

PRODUMER II

Annual Narrative Report

April 1, 2005 – March 31, 2006

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1. EXECUTIVE SUMMARY

PRODUMER II officially commenced on April 1, 2005. April through July was dedicated almost exclusively to developing the Project Implementation Plan (PIP), though CIDA authorized MEDA to launch credit activities prior to PIP approval as the agricultural cycle was by then about to begin and both parties wished to ensure continuity of credit to sesame farmers. The first draft of the PIP was presented in early June, at the Project Steering Committee (PSC), as required by the project's Contribution Agreement (CA), and after receiving feedback and corrections the final version was presented and approved in July.

While the goal of PRODUMER II is to reach 1,000 producers by the end of the project, this year alone 949 producers received technical assistance in sesame production. It is expected that PRODUMER II will easily reach the target number of producers by the end of the project.

The main indicator of success of the PRODUMER II project is an annual increase in yields of between 6-10%, depending on the category of producer. This goal was not achieved this year, however, as torrential rains destroyed or affected significant areas of production. Of the 949 producers that planted sesame, only 800 were able to harvest, and many of those with drastically reduced yields. Yields this year were significantly lower than average yields achieved last year. These variations in weather patterns are beyond the control of the project, and are a risk noted in the project's LFA.

Excessive rains this year also created difficulties in establishing trial plots for diversification, a key project performance area. Trial plots were carried out for alternative crops to allow for diversification of income and to improve crop rotations. Trials included cowpeas, mung beans, peanuts, and yucca (manioc) during the postrera season, and irrigated vegetables during the dry season. Diversification trials in the postrera season suffered from the excessive rains, but farmers were encouraged by the high prices currently paid for mung beans (C\$400/qq) and cow peas (C\$800/qq) (compared to an average price of C\$553/ qq for sesame). Peanuts, tested in Ometepe, did fairly well, and though they have not yet been sold, farmers are indicating strong interest in expanding this option in the coming year.

Trials of vegetable production were carried out in coordination with several other partners. PFID F&V (a USAID funded project through the U. of Michigan) provided technical assistance directly to several producers, providing an important learning opportunity for the local agronomist as well. ARAS, a Spanish NGO in the region, has also provided some support and coordination in this area. CLUSA, a U.S. based NGO focused on cooperative support and specializing in organic production and marketing, provided training to project staff in issues pertaining to organic vegetables. International Development Enterprise out of Winnipeg sold small irrigations systems (100M2) to the project for \$50/unit (comparable systems are scarce in the market and cost \$250), and provided a full day of training from their expert from India at no charge. These systems are attractive as their low cost allows producers to begin working with drip irrigation systems and high value crops, with a minimum of investment and risk.

While the implementation of the technical production package for sesame that the project promotes has not been uniform among producers, there is increasing evidence of the impact that the package is having. The project technical staff collected results from a total of

approximately 20 producers from the different project regions, about half of which properly implemented the technical package, and half of which implemented production in the traditional manner, using only producers who were not significantly affected by excessive rains. **Producers that properly applied the technical package promoted by the project invested approximately 15% more per mz., but enjoyed yields approximately 60% higher than those that did not apply the technology. Because their quality was also better, those that applied the recommended technology received an average price that was 18% above the traditional producers. On the whole, NET INCOME for producers that applied the technology was 300% of the net income of the traditional producers. See Annex 1.**

Summary Results- Profitability Comparison

	Producers Using Tech.	Producers Not Using Tech.
Average Yield	9.82 qq/mz	6.24 qq/mz
Average Price Paid/ qq	C\$ 640.73/ qq	C\$ 541.50/ qq
Average Costs of Production	C\$ 2,390.90	C\$ 2,066.00
Average Income	C\$ 6,291.39	C\$ 3,378.96
Average Net Profit	C\$ 3,900.48	C\$ 1,312.96

While the above cited study is not generalizable due to the small sample size, one case in particular supports the results of the comparison. Diego Tremino is a producer that has been with the project for nearly 3 years, but had, to date, only partially incorporated the technology. This year he decided to establish one plot of 3 mz. to apply the full technical package, and the rest of his production he carried out as he has in the past. His yields in the plot where he applied the technology were approximately 13qq/mz, compared with 6 qq in the field with traditional production (similar to typical results of most of his neighbors). The quality of the product was significantly different, for which marketers paid him C\$600/qq for the product where he applied the technology, compared to C\$420 from his fields with traditional production. His NET INCOME from his test plot was more than 400% of his net income from his traditional field, even though his investment was nearly double. Mr. Treminio is now convinced of the importance of applying the full technical package, and is expected to become an important proponent in the region. See **Annex 2.**

Summary Results- Profitability Analysis: Diego Treminio

	Area with Technical Package	Traditional Prod. System
Yield/ mz	13 qq/ mz.	6 qq/mz
Price Paid/ qq	C\$ 600/qq	C\$ 420/ qq
Cost of Prod./ mz.	C\$ 2,965	C\$ 1,510
Income/ mz.	C\$ 7,800	C\$ 2,520
Net Profit/ mz.	C\$ 4,835	C\$ 1,010

The PIP established that management of the credit portfolio would be awarded to at least two MFI's based on a competitive bid. The bid was implemented and the evaluation of proposals was carried out in June. Selection criteria was based on institutional sustainability, interest rates, additional funds to be leveraged, loan turn around time, flexibility for collateral/ guarantees and geographic presence. Three MFI's were selected, one for each of the geographic regions: COFODEC for El Sauce, CARUNA for La Paz Centro and Mi Credito for Malpaisillo. According to the quarterly reports submitted by the MFI's and from anecdotal evidence from the field, both COFODEC and Mi Credito have been performing relatively well. CARUNA has been deficient in several areas, including loan turn around time, collateral demands, equitable access to women and additional leveraged funding, and as a result the project is inclined not to renew their contract when it ends in May of 2006.

The project has supported a number of exporters and producer leaders to participate in a training session offered through the World Bank on developing Traceability systems, one of the priorities of the project. Efforts to begin implementing these systems will begin in the upcoming year.

One of the important initiatives that PRODUMER has undertaken to help improve the organization of the industry has been to support the formation of an association of Nicaraguan sesame exporters, known as APEAN (Asociacion de Procesadores y Exportadores de Ajonjoli de Nicaragua/ Nicaraguan Association of Sesame Processors and Exporters). This association brings together the 5 principle Nicaraguan sesame exporters to address issues of common concern. Among the initiatives they have identified and prioritized are: 1. Lobby the Ministry of Agriculture to improve the supervision of certified seed production and ensure that producers have access to quality seed; 2. Develop common marketing initiatives to improve the perception of Nicaraguan sesame in the international market, and; 3. Develop 'country of origin' certification, to protect the image of Nicaraguan sesame. All of these initiatives stand to benefit the small producer in the long run. The marketing initiatives are expected to increase the sale of dehulled sesame, creating stronger demand (better prices) for sesame in general, and particularly for product that has spotting on the outer layer, a common problem for producers. The work to improve seed quality will directly benefit producers who have suffered over the past few years as seed quality has been declining. Exporters recently convinced the Ministry of Agriculture to allow them to supervise fields of seed in production, as well as seed that is in storage, waiting to be sold. Among the certified seed in storage, the exporters found excessively high levels of *batata* seeds. *Batata* is a weed that infests fields and strangles crops. Farmers have been complaining that this weed has been introduced to their fields from the certified sesame seed that they have purchased in the past, and this evidence would seem to confirm their assertion. The *batata* weed is problematic for the industry as a whole, as the seed is roughly the same size and weight as a sesame seed, making it difficult to eliminate. This has created problems with clients in Japan and is a threat to the industry. Furthermore, the fact that certified seed has such high levels of contamination is indicative of the lax supervision of seed production that also leads to other quality problems. However, the Ministry of Agriculture has shown a sincere willingness to collaborate¹, and with the support of the exporters, progress can be made to assure that producers regain their confidence in certified seed. See **Annex 3**.

The project continues to strengthen its' gender strategy. A key success in this area thus far, the project has succeeded in eliminating a significant historical yield gap (women's sesame yields being lower than men's) ranging up to 20%. At MEDA's invitation, a delegation from CIDA visited the project in November to help identify areas in need of strengthening. In January, the project hired Ivania Lopez Lovo², a consultant in gender equity, to work with the project gender specialist and other project staff to develop a deeper understanding of the areas of weakness, and to develop a strategy in consensus with the team to assure that gender equity is adequately incorporated into all areas of the project. The results of the work of the gender specialist can be seen in the annual work plan, modifications to the project indicators, and in the revised gender strategy attached in **Annex 5**.

Environmental stewardship training is also incorporated into the production training sessions, including themes such as stubble mulching, reforestation, living barriers, crop rotation systems,

¹ It should be noted that the Ministry of Agriculture has limited resources for supervision of seed production, which is part of the underlying cause of the problem.

² Ms. Lopez's CV may be seen in Annex 4

incorporation of green manures and other themes. The project has also been coordinating with the FAO to promote "Conservation Agriculture", which includes no-till agricultural practices and the use of green manures. These systems are much more environmentally friendly in the long run, as they reduce erosion and promote the development of bio-diversity within the soil, but they also have an important long term effect of increasing yields (as soil fertility improves) and reducing production costs. FAO will help to provide training to project staff, and promotion and trials of these systems with PRODUMER II producers will begin next fiscal year. One of the main barriers to implementing Conservation Agriculture is the lack of available equipment needed. To help overcome this barrier, MEDA is making an additional \$30,000 of its own resources available to the project to help finance this equipment for farmers.

In terms of the budget, the strong Canadian dollar, and some deferred spending have combined to keep the project well under-budget to date.

2. PROGRESS TOWARDS RESULTS IDENTIFIED IN LFA & PMF

Indicator	Base Line	FY06 Target	FY06	FY 07	FY 08	Acc. Res	Comments
Project Goal: Average Gross income of Sesame per mz. is increased by 25%.	Conventional: \$210.38 ³ Organic ⁴ : \$288.90 ⁵	Conv: \$227.91 Org: \$312.98	Conv: \$176.28 (\$206.27)* Org: \$294.40 (\$338.56)*				The gross income shown is calculated by multiplying actual yields by the baseline price (\$27.50/qq for conventional and \$40/ qq for organic), held steady for the LOP, to control for price fluctuations beyond the control of the project. * However, the adverse weather patterns this year affected yields across the region to such an extent that prices rose considerably (Conventional= \$32.18/qq, Organic= \$46.33/qq). Using these prices for the real, though perhaps unofficial, gross income calculation, shows conventional producers with roughly the same gross income as the baseline (Conventional- 6.41qq/mz * \$32.18/qq= \$206.27/mz., (a difference of only 2% from the baseline). Organic- 7.36 qq/mz * \$46/ qq= 338.56/ mz., (an INCREASE of 17%).
Performance Indicators							
Outcomes							
1 a. Increased sales of Nicaraguan sesame on the int'l. mkt.	10,410 tons	10,500 tn	n.a.				2005 export statistics show sales of sesame grown in 2004. Sesame grown in 2005 will show up in 2006 trade statistics, and will be

³ Average gross income per manzana is calculated as Yield (#qq)* Price per qq. As price may vary with fluctuations in world supply and demand, which are beyond the control of the project, it was agreed that for this calculation, price would be held constant at the 2004-05 level of C\$454/qq. This calculation will be carried out separately for Conventional and Organic. Avg. Conventional yield in Leon and Chinandega was 7.65 qq/mz. Avg price received C\$454, or US\$27.50 (C\$454/ 16.5= \$27.50). 7.65*27.50= \$210.38. Yields in Ometepe have been omitted from the calculation as they were exceptionally high last year.

