prepares administrative reports, ii) assists in the preparation of recruitment, iii) assists in the preparation of purchases (call for tenders);

Receptionist Secretary

Information and Communication (IT) Manager who is responsible for the technical management of digital data collection in all regions.

Driver

At the level of each of LWR's three Regional Offices (Bobo-Dioulasso, Dédougou and Fada), the staff is composed of:

Regional Coordinator responsible for i) coordinating regional interventions, ii) maintaining partnership with government departments and partners at the regional level.

Finance and Administration Officer who i) oversees accounting, budgeting, financial analysis and reporting of financial information, ii) provides technical support to partners for strengthening and compliance procedures, iii) prepares financial reports.

Project Managers (x2) who (i) supervise the planning of field activities, (ii) supervise staff interventions and (iii) supervise the collection of monitoring and evaluation data.

IT officer who ensures the technical management of digital data collection at the regional level.

Driver

The Afrique Verte team is composed of:

1. A Coordinator (50%)
2. A Sesame Program Manager
3. A Marketing Support Officer
4. Training facilitators (based in the field) x3
5. An Accounting Manager
6. A chauffeur (50%)

The NITIDAE team consists of:

1. A Supervisor (based in France)
2. A Sesame Production Expert
3. A Sesame Market Expert
4. A Local Coordinator
5. A Finance Assistant
6. Agricultural Training Advisors (based in the regions) x3

Annex 15: List of indicators contained in the MTE Report

Indicator	Definition of indicator	Life-of project targets	MTE Results /achievement	Progress in % LOP
Standard Indicator 1	Number of hectares of land cultivated using techniques or technologies improved with USG assistance	163,799 Ha	30,962.1 Ha	18.9%
Standard Indicator 4	Number of people receiving financial services through USDA assistance	22,458 producers	4,761 producers (3,693 men and 1,068 women)	21.2%
Standard Indicator 5	Number of loans disbursed with USDA assistance (group loans)	44	15 loans (13 loans for production and 2 loans for marketing)	34.1%
Standard Indicator 6	Amount of loans granted with USG assistance	\$4,501,524	\$378,128	8.4%
Standard Indicator 11	Total increase in installed storage capacity (dry or refrigerated) thanks to USG assistance	3024 m ³	80m ³	2.6%
Standard Indicator 13	Value of sesame sales by project beneficiaries	\$185,425,381	\$14,152,921	7.6%

Standard Indicator 14	Volume of sesame (metric tons) sold by project beneficiaries	228,528	12,213.654 metric tons	5.34%
Standard Indicator 16	Number of individuals who have received short-term training in agricultural productivity or food security through USG assistance	90,466	34,686 people (23,984 men and 11,002 women)	38.3%
MTE indicator	Average yield per hectare of sesame production for producers using at least six techniques or technologies and for producers using less than six techniques or technologies.	Data not available	264.64 Kg/Ha for those using the six techniques or technologies. 246.36 Kg/Ha for those using less than six techniques or technologies.	

Annex 16: Student T-test (Baseline vs. Midterm Evaluation)

Groups statistics					
Measure with GPS (baseline) or Producers' statement Midterm evaluation		Number	Average	Standard deviation	Average standard error
Farm size	GPS (baseline)	557	1.99	1.77	0.07
	Producers' declaration (midterm Evaluation)	154	2.08	1.66	0.13

The results show that the average area measured with the GPS (Baseline) is 1.99 ha and the producer's statement (mid-term evaluation) is 2.08 ha with a respective standard deviation of 1.77 and 1.66. There is a slight difference between the two averages (0.08ha).

Hypotheses confirmation / reversal

Null Hypothesis (H0) = "the variance of the area measured with the GPS is equal to the variance of the area declared by the sesame producers"

Hypothesis 1 (H1) = "the variance of the area measured with the GPS is different from the variance of the area declared by the sesame producers ".

Independent samples test										
		Levene test on the equality of variances		Student T-test for averages equality						
		F	Sig.	t	ddl	Sig. (bilatérale)	Difference of the averages	Différence of standard deviation	Confidence interval 95% of the difference	
									Inferior	Superior
Superficie mesurée	Hypotheses of equal variances	0.45	0.49	-0.53	709	0.59	-0.08	0.15	-0.39	0.22
	Hypotheses of unequal variances			-0.55	256.97	0.57	-0.08	0.15	-0.38	0.21

From the analysis of the table above, the Levene P-value test on the equality of the variances is 0.49; higher than 5%. We accept the null hypothesis.

T-test conclusion: the area measured with GPS is equal to the area declared by sesame producers.