⁴ Control price for Organic will be held at \$40/qq, slightly below last years price of \$45/qq, but slightly above this years price of \$37/qq.

⁵ This estimate uses only figures from León, as organic yields in Ometepe were exceptionally high in FY05, and inappropriate for measuring future results.

<p>1b. Annual Increase in Yields: 10% Type B Prod. 6% Type A Prod.⁶</p>	<p>Conv: A 8.6 qq/mz B 6.7 qq/mz</p> <p>Org. AO 8.9 qq/mz BO 7.0⁷ qq/mz</p>	<p>Conv. A 9.1 qq/mz B 7.3 qq/mz</p> <p>Org AO 9.4 qq/mz BO 7.7 qq/mz</p>	<p>Conv. A 7.34 (-15%) B 5.87 (-12%)</p> <p>Org AO 7.58 (-15%) BO 7.14 (+2%)</p>				<p>available in the next annual report. Excess rains and flooding across the region, associated with the increased hurricane activity, caused a significant decrease in yields for all crops in the region, and sesame was no exception. More than 7% of planted areas were lost, and most of those that did harvest saw yields 15% below yields of last year. Interestingly, in nearly all categories, women's yields were above men's yields. Only among the group B Organics did men slightly outperform women in yields obtained. For details of results by group and by gender, see Annex 8</p>
<p>1c. 60% of Producers Practice Crop Rotation</p>	<p>33%</p>	<p>40%</p>	<p>46%</p>				<p>In Ometepe, the project is initiated a trial with peanuts, which currently have a strong market. In other areas, the project is working with green manure crops, such as mung beans and cowpeas, which also currently enjoy strong demand in the local market. Additional work with fresh vegetables began after the end of the postera season.</p>
<p>1d. 65% Reduce Impurity to below 3%</p>	<p>Current reduce below avg.=3.79%</p>	<p>Avg. 3.5</p>	<p>66%</p>				<p>Overall, quality this year was much better than last year. This, in addition to training provided, made it feasible to reach this goal.</p>
<p>1e. Supply of quality seed from at least 2 sources is available to 80% of producers, including new varieties from MAGFOR</p>	<p>70% have access to seed from at least two sources.</p>	<p>70%</p>	<p>70%</p>				<p>Most areas have access to certified seed from at least two sources. Only Ometepe does not currently have access to certified seed sources, because they use a different seed variety appropriate to their growing</p>

⁶ See Annexes 6 & 7

⁷ This estimate uses only figures from León, as organic yields in Ometepe were exceptionally high in FY05.

									conditions. Improving access to certified or improved seeds in Ometepe will be an important step for the project.
2a. 500 loans provided to producers/ 25% female	397 loans	480 loans/ 23% female	623 loans/ 21% female						Mi Credito (formerly CHISPA) greatly exceeded their commitment to match loan funds received, making it possible to exceed the target. This compensated for shortcomings on behalf of CARUNA in disbursing funds and meeting leveraging commitments.
2b. Total loan value of US\$250,000	0	US\$190K	\$233K/ 8% female						The low percentage of the portfolio going to women, is explained by the fact that CHISPA is flexible in the kinds of guarantees it can accept. This allows women with difficulties presenting collateral normally demanded by credit institutions to access credit, but the amounts are less than what they would receive if they had real collateral.
3a. 25% of project participants are women	23%	23%	25%						The project will continue to try to increase this percentage, even though the indicator has formally been reached.
3b. 90 women generate and control new income from project supported activities	0	30	30						
3c. 10% of producers report improvement on Gender Attitude Survey	n.a.	n.a.	n.a.						Results to be measured at end of project.
4a. 60% of producers adopt improved environmental stewardship practices, and apply at least 2 sustainable farming methods.	n.a.	30%	94% apply 2+ practices, 62% apply 4+						
4b. 30% of producers demonstrate improved practices in pesticide application	20% use equipment	20%	37%						

5a. Existence of needs assessments, training records and performance contracts with each of the producer representative organizations	0							Needs assessment begun, but results not delivered by end of the FY. Results expected by May of 2006.
5b. 1 exporter and 100 farmers implement traceability systems	0			0		0		3 exporters and 3 cooperatives supported with traceability training. Initial work with traceability expected to start in FY07.
5c. 20% of producers sell more than one product to market by end of project	18% ⁸			18%		18%		Results of work in the current FY will likely be seen in FY07.
5d. 250 producers apply knowledge from business approach and marketing training	0			100		205 producers trained		Training provided to 205 producers in issues of business approach, profitability analysis and marketing. As the training was provided after harvest, application of lessons learned was not available in the current fiscal year.
Outputs								
1.1a. 70% of producers use certified seed	49%			60%		27%		Use of certified seed has drastically declined. Discussion with producers indicates that this is mainly due to two factors. First, the government subsidy for certified seeds was cut short this year. Second, there are notable and serious problems with the quality of certified seed available. Review of current stocks indicates that MAGFOR has had difficulty in properly supervising seed production. PRODUMER and the Association of Sesame Exporters have been coordinating with MAGOFR to take necessary steps to make improvements.
1.1b. 60% of producers apply at least 3 of the 4 key production practices	n.a.			40%		41%		While still on target for the year, it is important to note that reporting shows that women have slightly lagged behind men in application of technology. It may also be that

⁸ Excludes Corn and sorghum.

									women are more forthcoming about how production was managed.
1.1c. Improved access to irrigation through at least one partner-led irrigation technique/ initiative	5%		1%		1%				IDE sold 100 micro irrigation kits to the project at a low cost, and provided free technical assistance. These are being used as the basis for a pilot test, and if successful, PRODUMER will seek to expand the model using leasing.
1.1d. 5% of producers have registered to become certified organic	0		0		.9%				35 interested producers were identified, but in the end, only 7 registered to become organic. (6 women and 1 man)
2.1a. MEDA supports Nicaraguan exporters to establish at least 5 new external client contacts	0		2		0				Potential clients were identified in Q3 and Q4 FY06, however, as many of these were in Canada, they will be contacted in May '06 when the exporters participate in a trade fair in Toronto.
2.1b. Three market research reports and diagnostics are updated, info shared with partners	0		1		1- (IICA)				IICA recently published an in depth market study for sesame. No more needed for FY06.
2.1c. Information provided bi-annually to MAGFOR for sesame industry database	n.a.		Information shared.		No				MAGFOR representatives were invited to the PRODUMER office, and available data was shown. PRODUMER offered to share available data, but no solicitation has been received by MAGFOR.
2.1d. An objective quality grading standard exists for Nicaraguan sesame industry.	0		Industry standard established		In process				PRODUMER has coordinated with MIFIC, producers and exporters to begin the process of a common quality standard at the national level. Several meetings have taken place to review the current draft, but the process will likely not be completed by the end of FY07.
3.1a. Project staff participate in at least 2 gender training workshops during LOP	0		1		4				Four gender training workshop held for staff.
3.1b. 350 producers and spouses participate in gender training during LOP	0		75		125				125 participants (mainly women, wives of producers) in four different project areas received 1-3 training sessions on gender

4. 1a. 850 producers receive training in 6 cropping practices related to environmental management	0	500	543	related topics. 543 producers trained in at least one of six cropping practices
4. 1b. Code of environmental stewardship is included in contracts with PRGs, and reviewed and affirmed by their governing bodies by EOP.	0	Code developed and signed	No	Delays in the Needs Assessment process, a precursor to signing the Code of Environmental stewardship within the performance contracts, has delayed the fulfillment of this indicator. This will likely be carried out by Q3 FY07
5. 1a. Two representatives from each PRG receive training in marketing and exporting	0	Training provided	No	Training to be given in Q2 or FY07.
5. 1b. PRODUMER staff attend 80% of Sesame industry association meetings	80%	80%	n.a.	MAGFOR is officially in charge of convening the meetings of the industry association, but they held no meetings in FY06. PRODUMER has requested that responsibility for this activity be transferred to the project, but no response has been received to date.
5. 1c. References to gender issues exist within PRG policies	n.a.	Established	No	No review of cooperative policies carried out to date, due to delays in the Needs Assessment process. To begin in FY07.
5. 1d. Training given to PRGs according to assessed needs and agreement signed between MEDA and individual PRGs	n.a.	Training begun	No	To begin once needs assessment is complete (FY07).

3. ANALYTICAL COMMENTS ON VARIANCES BETWEEN PLANNED ACTIVITIES AND ACTIVITIES CARRIED OUT

The close of the FY06 fiscal year marks the end of the first year of activities in PRODUMER II. Activities in this first year have included the development of the PIP, carrying out the baseline study, implementing a new credit strategy, installing a more detailed monitoring system, and providing ongoing technical assistance, among others. In all, the project has gotten off to a very positive start. However, excessive rains/ flooding caused several challenges to implementing some proposed activities, and the timing of the termination of the PIP approval process with the start of the agricultural cycle created other challenges. At most, these challenges have represented minor delays to implementation of peripheral activities, and have not had a substantial impact on the overall project progress.

Technical assistance in production was provided to 949 producers, well ahead of what the project had expected in the first year, and nearly fulfills the project goal of reaching 1,000 producers. A sesame production manual is under development, and trials are being carried out for crops with the potential to provide options for diversification.

In general terms, the project is carrying out activities according to the plans laid out in the Project Implementation Plan. However, some of the details have had to be postponed or adjusted, as explained below.

1. Diversification: The project had expected to establish up to 90 mz of trials of new products for diversification. Planning was in place to exceed this goal, but untimely rainfalls in the primera season, made it impossible to harvest much of the green manure seed that had been identified. As a result, only 58 mz of trials were carried out with in the postrera season, and an additional four mz., of fresh vegetables trials were established after the close of the postrera season. These trails included:

Cowpeas:	10 mz.
Mung Beans:	12 mz.
Yuca:	1 mz.
Peanuts:	35 mz.
<u>Vegetables</u>	<u>4 mz</u>
Total:	62 mz.

As it was clear that the volume of trials would be far lower than expected, thesis students were not hired to help carry out the test plots.

2. Support to Producer Representative Groups (PRGs): Support and training for PRGs was programmed to start in the second quarter of FY06. The project has decided to carry out this work using the services of Del Campo, an umbrella cooperative. Working with Del Campo will allow for continuity and sustainability of services and support in the long run. Negotiations began in January, but Del Campo has been going through an intense process of internal administrative changes, and by the end of the fiscal year, this process had been started but was not yet completed. Training for cooperatives, guided by the results of the needs analysis, is expected to begin in early FY07.

3. Training for Producers: Training for producers had been programmed to begin in the first semester of FY06, but the PIP development process, coupled with activities related to the baseline study, left no time for training before the agricultural production cycle began. All

training was necessarily postponed until after the close of the postera production cycle in January. The normal window that the project will have for training producers runs from January through July. After this point, producers are occupied with production activities, and project staff is tied up with extension services.

4. Hiring Marketing Specialist: Project planning had foreseen the hiring of a marketing specialist at the start of the current phase. However, in the process of advertising the position, the Center for Exports and Investments (CEI), a local semi-public semi-private, export promotion agency, submitted a proposal to deliver the needed services, not as an individual employee, but rather on a fee for service basis. This was the best offer received, and a one year consulting contract was signed. CEI has done an acceptable job to date in implementing the assigned activities.

5. Market Study: As part of the activities planned for the first year of the project, PRODUMER had planned to carry out an in-depth market study of the world sesame market. However, during the course of the second quarter, it became apparent that it would not be necessary. The Instituto Interamericano para la Cooperacion Agricola (IICA) recently came out with a comprehensive study of the international sesame market. This study has provided an acceptable level of detail for the moment, and additional studies may be contracted to fill in gaps in the information provided by IICA, as they are identified.

6. Improved Seed: Improving the quality and genetic purity of certified seed available to producers is a priority of PRODUMER, exporters and producers. Discussions on the issue have been held between PRODUMER, the exporters association and CEO (the public entity in charge of these activities), but CEO has yet to produce a detailed plan and budget. It is expected that this will begin in early FY07.

7. Traceability: The project had planned on working with producers on developing traceability systems in this first year. However, as the systems were not in place, and training was provided for marketers during the postera season, implementation of traceability systems will not begin until this coming growing season.

8. Co-financing Marketing Trips: PRODUMER had budgeted funds to co-finance marketing trips for national sesame marketers, to help them open up new markets. Options were offered to marketers, but a trade show was not agreed upon until the last quarter of FY06, and will take place in the first quarter of FY07, though most of the costs had to be paid in this fiscal year.

9. Development of a Marketing Commission: Plans had been made to form a marketing commission of producer representatives from different geographic regions, and train them in marketing. PRODUMER contracted CEI to undertake this task, among others, but it was overlooked. This was partially due to the fact that CEI was hired late in the year, and was given little time to implement various initiatives. MEDA did note in the PIP that one of the challenges for the first year was going to be the implementation of some of the marketing activities, as a marketing specialist would be hired so late in the growing cycle. Formation of the marketing commission will be postponed until FY07.

4. PROBLEMS/CHALLENGES ENCOUNTERED, SUGGESTED MEASURES

1. Excessive Rains: The hurricane season of 2005 broke many recent records. These weather patterns that caused such destruction in the Southeast United States and Mexico, also resulted in excessive rains and flooding across Central America. Many farmers lost entire crops, or

fields, and in general, sesame yields were approximately 15% below yields of FY05. While sesame is particularly intolerant of excess moisture, nearly all crops suffered this year. Farmers that opted to plant corn or sorghum, the principle alternatives in the project areas, also suffered losses from the excessive rains. While sesame suffered a bit more in terms of yields, it still fared better than corn and sorghum overall. The price of sesame increased to C\$640/qq by the end of the harvest, while corn and sorghum prices remained flat at C\$100/qq.

It is important to note that farmers that planted on higher, elevated fields appeared to have much higher yields. As the heavy rainfall experienced this past season was predicted by experts, it will be important in future years to continue to monitor predictions of rainfall patterns, and in years of heavy rains, plant mainly in higher areas, and in years of low rainfall, focus planting on lower grounds.

In addition, diversification is an important strategy for dealing with adverse weather conditions. Choosing crops based on weather forecasts can usually help limit risks. Some crops, such as the fresh vegetables, can be grown in the dry season, using irrigation. This allows producers to be more productive in portions of the year when they normally have little activity, and they are less susceptible to adverse climate conditions.

2. Personnel Changes: PRODUMER II is implementing AgroMonitor, a monitoring and evaluation software package developed by MEDA in Peru. Tom Affleck, a Canadian hire to the project, was contracted to implement the software system, as he had worked with the system previously. Unfortunately, Tom began suffering health problems and was forced to return home in early September and to subsequently resign. This obliged the project to replace Tom with a local hire sooner than planned. This change will result in some unused funds in the budget for long-term Canadian hires, offset to some degree by the cost of the new local hire. This would have put the project slightly over budget in local personnel, but this is offset by the fact that the project did not hire a permanent staff person for the marketing position.

5. ANALYSIS OF CHANGES TO IMPORTANT ASPECTS OF THE PROJECT THAT HAVE BEEN OR SHOULD BE MADE

Gender Strategy: As the Project Implementation Plan indicated, adjustments to the gender strategy would likely be implemented once the results from the gender baseline survey were received. In addition to the results from the gender baseline survey, CIDA's Ottawa based gender specialist, Joelle Barbot-Coldevin, and the Nicaraguan based gender specialist, Araceli Trejos, visited with the project at MEDA's invitation and provided a number of suggestions for areas of the strategy that should be adjusted or addressed. In January, the project hired Ivania del Carmen Lovo Lopez, a well-qualified local gender consultant to help provide an overall review of the project and help review the gender strategy in light of the gender baseline survey results, the suggestions of CIDA's gender specialists, and the overall objectives of the project.

The gender consultant and the project gender specialist worked together to review available documentation, meet with men and women participating in the project in the different project regions, and meet with project staff to discuss the results obtained and to plan adjustments to the strategy.

The process was intensive and helpful for the entire team, as it brought out a number of dynamics that the technical team had not been aware of. It helped unify the concept of how the gender strategy should be implemented and reinforced the idea that the application of a gender focus is the responsibility of all team members.

The General Objective of the revised gender strategy is to assure that men and women have equal access to the opportunities, resources and benefits of the Project, and to raise the visibility of the important role that women play in sesame production. The project will attempt to achieve this objective through three Specific Goals:

1. **Assuring equitable access by women to project resources:** This would include measures to track female participation and incorporation in the project, and incorporating proactive measures in favor of women to overcome barriers they face in accessing services, resources, opportunities and benefits of the Project.
2. **Raising the Visibility of the Role of Women:** Raise the visibility of the important economic role that women play in agricultural production, as producers, co-producers, and spouses, for the recognition of the women themselves and in the larger Project context.
3. **Strengthen the technical and Management Team's Abilities in Gender Focus:** Use external training and other means to strengthen the abilities of the technical and management team to better incorporate a gender focus in all areas and activities of the project.

To support the improved focus on gender, MEDA is proposing the following package of changes to the gender related indicators currently reflected in the PIP. If CIDA approves of this package, the project will apply a revised set of ten indicators, two more than currently, for measuring the success of the gender strategy within the project. Some of these are existing indicators, some are adjustments to current indicators, some are new indicators, and one current indicator would be dropped. The revised sets of indicators proposed for the Gender Strategy are:

Existing Indicators MEDA proposes to retain:

1. 25% of Project participants are women (minimum)
2. Policies of PRG's are reviewed to assure references to commitment to gender equality.

Adjustments to other existing indicators proposed by MEDA:

3. Project indicators are disaggregated by gender, and Project resources and services benefit men and women in proportion to their numbers.
4. 90 women, spouses of producers or co-producers, involved in production of products relating to diversification (will include some women involved in small animal husbandry).⁹
(Previously focused on new economic initiatives)
5. 150 producer families (producers and spouses) participate in exploratory Focus Group Discussions (FGDs) on "Exploration of Family Income Security Strategies" (linking the gendered economic roles of men and women with impact on family incomes).¹⁰
(Previously was 350 producers and spouses participate in gender training)

⁹ This proposal reflects the realities that: Producer has already responded to the felt needs of 30 women and assisted them to set up piggery or layer micro-enterprises; and there are production cycle linkages between these activities and sesame (eg: forage, feed, organic fertilizer).

¹⁰ Using the topic of family income earning strategies which both men and women are receptive to discussing will naturally lead into explorations of productivity options and into allocation of men's and women's labour and from there to reflection on options for shifting gender roles and what changes (eg: in practice and attitude) may be needed to improve family incomes and income security. Producer will record and summarize the proceedings the FGDs, use the insights gained from the initial ones to guide discussions in subsequent ones and to guide wider project interventions as opportunities arise, carry out content analyses of these and share insights gained and lessons learned with CIDA through periodic reporting.

6. Content analyses of the proceedings of FGDs indicate participants are reflecting on need and opportunities to adapt gender roles, practices and attitudes in relation to Family Income Security Strategies.
7. Technical and management staff participates in at least 2 external trainings per year in themes related to gender focus for development projects. (*Previously 2 gender training sessions for LOP*).

New Indicators proposed by MEDA:

8. A study is implemented to document the participation of women in sesame production, and data is updated annually
9. The difference in sales price received for sesame by men (higher) and women (lower) is reduced by 15% by EOP, using 2005/06 sales figures as baseline.¹¹
10. At least three (3) inter-institutional agreements are established with other organizations working with gender equality in the Project areas.

Indicator to be dropped proposed by MEDA:

11. 10% of producers report improvement on Gender Attitude Survey¹²

The revised Gender Strategy may be found in complete form in **Annex 5**.

Conservation Agriculture: Conservation Agriculture (permanent cover crops, minimum soil disturbance (no-till soil preparation), and adequate crop rotation) is a system of agricultural production that, over time, reduces costs of production and increases yields. It has the added benefit of improving the biodiversity of the soil, reducing soil erosion and reducing contamination of watersheds. This system is a natural complement to the PRODUMER project, as it improves profitability while preserving the environment.

Promotion of Conservation Agriculture should be included as a key activity of the PRODUMER project. Training has already begun but one of the main barriers to incorporation of Conservation Agriculture is that it requires special planting equipment that is not readily available in the Nicaraguan market. MEDA has committed US\$30,000 in additional funding to help co-finance some of this machinery with producers, to diffuse this technology in the local market, but the project should consider making a small fund available to use as vouchers that partially subsidize the cost of the machinery for producers. MEDA believes that once a number of the machines are available in the local market, and demand for the machinery increases, they can easily be replicated by local manufacturers. However, if the supply is not stimulated through vouchers or other similar strategies, farmers will not become familiar with the technology, which will limit the demand, and no viable prototypes will exist in the local market, which will limit the supply. In short, without this stimulus to supply the local market with the needed machinery, Conservation Agriculture cannot be successfully expanded among small farmers in Nicaragua.

Test Pilot- Micro Leasing: Several of the strategies that PRODUMER has identified for improved farming (i.e. Conservation Agriculture methods) and crop diversification (electric pumps and micro irrigation units) require an up front investment in equipment (no-till seeders,

¹¹ Having already closed the ‘20% yield gap’, which is not a performance indicator in the PIP, closing the sales price gap is the next major opportunity for Producer to achieve tangible gains for women involved in sesame production.

¹² MEDA agrees with sentiments expressed by CIDA that this indicator is not proving as reliable or useful as had been hoped. It no longer seems to be a good investment of project resources to repeat this portion of the baseline survey at EOP given our joint lack of confidence in it.

micro irrigation systems, electric pumps) that constitutes a barrier to adoption. Some farmers have expressed that they have difficulties supplying the needed cash for these initial investments in one lump sum. One way to make it easier for farmers to adopt this technology and ensure that it is sustainable in the long run is to create a loan product, such as micro leasing, to finance this kind of investment.

Currently none of the MFI's the project works with offer equipment leasing products to their clients. ANED, an MFI in Bolivia with years of experience and funding from the IDB for micro leasing, has agreed to share its experience with the project, and to help develop a test pilot with the project. PRODUMER would propose using \$5,000- 10,000 of the project loan capital to initiate trials of micro leasing for equipment such as pumps, irrigation systems and no-till seeders that have been successfully tested by the project.

6. ANALYSIS OF PROJECT DEVELOPMENT

6.1 1000 Production Services, Technical Assistance and Training

1100 Improved Production

Extension and training services to producers began quite aggressively in FY06. Technical assistance in production was provided to 949 producers, which would put the project on target to exceed the estimated 1,000 producers during the life of project. While yields were low due to excessive rains and flooding, as noted above, it is important to note that the new monitoring system implemented by PRODUMER provides the project with a wealth of information it would not have previously had about producers' investment decisions and behavior. The AgroMonitor software that MEDA is using permits a much clearer picture of which producers are and are not adopting the improved production technologies promoted by the project. While flooding may have affected even some of the better producers' yields this year, application of the technological package is believed to be a critical factor for long term success. Those producers that resist the application of the technical package waste the extension workers' time and project resources unnecessarily. After discussing this issue with the technical team, it was decided that the project will review producers individually, and may expel some from the project and give others a warning. Each producer signed a formal agreement at the start of the project, which included a commitment to incorporate the training provided. The individual agreements with each producer clearly stated that failure to fulfill the terms of the agreement was cause for expulsion from the project.

One of the significant concerns of the project has been to assure that activities and initiatives benefit men and women equally. As part of this concern, PRODUMER has been making a concerted effort to increase the number of women participating in sesame production. In FY06 the project reached its' LOP target of increasing the percentage of female producers to 25%, mainly by entering the San Agustin community, that had a large number of female producers. While this target has been met, PRODUMER will continue to aggressively try to incorporate greater numbers of women into sesame production.

While the number of women participating in the project is important measure of gender equality, production yields among men and women are also an important consideration. **It was noted at the end of Producer 1 that, in some communities, sesame production yields for women lagged substantially behind those of men, often by as much as 20%. Producer II is paying special attention to this closing this gap. In FY06, women's sesame yields consistently EXCEEDED those of their male counterparts. Only a small group of 18 women of the "B Organic" producers performed slightly below their male counterparts**

(6.98 qq/mz. vs. 7.18 qq/mz.). In all other categories, yields for females were consistently above yields of men.

Group	Sexo	Area mz.	# Producers	harvested	Yield
Group A	F	124.75	44	1,011.18	8.11
	M	659.50	253	4,742.57	7.19
	Total	784.25	297	5,753.75	7.34
Group A, Organic	F	17.00	10	150.00	8.82
	M	108.00	58	797.89	7.39
	Total	125.00	68	947.89	7.58
Group B	F	335.25	146	2,020.50	6.03
	M	975.25	309	5,668.15	5.81
	Total	1,310.50	455	7,688.65	5.87
Group B, Organic	F	29.00	18	202.56	6.98
	M	94.00	46	675.14	7.18
	Total	123.00	64	877.70	7.14
Total	F	506.00	198	3,384.24	6.69
	M	506.00	218	3,384.24	6.69
	M	1,836.75	666	11,883.75	6.47
	Total	2,342.75	884	15,267.99	6.52

Finally, one of the important observations made by the gender specialist hired by PRODUMER to help review the project gender strategy, is that the classification of producers as 'male' and 'female' may be expedient and pragmatic, but it does not effectively capture the reality of how sesame production is managed. The project has been identifying producers as 'male' or 'female' based on which person in the household assumes the risk and assumes responsibility for production decisions. What was often going undetected was that in many cases where the male was identified as the principle producer, the spouse was also playing an important role, and not just as unpaid labor. Women were assuming sole responsibility for certain specific aspects of the productive process, were assuming at least some of the risks, and/or played a vital role in joint decision making with her spouse in investment, production and marketing decisions. It has become apparent that the project needs to create an additional classification of 'co-producers' to help highlight the importance of women's role in sesame production, and to make this more visible. In spite of the fact that they are playing a critical role in the productive process, many of them do not even see themselves as producers. This issue will need to be addressed in the upcoming years of project activities.

1400 Environmental Development

As noted in the PIP, project training for producers incorporates a series of production techniques which are designed to protect the environment and to improve yields in the long term. These techniques include incorporation of green manures, promotion of crop rotation, stubble mulching, establishing of living barriers, support for reforestation, and other practices. The goal is to protect the environment, the producer's principle production asset, making him or her more profitable in the long run.

In addition to these activities, PRODUMER II has been actively coordinating with the FAO in the promotion of 'Conservation Agriculture', a series of practices that are also designed to preserve the environment, increase yields, and in the long term, reduce costs. Conservation Agriculture, often known as 'no-till' or 'low-till' agriculture, is based on the principles that the soil should be

disturbed as little as possible, and that the soil should never be left unprotected- there should always be a cover crop. By practicing crop rotation and layers of mulch to accumulate on the ground this production system mimics the way nature protects soil and increases fertility. Conservation Agriculture naturally controls weed growth, reduces soil erosion, regenerate soil biodiversity, and improves fertility. This practice, if correctly incorporated, could have an important effect on yields and on the environment. The project will be investing resources into training its staff and on promoting this system in the project areas. As noted earlier, MEDA believes that promotion of Conservation Agriculture should be incorporated into the Production/ Environmental strategies of the project, and is investing an additional US\$30,000 of its own resources to help promote the system.

1500 Production Financing

As planned in the Project Implementation Plan, PRODUMER II held a competitive bidding process for the management of the project loan fund. The purpose of bidding out the loan fund management was to seek the most competitive services for producers, while assuring sustainability in the long run. Proposals were evaluated based on the main criteria identified by producers in a planning meeting at the beginning of the year, and included: institutional sustainability, interest rate, collateral demands, additional leveraged loan funds, loan approval turn around time, and geographic proximity of MFI offices to the communities for which they were bidding. Of the four proposals received, CARUNA, COFODEC and Mi Credito (formerly CHISPA) were each allotted a portion of the loan portfolio, and a general geographic location, as stipulated in the terms of reference. The loan fund for FY06 was assigned as follows:

<u>Location:</u>	<u>MFI:</u>	<u>PRODUMER US\$:</u>	<u>Amount of loans US\$</u>
La Paz Centro	CARUNA	\$41,400	US\$ 30,621
El Sauce	COFODEC	\$47,000	US\$ 44,837
<u>Malpaisillo</u>	<u>Mi Credito</u>	<u>\$63,000</u>	<u>US\$ 158,289</u>
TOTAL		\$151,400	US\$ 233,747
			Cdn\$292,183

Producers have seemed to be generally satisfied with the performance of both COFODEC and Mi Credito. COFODEC has gained favor with producers because of its' low, 17% annual interest rate. Mi Credito has interest rates similar to those of CARUNA (3% monthly), but it is much more flexible with collateral, and is more agile in dispersing credit. Additionally, it should be noted that Mi Credito loaned out more than twice as much capital to producers as they received from the project, and the ability to make more loan capital available was an important criteria flagged by producers. Complaints did come from some producers regarding Mi Credito's services at the end of the cycle because of lack of clarity and transparency in payments due, but these appear to have been resolved.

The weakest performing institution to date has been CARUNA. They were very slow in approving loans, they are much more demanding in terms of collateral, and they have fallen far short of their commitment to leverage additional loan funds. CARUNA's internal bureaucracy led to delays in disbursing loans, and by the time they had the resources available, it was too late for many farmers. Others became discouraged by CARUNA's excessive collateral demands, which include formally registering all significant collateral at the farmers' expense. This represented a large hidden cost, and many farmers were unwilling to assume that cost. As a result, even though CARUNA had committed to matching loan funds received from the project

with an equal amount of their own resources, they were not even able to lend out 75% of the loan funds received from the project. In general producers have expressed dissatisfaction with the services received from CARUNA. PRODUMER recommends that the contract with CARUNA not be renewed, and that the loan fund be channeled through Mi Credito, COFODEC and perhaps one other service provider that may be identified in the future.

Gender equity in loan distributions is an issue that the project must continue to investigate and analyze. The table below demonstrates the percentage of female clients and the percentage of the total loan portfolio loaned to women for each of the three MFI's contracted by PRODUMER.

MFI	% female clients	% portfolio w/ women	Avg. Loan size- Males	Avg. Loan Size- Females
Mi Credito	28%	6%	\$562	\$97
COFODEC	10%	8%	\$241	\$206
CARUNA	18%	15%	\$467	\$377

Mi Credito has the highest percentage of female clients (even above the overall percentage of women participating in the project), but the greatest disparity in loan size between men and women. This is likely due to the fact that Mi Credito is the most flexible in the forms of guarantees it accepts, but in general women have less collateral to offer than men. Mi Credito does have a policy of incremental increases in loan sizes for clients in good standing, so the average loan size for individual women would be expected to increase over time.

COFODEC shows less disparity in loan size between men and women, but a lower percentage of female clients. It should be noted, however, that COFODEC services an area in which PRODUMER has the lowest percentage of female producers. The percentage of female clients is more or less correlated to the percentage of female producers affiliated with the project.

CARUNA also shows less disparity in average loan size, but deficiencies in the percentage of female clients (without the same justification as COFODEC). In general, CARUNA's collateral demands made it impossible for many producers- male and female- to access credit, but this to have affected women to a slightly greater extent than men.

1700 Partnerships

1710 Irrigation Research: An informal partnership is being forged between PRODUMER and International Development Enterprise (IDE) for the provision of small irrigation kits, appropriate for small producers with little experience in drip irrigation systems. IDE sold one hundred kits to the project for approximately \$50/kit (though additional barrels required brought the price/unit up to @\$70/unit). In addition, IDE provided technical support in to the project in system installment (via an expert from India) at no cost. These kits are seen as an attractive option for small producers, in that it allows them to work with irrigation systems on a small scale, and to expand gradually. Other similar systems in the market sell for at least \$250.

1750 New Product Development: Diversification is an important component within PRODUMER II. While sesame is likely to grow in importance in the future, particularly with the emergence of CAFTA, the project recognizes that dependence on one crop leaves producers very vulnerable. And while diversification is important, the project must maintain its focus on sesame, where it has developed considerable expertise. Incorporation of diversification must be carried out in coordination with other organizations that can bring greater expertise in new crops, in the same

way that PRODUMER brings expertise in sesame. To date, the following partnerships have been formed to support the implementation of crop diversification:

a. PFID-F&V, a USAID funded program out of Michigan State University which specializes in providing production and marketing support in fresh fruit and vegetables, is providing a technician specialized in horticulture to support PRODUMER producers in new crops. Crops supported include onions, tomatoes and peppers. All of these crops enjoy strong demand in the local as well as regional markets, and appear to be quite profitable. The support from PFID-F&V in this area is expected to continue until April or May, 2006, when their contract with USAID ends, though there is talk of a contract extension.

b. INTA, the government agricultural research center, and PRODUMER II, signed a cooperation agreement at the start of the project. As part of this agreement, and among other forms of support, INTA is supplying the project with seeds of new, alternative crops, such as improved manioc varieties, to test with project producers.

c. CIAT: CIAT has developed considerable experience in the implementation of green manure crops in recent years, and it is expected that this may play an important role in improving sesame yields. CIAT recognizes that for these crops to be implemented by producers in the long-term, they must generate economic benefits in the short-term. To this end, CIAT has been working to develop the systems of using green manures as high value animal feed for cattle during the summer months, which would provide a solution to a chronic problem faced by many producers. CIAT has provided information on selection of green manure crops, and is expected to support the project in upcoming years with additional green manure seeds and training in the incorporation of legume crops in the elaboration of silage. .

d. Cukra: Although peanut production is currently experiencing a boom in Nicaragua, and is seen as a viable productive option for some of the project regions, peanut seeds are difficult to obtain. There are currently no independent suppliers of certified peanut seeds in the local market. Only large peanut exporters have seed available, and will only provide them to producers as part of a production contract. For the project's organic producers, this was a problem, since these companies are not certified organic. Therefore, the project management took the lead to explain to Cukra, the main peanut exporter in Nicaragua, the need for a small amount of untreated seed (to maintain the organic status) for production with a small group of organic farmers and was able to procure peanut seeds for pilot trials in Ometepe. If successful, this may provide an important option for these producers to diversify their incomes.

e. CLUSA: The Cooperative League of the United States of America (CLUSA) has a large program in Nicaragua to support small producers in production and marketing of organic fruit and vegetables. Given the support that PRODUMER is providing for production of fresh vegetables, CLUSA's support was sought for training project staff and producer leaders in production techniques and marketing opportunities for organic vegetables. Training was provided in El Sauce for approximately 15 producers from different project regions.

1790 Literacy Training: For the current phase, the project is no longer implementing literacy training, but will make efforts to identify partners that can make literacy training available to our producers. To this end, discussions have been held with World Vision International, which may be able to offer literacy training to producers in El Sauce in upcoming years though they are not able to at present. In addition, PRODUMER has attempted to coordinate with the Ministry of Education in Rivas and Leon, but results have not been attained to date.

6.2 2000 Marketing Services and Business Training

2100 Business and Marketing Training for Producers and Associations: Training has been provided to 205 producers in business and marketing issues (profitability of applying technology, focus on quality, traceability, etc.).

2200 Support Sesame Trade Association: To date, the Ministry of Agriculture is in control of the sesame industry association, but they called no meetings during FY06. PRODUMER has suggested that responsibility for the association be transferred to the project, but MAGFOR has yet to respond. PRODUMER has organized a meeting of the Nicaraguan Association of Sesame Processors and Exporters, and this has generated important results to date (coordinated marketing efforts, improving certified seed, etc.). PRODUMER has also been communicating with UNAG to support the development of a producers' association, and this would be an ideal counterpart to the exporters association. In addition, the project will continue to coordinate with MAGFOR to assume control of the sesame industry association.

2300 Gender Equality: See Section 9 below.

2400 Environmental Development: Environmentally friendly production techniques, including stubble mulching, green manures, live barriers, reforestation, crop rotation and other techniques are incorporated into ongoing training for producers. Furthermore, PRODUMER has implemented a series of initiatives aimed at promoting Conservation Agriculture. This is seen as an important strategy for improving productivity while preserving the environment. This is likely to be an increasingly important element in the upcoming years.

2500 Quality Management/ Traceability Systems: PRODUMER assumed a portion of the cost of participation in training in the development of traceability systems (offered by the World Bank) for several key marketing agents, producer leaders, and project staff. This training, which began in mid September and ran through December, provided a theoretical basis for establishing traceability systems, and is expected to help lay the foundation for the development of traceability systems in the upcoming years. Exporters in particular are increasingly aware of the need to develop traceability systems, and are requesting the project provide them with additional support in this area.

2600 Market Linkage Development: Contact information for buyers in Canada and the United States has been developed. Direct contacts will be made with these potential clients in April/May in conjunction with exporters' participation in a trade show in Toronto.

2700 Producer Organization Capacity Development: Activities in producer organization capacity development were postponed until the 4th quarter, in order to avoid conflicts with production activities. PRODUMER had been coordinating with Del Campo, an umbrella cooperative organization, to deliver these services, but Del Campo underwent a change in management. This delayed the process. A needs-analysis of the project cooperatives has been initiated and is expected to be completed by May 2006.

6.3 3000 Project Management and Administration

3100 Headquarters Management and Administration: Canadian based headquarters staff has played an important supporting role in project activities to date. Headquarters management assures that the project policies and direction are well-guided and keep the project on course to fulfill all established goals. Nigel Motts, the Canadian-based project supervisor for MEDA, has visited the project twice since April to support the PIP writing process and to review the inception of project activities. Additional support has also been provided from MEDA's headquarters in financial reviews, internal audits and reviews of specific strategies for gender and credit.

3200 Nicaraguan Management and Administration: Nicaraguan based management has fulfilled expectations by keeping operations on track, incorporating new initiatives and making adjustments when necessary, and by assuring that administrative systems and reporting requirements are carried out as per the Contribution Agreement.

Aside from coordination with MEDA and CIDA, the Nicaraguan based project management has also been actively coordinating with local municipalities and other institutions in the project areas. To date, meetings have been held with the municipalities of El Sauce, Moyogalpa, El Jicaral and La Paz Centro.

3300 Reporting: All reporting implemented according to Contribution Agreement.

3400 Monitoring and Evaluation: As noted earlier, this year marked the first year that PRODUMER has implemented the AgroMonitor software system. This system has allowed the project to organize technical assistance to a much greater degree, and has provided a wealth of information that is useful to the project. The monitoring system requires project agronomists to visit each producer at least 5 times during the production cycle, and provides detailed information on the result of each visit, which practices the producer is incorporating, and how the crop is progressing. While the system allows for much greater detail and organization, this was the first time the project has implemented the system. Several weaknesses have been identified that can be improved in upcoming years. PRODUMER expects that in time, the AgroMonitor system will provide markedly improved data for analysis.

7. ANALYTICAL COMMENTS ON FINANCIAL REPORTS

As noted earlier, excessive rains and logistical problems that arose from the timing of the PIP elaboration and baseline processes, made it difficult to implement all foreseen activities in the current fiscal year. These factors, coupled with the strong Canadian dollar, helped keep the project well below budget. No line items have exceeded their budget, and almost all were well below budget. Although spending in FY06 was well below budget, it is fully expected that under-spending this year will be compensated in future years, and that the project is still on course to use its full budget.

8. PLANNED ACTIVITIES FOR NEXT SIX MONTHS

The main activities for the next six months can be summarized as follows:

1000 Production Services:

1. Re-stratify producers (Incorporate the option of 'co-producers): As the project has reviewed gender roles among producers, it has become evident that a simple division between male and female producers does not accurately represent the way sesame is produced. While many households do have either a male or a female solely in charge of sesame production, there are often cases where PRODUMER may have the male head of household listed as the project participant, but that the wife (or perhaps the daughter) may assume responsibility for certain aspects of the production cycle, or decisions regarding production may be made jointly. This is not a simple judgment to make, in which clear, objective criteria can be used. However, even an imperfect system is likely to better reflect the reality of the participation of women in sesame production, and will allow the project to better respond to the unique needs of this group of women. The simple act of recognizing these women's role as co-producers is an important step in highlighting women's role in sesame production.

2. Prepare demonstration plots: Demonstration plots are an important mechanism for transferring technology, and its practical nature makes it particularly useful. PRODUMER will attempt to make the most of these demonstration plots for a number of production techniques (conventional sesame production using key techniques, organic sesame production, diversification, Conservation Agriculture (no-till), etc.) using thesis students from local universities to establish the plots and supervise the plots, and to provide proper documentation on the results of each trial for PRODUMER's records.

3. Review credit contracts: Contracts with financial institutions to manage the credit portfolio are coming to a close. These contracts were for nine months, with the option of being renewed for an additional year, depending on performance. As noted earlier, CARUNA has showed several deficiencies in its management of funds received, and a decision must be made as to whether or not to renew the contract.

4. Begin TA in sesame: Technical assistance in sesame production begins in Ometepe in the month of May, and in Leon/ Chinandega in July. An additional technician will likely be hired, and producers that have not shown interest in implementing the technical package will be dropped from the project.

5. Begin work to improve genetics of certified seed stock: PRODUMER and CEO are currently coordinating an initiative to improve the genetics of the certified seed available to producers. This will require several production cycles to achieve, but this initiative holds the potential to have an important impact on the industry.

6. Implement Gender Training for personnel and producers: Training for project personnel as well as producers, in themes of gender and masculinity to begin in the first semester of FY07.

2000 Marketing Assistance:

1. Attend Trade Show/ Meet with Potential Buyers in Toronto: In May 2006, the Nicaraguan Association of Sesame Processors and Exporters will be attending a trade show for the baking industry of Canada in the city of Toronto. The purpose of this show will be to try to expand the market for de-hulled sesame from Nicaragua (an issue of strategic interest for producers and exporters alike). This opportunity is particularly interesting in that it is not an individual exporter participating, but rather a group of exporters, with the intention of increasing sales, and also raising the profile of Nicaraguan sesame as a whole.

2. Hire marketing specialist: The decision was made in FY06 to use CEI instead of hiring a marketing specialist. This contract has had certain advantages, but it has become clear that it is important for the project to have its own professional staff person dedicated to this issue. A marketing specialist will be hired by the second quarter of FY07.

3. Training for producers in marketing issues: Training for producers in issues of marketing were begun in FY06, but additional training remains pending. The project plans to offer training to producer leaders and cooperative boards in exporting and marketing in early FY07.

4. Training for Producer Rep Groups according to needs assessment: The needs assessment of cooperatives is currently being completed, and this will provide a basis to design training modules tailored to the needs of each cooperative, to be implemented in FY07.

9. GENDER EQUALITY MEASURES

Despite the very limited financial resources provided, PRODUMER II is committed to championing gender equality and is making solid and fruitful progress to achieve practical gains for women, both internally at all levels of the project and on the ground (where it counts most). This investment is beginning to yield significant results. Increased attention to disaggregating indicators by gender is helping the project to see some of the areas it has been successful in assuring that all project services and resources are equally accessible to men and women, and some areas where increased attention must be paid.

The following achievements to date are noted:

- Although this is not a performance indicator in the LFA, Produmer has eliminated the estimated 20% sesame yield gap (women's yields being historically being lower than men's). Women are now fairly consistently out-performing men in productivity. Disaggregated yield data indicates that on average, women in Conventional production (both 'A' and 'B' groups), and the 'A' group of organic producers consistently outperformed their male counterparts. Only a small group of women in the 'B' Organic category was very slightly behind men in the same category. This appears to be due, at least in part, to increased attention given to female producers by project agronomists.
- Women represented the largest portion of the number of producers registering to become organic for the first time. Of the seven producers that registered, six were women.
- 25% of project participants are women. In this sense, the project has already achieved its' LOP goal, and will continue to push to increase this percentage even higher.

Disaggregating results by gender also shows areas in which women will need greater attention in the future. This is particularly true in the area of marketing. On average women were less likely to reduce the level of impurities of their product to below 3%, and this may partly explain why women sold their product, on average, for a lower price than men (among conventional producers, men sold their product at prices 12% higher than prices received by women). This figure indicates that the project will need to provide greater assistance to women in marketing their product in the future.

In addition to the results achieved noted above, the project also achieved the following results in its goal to make services and resources equally available to men and women:

- Organized 4 women's groups (approximately 100 women in total) and held periodic meetings to discuss issues of relevance.
- Trained project personnel (4 sessions) in issues related to gender equality.
- Three related gender training sessions were implemented (mainly with women) in four project areas (12 sessions total) with a total participation of 125 women.
- Business training (accounting) provided to 88 women, followed by an exchange with women that have experience in managing their own micro enterprise.
- One hundred women received training in small animal husbandry.
- Thirty women began new economic initiatives.

Beyond these activities, a great deal of time and effort has been devoted to trying to revise and further strengthen the overall project gender strategy. PRODUMER invited and hosted a visit by CIDA gender specialists, who provided input on areas that could be improved, and PRODUMER hired a local gender specialist as a consultant to help review the project, meet with staff and

producers, analyze needs and suggest strategies to improve the way the project addresses gender inequality.

The revised gender strategy, presented in this Annual Report, focuses on incorporating gender into all project activities in a more coherent manner. All indicators were reviewed, and a gender focus was applied, to assure that where necessary, the project is making sure that benefits accrue to men and women equally. Greater emphasis is being placed on providing gender training for all project staff, to providing them with the tools needed to make sure that women are adequately represented in the project, and to ensure that they have the tools needed to address women's specific problems and needs. The project has added a new classification of producers, 'co-producers' (rather than only 'male' or 'female'), to better capture the reality that, in many families, women play an important role, though often invisible role, that should be more clearly recognized, recognition opening the door for Prosumer II to tailor its' activities in ways that better respond to the different circumstances of this group and to the needs of women newly recognized in this classification.

10. OTHER IMPORTANT ISSUES AFFECTING PROJECT IMPLEMENTATION:

None. All salient issues have been identified and discussed above.

Annex 1: Profitability Analysis of Application of Technology Promoted

Components	Technology	Traditional
Clearing	104.09	140.00
Tractor plowing	110.00	0.00
Animal traction plowing	54.55	89.00
Green manures	0.00	0.00
Grading 1	179.09	112.00
Grading 2	162.73	76.00
Rows	79.29	98.00
Planting	78.57	83.00
Fertilizers	216.73	155.00
Manure	23.64	3.00
Foliar	13.64	3.00
Seed	48.41	59.50
Thinning	183.64	109.00
Weeding	287.27	249.00
Urea	290.00	342.00
Insecticides (Chem)	117.27	134.50
Insecticides (Organic)	2.73	0.00
Cutting/ Stacking	328.64	268.00
Bagging	99.27	135.00
Transport	11.36	10.00
Yield per mz	9.82	6.24
Sales Price/ qq	C\$ 640.73	C\$ 541.50
Total Production Costs	C\$ 2,390.90	C\$ 2,066.00
Total Income per mz.	C\$ 6,291.39	C\$ 3,378.96
Net Profit	C\$ 3,900.48	C\$ 1,312.96

Annex 2: Profitability Analysis- Case of Mr . Diego Treminio

Profitability Analysis- Diego Treminio

Components	Costs (C\$)	
	Technology	Traditional
Tractor	400	0
Grading 1	180	180
Grading 2	180	360
Rows	100	50
Planting	150	200
Fertilizer	520	0
Seed	102	60
Thinning	100	0
Weeding	160	160
Urea	400	0
Insecticide	60	0
Cutting/ Stacking	300	300
Bagging	213	100
Transportation	100	100
Yield x Mz	13.00	6.00
Sales Price	600	420
Total Production Costs	2,965	1,510
Gross Income per mz	7,800	2,520
Net Profit	4,835	1,010

Annex 3: Minutes of First Meeting of the Nicaraguan Exporters Association

AYUDA A LA MEMORIA:

REUNION DE LOS EXPORTADORES DE AJONJOLI DE NICARAGUA

El día jueves, 12 de enero, a horas 9:30 a.m. se reunieron los Sres. Erich Eger (Agro-Inter), Roger Ali Romero (Del Campo), Stephen Rannekleiv (MEDA PRODUMER) y el Ing. Marcio Perez (MEDA PRODUMER) en las oficinas de Del Campo en la ciudad de León. Se le había invitado a la reunión al Sr. Eduardo Mantica, pero que no pudo llegar por conflictos en su agenda.

El propósito de la reunión fue de analizar la opción de formar una organización de los exportadores de ajonjolí del país, para velar por los intereses comunes de la industria. Con este propósito, se propuso la siguiente agenda:

- 1. Definición de agenda.**
- 2. Intercambio de ideas de temas de interés común, tendencias actuales del mercado/ la industria, como:**
 - a. Marca País**
 - b. Calidad**
 - c. Imagen de Nicaragua en el mcdo. Intl.**
 - d. Acceso a mercados para descortezado**
 - e. Otros**
- 3. Trazabilidad**
- 4. La feria y giro comercial a Canadá y EE.UU.**
- 5. Estructura (formal o informal) del grupo y membresía (Nicaraocoop? APRENIC? Otros?)**
- 6. Otros**

Los presentes dieron por aprobada la agenda, y se procedió a un análisis de los desafíos que enfrenta la industria de ajonjolí actualmente. Entre otros, se mencionaron los siguientes:

1. Problemas de productividad y de calidad en la producción.
2. La falta de un apoyo consistente al sector
3. La falta de unidad entre exportadores (como se ve en Guatemala)
4. Se mencionó como riesgo potencial la pérdida de la 'Marca País' o identidad de origen, que le ha afectado a Guatemala por la triangulación de producto, y por lo tanto, Guatemala esta contemplando hacer esto desde Nicaragua, lo cual comprometería la imagen de calidad que tiene el país.
5. Se habló de los problemas de productividad, y se identificó los siguientes como las principales barreras:
 - a. Falta de asistencia técnica
 - b. Falta de acceso a crédito
 - c. Problemas con semillas
6. Se mencionó que el área sembrado este año es menor que el año pasado, y se mencionó como causas lo siguiente:
 - a. Falta de semilla del programa 'Libra por Libra'
 - b. Decepción con precios del año pasado, debido a expectativas altas que se había creado.
7. Se hizo notar que la falta de consolidación de los exportadores en los mercados externos trae consecuencias directas a los productores, ya que los productores de Guatemala reciben hasta \$10/qq más que los productores de Nicaragua.

En base a este análisis, los presentes opinaron que la formación de una asociación de procesadores y exportadores podría ayudar a dirigir y mejorar la situación de la industria del ajonjolí en Nicaragua. Entre otras cosas, la asociación podría tomar medidas como:

1. Exigir mejoras en la semilla que se provee a los productores
2. Presionar al gobierno para no dejar entrar ajonjolí importado (para triangulaciones)
3. Mercadearse al exterior de forma mas consolidada/ vender la imagen de calidad
4. Buscar medidas estratégicas para mejorar la producción y comercialización del ajonjolí en Nicaragua.
5. Etc.

Para esta asociación, se pretende invitar a las empresas que exportan con valor agregado y que tienen un compromiso con el bienestar de la industria a largo plazo, y no así cualquier empresa que exporta ajonjolí. Existen varias empresas que se dedican al ajonjolí de una manera puntual y oportunista, y que no tienen interés y compromiso con el largo plazo. Se busca a las empresas con un alto nivel ética, un alto nivel de compromiso con la industria, una visión de proteger al negocio en el largo plazo, y un compromiso de desarrollar cada vez mas los mercados directos. En este sentido, los presentes llegaron al consenso de incluir/invitar a las siguientes empresas como “fundadores” de la asociación:

1. Del Campo (Roger Ali Romero)
2. Agro-Inter (Erich Eger/ Diego Vargas)
3. Sucesión Mantica (Eduardo Mantica)
4. Nicaraocoop (Jairo Guillen)

Estas cuatro empresas formarían la asociación de procesadores y exportadores. En el futuro, estos mismos, como grupo, podrían invitar a otras empresas para integrarse a la asociación si ven que cumple con las cualidades que se busca.

Asimismo, se le invitó a MEDA PRODUMER (Stephen Rannekleiv) para acompañar a la asociación, siendo que la formación de la asociación fue una sugerencia suya. MEDA PRODUMER se ofreció para ayudar a formalizar la asociación para que tenga mayor peso delante de los diferentes organismos nacionales e internacionales.

Con esta decisión tomada, se decidió que quedarían dos pasos inmediatos:

1. Solicitar la afirmación y compromiso de Sucesión Mantica y Nicaraocoop de integrarse en la asociación.
2. Que todos los integrantes a la asociación elaboren algunas ideas de los **Propósito de la Asociación**. Se acordó que MEDA haría la ayuda a la memoria de la presente reunión y que coordinaría la recepción de los borradores de los Objetivos de la Asociación, y que haría un borrador consolidado en base a lo recibido. Este borrador se analizara en la próxima reunión que se llevara a cabo el día jueves, 19 de febrero, en la ciudad de Chinandega, en el restaurante “El Granadino” a horas 9:00 a.m.

Dejando los otros temas de la agenda pendiente, se dio por terminada la reunión a horas 12:00 del mediodía.

Annex 4: Curriculum Vitae of Gender Consultant Ivania del Carmen Lovo Lopez

CURRÍCULUM VITAE

IVANIA DEL CARMEN LOVO LÓPEZ

Licenciada en Psico-Pedagogía
Especialista en Aspectos Sociales / Género y Desarrollo

Teléfonos 2799951 – 08806868
E-mail: ivalovo60@terra.com
coppens@veconic.org.ni
Colonia 4 de Mayo, casa #24, Ticuantepe, Managua-Nicaragua

Educación y entrenamiento Profesional

Fecha	Institución	Títulos - cursos	Calificación/Grado obtenido
Octubre 2001	UNAN	Curso de Antropología: Cultura y Desarrollo Comunitario	Postgrado
Septiembre 98 a Setiembre 99	Universidad Rafael Landívar Guatemala	Especialista en Estudios de Género	Postgrado
Entre 95 y 92	Instituciones varias: org, o nacionales e internacionales y Proyectos de Desarrollo	Cursos -talleres diversos sobre: Desarrollo comunitario. Metodologías de investigación Planificación, Monitoreo y Evaluación De Proyectos. RN/Medio Ambiente. Derechos Humanos-Desarrollo Hum. Liderazgo y Desarrollo Personal.	Capacitaciones y técnicas Diversas
1978-1983	UNAN	Psicología - Pedagógica	Licenciatura

Empleos y Experiencia Laboral

2005	FISE – FNUAP: ENACAL – UNICEF: SEJUVE - OPS:	Asistencia Técnica en Género – metodología para proyectos rurales. Evaluación de impacto de género en el proyecto de Agua y Saneamiento. Estudio Diagnóstico sobre juventud y violencia – programas, proyectos en Nic.
2004	PUNTOS de ENCUENTRO: VECO Nicaragua: PAI-MIFAMILIA:	Análisis y Edición de información para la Boletina y CIDOC. Diagnóstico con propuesta metodológica sobre “Dinámicas Económica- Prod. s” en la región de las Segovias. Facilitar / capacitar para fortalecimiento organizativo, liderazgo, participación en comunidades rurales, en municipios de El Cúa, Jinotega.
2003	Fundación TUAHKA:	Diagnóstico y Formulación de Proyectos orientados al fortalecimiento organiza tivo y desarrollo de las poblaciones indígenas Mayagnas-Sumus de Wasakin, Rosita, Siuna y Bonanza-Región Autónoma del Atlántico Norte. a. Fortalecimiento Institucional. b. Bambú y Palma Suita (construcción: Escuela/ viviendas)

IDR, Instituto de Desarrollo Rural (Boaco): Organizar, Administrar y Facilitar Seminario-Taller: “Conceptualización y Visión de Género” aplicado a proyectos de desarrollo rural de sus contrapartes.

A Diciembre 2002 desde Julio 2002 Coordinadora del Programa `Mujer Rural` Instituto Nicaragüense de la Mujer – INIM

Responsabilidades/Logros: Facilitar y apoyar el funcionamiento de la Comisión Interinstitucional de Mujer y Desarrollo Rural. Organizar y Desarrollar eventos. Representar la institución.
Co-elaboración en la planificación institucional e interinstitucional.

a Mayo de 2002 desde Febrero 2002

Investigadora. Proyecto de Desarrollo Económico-Social (Zona Norte) / UNION EUROPEA- IDR

Responsabilidades/logros: Co-elaborar el Diagnóstico: “Ciclo Financiero de las Economías Familiares en Zonas Rurales...” proceso de consultas y validación con productores, autoridades, otras, identificar modalidades y alternativas financieras dentro del ciclo productivo en las familias rurales de la zona norte,

a Febrero de 2002 desde Septiembre 2001

Facilitadora / Capacitadora. CMR (Comité de Mujeres Rurales), León

Responsabilidades/logros: Diagnóstico comunitario, Evaluación / Planeación institucional. Facilitar Evaluación y Planificación anual, con instrumentos metodológicos cualitativos y cuantitativos. Estado del empoderamiento de Mujeres participes en los Proyectos. Reflexión Institucional como agente de Desarrollo.

Ídem - FORESTAN (Asociación de Forestadores de Nicaragua). Sensibilización y Capacitación e inclusión institucional de Género con participación del personal técnico y participantes de Proyectos en Posoltega

a Agosto de 2001 desde Noviembre 00

Coordinadora Ejecutiva de la Asociación Tierra y Vida, Santa Teresa, Carazo.

Responsabilidades/Logros: Coordinación Institucional. Facilitar cambios en estilo de dirección, clima laboral y relacionamiento. Aseguramiento administrativo-contable. Acompañamiento a la planificación estratégica institucional con enfoque metodológico renovado. Reforzamiento del enfoque de Género y el enfoque de Juventud. Alianzas Estratégicas y la Coordinación Interinstitucional.

a Octubre 2000 desde Julio 00

Investigadora. Instituto de Investigaciones Itztani / Comap/Usaid-Marena, Managua.

Responsabilidades/Logros: Co-elaborar el “Diagnóstico Co-manejo de Áreas Protegidas” con información económica social y ecológica, proveniente de grupos poblacionales, OG’s y ONG’s para el Co-manejo de 5 áreas protegidas de Nicaragua, en la zona norte, sur y occidente

a Junio de 2000 desde Marzo 00

Investigadora. Programa de Apoyo al Sector Educativo de la UE.

Responsabilidades/Logros: Realizar Diagnóstico situacional del Eje transversal de género en la educación primaria a nivel Nacional, incluye RAAN-RAAS. Elaborar Plan de Acción.

a Abril de 2000 desde Febrero 2000

Facilitadora / Capacitadora. Plan Internacional, Managua.

Responsabilidades/Logros: Capacitación y Planeación Participativa para la Organización a la Prevención de Desastres con actores y autoridades locales de las zonas sur y occidental de Nicaragua.

a Febrero de 2000 Desde Enero 00

Investigadora y Analista. Tema de Género y Niñez PAANic – MARENA, Managua.

Responsabilidades/Logros: “Actualización del Plan de Acción Ambiental de Nicaragua” e Integración del Enfoque de Género y niñez en el Plan.

- a Diciembre, 1999
Desde Noviembre 99
- Organizadora y Facilitadora.** Encuentro Nacional Prevención Desastres / Vicepresidencia- PNUD.
Responsabilidades/Logros: Organización, administración y Co-facilitación del Taller “Plan para la Estrategia de Reducción de Riesgos, año 2000. Memoria del Plan Estratégico.
- a Noviembre, 1999
Desde Noviembre 98
- Coordinadora Nacional de Proyecto Regional “Hacia la Equidad...” Responsable del Área “Género y Desarrollo Humano”** UICN/Fundación Arias, CESADE.

Responsabilidades/Logros: Administrar, Facilitar y Sistematizar a nivel nacional. Integrar y/o fortalecer el Enfoque de Género en proyectos de la Cooperación Holandesa en Nicaragua a nivel nacional.

En CESADE, facilitar/capacitar a técnicos y productoras/es en Género, Des. Humano y Der. Humanos.
- a Octubre de 1999
Desde Enero 97
- Facilitadora e instructora.** Centro de Liderazgo y Transformación Cultural “El Laurel” Managua.

Responsabilidades/Logros: Co-facilitar a diversos grupos con diseño metodológico acorde a sus intereses, para la Cohesión de equipo, la transformación y el liderazgo.
- a Diciembre, 1997
Desde Enero 96
- Capacitadora / Facilitadora y Metodóloga.** EPACNIC Consultores. Empresa para la Capacitación en Nic.

Responsabilidades/Logros: Metodóloga-facilitadora: “Desarrollo Personal para Adolescentes y Jóvenes” “Encuentro Nac.- Estrategia del Sureste” Capacitación metodológica a promotores en Salud y Educación.
- a Diciembre de 1996
desde Enero 95.
- Responsable de Organización y Participación Comunitaria e Integración de las Mujeres.** Proyecto de Vida Silvestre Cosiguina, Chinandega -UICN.

Responsabilidades/Logros: integrar las mujeres al proyecto. Facilitar procesos de capacitación, organización y gestión. Co-participe del proceso de sistematización de la experiencia. Coordinación interinstitucional.
- a Diciembre 1995
desde Septiembre 95
- Investigadora “Estrategia para Niñez, Mujeres y Medio Ambiente” / GEO - UNICEF**
Responsabilidades/Logros: Co-elaborar y realizar Consulta e investigación documental para Diagnóstico de instituciones y organizaciones gubernamentales-no gubernamental.
- a Diciembre de 1995
desde Junio de 94.
- Responsable del Area de Promoción Social y Género.** Fondo Silva, MARENA / ASDI.

Responsabilidades/Logros: Integrar mujeres y hombres de la pequeña y mediana producción agro-silvopastoril. Revisión de contratos, guías técnicas para esta perspectiva y el lenguaje inclusivo.
- a Mayo de 1994
desde Julio de 93
- Especialista del área de investigación.** Dirección “Género y Desarrollo” MARENA - ASDI
Responsabilidades/Logros: Elaboración de Propuesta Temática de Investigación para Integra y/o Fortalecer el Enfoque de Género. Co-evaluadora de 9 Proyectos en el país. Asesoría en género (ADFOREST).
- a Junio de 1993
desde Enero 93
- Investigadora.** Programa Mujer y Desarrollo IRENA / ASDI, Managua.

Responsabilidades/Logros: Investigación-Diagnóstico: “La Situación Laboral de las Mujeres del MARENA, desde un Enfoque de Género”. *incluye RAAS y RAAN*. Presentaciones varias de los resultados.
- a Diciembre de 1992
desde Enero 92
- Investigadora.** Centro de Promoción de la Juventud y la Infancia “Dos Generaciones”

Responsabilidades/Logros: Co-investigadora “Problemática de la Juventud Nicaragüense” con enfoque de Género. Representar: Comisión de la Mujer Joven. Comisión de Mortalidad Materna. Madres Adolescentes.

a Diciembre de 1991 desde Enero 91 Investigadora “Propuesta de un Marco Jurídico para Mujeres Refugiadas y Repatriadas”. Centro de Investigación y Acción para la Mujer (CIAM), Managua.

Responsabilidades/Logros: Consulta-Grupos focales en zonas del país, *incluye RAAN*. “Diagnóstico de la situación de las Mujeres Refugiadas y Repatriadas en Nicaragua” Para la propuesta de un Marco Jurídico.

a Diciembre de 1990 desde Junio de 88 Investigadora. Área de la Mujer. Instituto de Investigaciones ITZTANI.

Responsabilidades/Logros: Consolidar el área de la mujer de la institución. Propuestas e investigación: “Impacto de la Reforma Económica en mujeres del Sector Popular Urbano.” Entrevistas al Movimiento de mujeres y Mov. Feminista. Co-autora del libro “La mujer Nicaragüense en los años 80’s”.

a Diciembre de 1984 desde Agosto 83. Instructora de Relaciones Laborales. Sistema Nacional de Formación Profesional. SINAFOR.

Responsabilidades/Logros: Metodologías y Capacitaciones en el tema a personal de Instituciones Gob.

Otras experiencias

1998 – 1999 Representante de las Mujeres - CONADES/ Consejo Nacional de Desarrollo Sostenible, Managua. Miembra del Comité Ejecutivo.

1998 Docente Universidad Cristiana Autónoma de Nicaragua – Capítulo de Boaco.

1994- 1995-1996 Con-autora de: Agenda Mujeres 94, 95 y 96. Grupo MARIPAEL

1990 a la fecha Orientación Psico-Pedagógica para las Relaciones madre-padre-hija/o; de pareja, etc. Atención personal.

Referencias laborales

Nombre	Puesto	Institución/Organiz	Dirección/Teléfono	Tipo de relación
Horfa López	Responsable de la Unidad de Género	FISE	Managua Tel. 2781664 Ext, 1095 - 2780213	Laboral, Asistencia Técnica y metodológica en Género.
Reinaldo Dolores Palacios	Director	Fundación TUAHKA Derechos Indígenas	Of. Enlace, Telf.s 278377 5- 2782458	Laboral, Coordinación de diagnósticos y formulación de proyectos.
Laura Gutiérrez Granja	Coordinadora Sub Unidad - Estudio y Cultura de la Prevención	SINAPRED	Managua 4c. sur. Telf: 2640641	Laboral, para Consultorías varias: Cap. e investigación...

Annex 5: Revised Gender Strategy
MEDA

CIDA

Sesame Production and Marketing Project

Financed by CIDA

GENDER STRATEGY
PRODUMER / phase II

Elaboration:

Ivania del Carmen Lovo
Consultant

Gusnara Bustos
Gender Coordinator

Managua, Nicaragua, April 2006

1. INTRODUCTION

“As women, we have to begun valuing our work ourselves, in order to change the things¹³”

The purpose of this document is to lay out a referential framework to assure optimal incorporation of the gender focus in all PRODUMER II activities. The main objective of the gender strategy is for women and men to have access to the opportunities, resources and benefits that the project offers in an environment of equal conditions. Furthermore, the project aims to raise the visibility of the importance of female participation in agricultural production.

The PRODUMER II gender strategy presented here represents an adjustment to the gender strategy presented in the PRODUMER II Project Implementation Plan. The MEDA Gender Strategy Manual and the CIDA's Policy on Gender Equality have been taken into account in developing the present document. Furthermore, the observations emitted by CIDA's gender specialists during their visit to the project in November 2005, with the aim of analyzing the PRODUMER II gender strategy, were also taken into account. These recommendations were delivered in February 2006. It should also be noted that the strategy integrates discoveries made during field visits and group interviews carried out with female and male producers in the different territories in order to understand their situation and their relationship with PRODUMER. Several consultations and debates were carried out with the project's technical and management personnel to review the data and develop strategies.

Both MEDA and CIDA share a deep commitment in assuring gender equality in their projects, as this is a value that guides both institutions. CIDA's Gender Equality Policy establishes as a goal to “Support the achievement of equality among women and men in order to ensure sustainable development”¹⁴. In the same way, MEDA's “Gender Strategy Manual” establishes that “Sustainable human development assures maximum possible participation for men and women in any activity¹⁵”. In this way, both institutions' commitment and vision for gender equality is confirmed.

In short, the purpose of the gender strategy is to assure that each component of the project takes into account the impact on both sexes, and that it takes the necessary measures to ensure, insofar as possible, that both benefit in equal form. This is a task involving all personnel, and to be carried out in an ongoing fashion. Each activity must be implemented with an eye on how it is going to affect men and women. When it is observed that an activity will favour men disproportionately, or that it will create more work for women, the project has the obligation to try to rectify the situation. “Gender equality compromises all of us; we can all speak, there are no experts on the subject.”¹⁶

¹³ Supplement “La Boletita”, November 2005. (p.3)

¹⁴ “CIDA's Gender Equality Policy”

¹⁵ “Gender Strategy Manual”, MEDA. 2004

¹⁶ Strategy... UNDP

2. CHALLENGES TO GENDER EQUALITY IN PRODUMER II

2.1 Challenges for the Group Goals

In drawing up the gender strategy, the first necessary step was to identify the obstacles to gender equality in project areas. To this end, the external gender consultant and the project's gender specialist began with a bibliographic analysis available on the subject, statistics from the project's areas and basic PRODUMER documents. Afterwards, field visits were carried out for seven days with men and women participating in the project. During these visits, group interviews were carried out with female and male producers, separately and mixed, in the different territories in order to understand their situation and their relationship with PRODUMER. Furthermore, several consultation and debate events were carried out with the project's management and technical personnel. In addition, visits were carried out with other organisations in the area dedicated to gender equality, such as Xochil Acalt, Puntos de Encuentro, PAS, and the cooperative COOPSADES in El Sauce. The implementation of the participatory methodology and the qualitative focus, allows for the information collected in the different project areas to help define the main obstacles, principally for women, to participation in sesame production under equal conditions.

The main obstacles identified through this process were the following:

1. Lack of land deeds;
2. Inaccessibility to financial services due to the guarantees required;
3. Access to training in order to improve technical management
4. Gender relationships and their impact on the administration, management and marketing of products.
5. Reproductive obligations (care of children, sick people and elderly, etc.) and domestic labour which limits the amount of time available.
6. Lack of women's self-esteem
7. Lack of recognition for the importance of women's role in agricultural production

Some of these obstacles also affect men but they affect women to a greater degree, bringing about large rifts of inequality among sexes. These obstacles represent significant barriers for women and men to take part in sesame production, as well as in the project, under equal conditions.

With the exception of the first obstacle, the lack of land titles, which is a subject too complex for the project, the gender strategy will address the resolution of the identified obstacles. There are other organisations that can help in obtaining land titles, and PRODUMER II will refer women interested in this subject to these organisations.

2.2 Challenges for the Technical-Management Team

The consultant's work and the observations stated by CIDA's gender specialists also state that there is another group of internal limitations affecting the project's capacity to incorporate gender issues with maximum effectiveness. Among these obstacles, the following are noted:

1. The technical team has good intentions but little experience in mainstreaming gender issues
2. A technical team that is dominated by men
3. The technical personnel has been raised in a highly chauvinistic culture

4. The gender representative has little experience and technical training in the subject.
5. The gender specialist from MEDA Canada does not speak Spanish.

In order for the project to assure that men and women have access to services and resources in equal conditions, it is necessary for the gender strategy to also take into account measures to overcome these barriers.

3. GENERAL OBJECTIVE

PRODUMER II aims for women and men to have access to the opportunities, resources and benefits that the project offers in equal conditions. Furthermore, it also aims to raise the visibility of the importance of women's participation in sesame production.

4. STRATEGIC OBJECTIVES OF THE PRODUMER II GENDER STRATEGY

1. **Assuring Equitable Access to and Benefit from Project Resources by Women:** This includes initiatives to measure women's participation and incorporation into the project, and to incorporate proactive measures in favour of women in order to overcome the obstacles they face in accessing the project's services, resources, opportunities and benefits.
2. **Raise the Visibility of the Role of Women:** Raise the visibility of the importance of women's economic role in agricultural production, as producers, co-producers and spouses, for their own self-image, as well as for the general context.
3. **Strengthen the Technical and Management Team's Abilities in Gender Focus:** Use external training and other measures to strengthen the technical and management team's capabilities in incorporating the gender focus in all project areas and activities.

5. STRATEGIC ACTIVITIES

5.1 Activities for Objective No. 1: "Assure Equal Access"

5.1.1. Mainstreaming Gender in Project Plans

1. Incorporate the gender approach in all project components and integrate it into the results indicators.
2. Continuous monitoring for the implementation of the gender strategy, to ensure that the team's work plan is consistent.
3. Work with financial organizations to create greater opportunities for women to access credit
4. Integration of women co-producers and spouses of male producers into the production of product diversification

5.1.2. Incorporate proactive measures to assure equal access to all project resources and services

1. In-depth research on women's roles and participation in sesame production through a survey to producer's families, and keep this data up to date through information collected in Agromonitor during technical visits.

2. Training for women on productive topics, accommodated to their schedules. If necessary, the project can also offer training exclusively for women¹⁷.
3. Technical and economic training in production and sesame marketing for female co-producers.
4. Support women that cannot or do not want to take part more directly in sesame production to become more involved in the production of diversification products¹⁸.

Indicators for Activities 5.1- Assure Equal Access:

1. **Project indicators are disaggregated by gender, and the project's benefits are distributed proportionally among men and women**
2. **25% (minimum) of producers affiliated to the project are women**
3. **90 women, co-producers or spouses of producers, are involved in the production of diversification products (this can include smaller animals)**
4. **There exists a study on women's participation in sesame production, with annually renewed data.**
5. **The difference between sesame prices paid to male and female producers of the project is reduced by 15% by the End of the Project (using the 2005/06 harvest as a basis).¹⁹**
6. **Review Producer Representative Groups' policies to ensure references to commitment to gender equality.**

5.2 Activities for Strategic Objective #2: "Increase Visibility of Women's Role"

5.2.1 Incorporate the classification of women 'co-producers' to incorporate this concept at all levels of the project

1. Create the classification of co-producers to recognize the cases in which couples work in coordination in the production of sesame
2. Incorporate the concept of co-producers in training sessions, in order to raise the visibility of women's productive role
3. Create mechanisms to collect information on women's productive role (producer, Co-producer, and spouse) in sesame production and continuously renew the data.

5.2.2 Training for producers on economic topics related to gender

1. Develop talks with Focus Groups on the "Exploration of Family Income Safety Strategies" incorporating themes on gender, masculinity, women's productive role, excessive responsibilities for women, and how this affects the family economy due to lost opportunities. Each semester, PRODUMER II will present summaries of the discussions and the results.

5.2.3 Indicators - Increase Visibility of Women's Role:

¹⁷ The success of this activity lies in the difference in productivity and sales prices between men and women, thereby having no specific indicator.

¹⁸ Due to the existent expectation of working with pigs and chickens, the project will have to continue supporting this initiative, as long as it is proven to be profitable. However, this component will involve women in other diversification products that the project is promoting.

¹⁹ It is important to take note that PRODUMER has not yet investigated the causes for this rift, and there is a possibility that it may be due to reasons outside the project's reach. However, there is still a commitment to reducing this rift in at least 15%.

1. 150 producer families (husbands and spouses) participate in talks with Focal Groups on the “Exploration of Safety Strategies for Family Income”
2. Content analyses of the proceedings of FGDs (Output 3.1.c) indicate participants are reflecting on need and opportunities to adapt gender roles, practices and attitudes in relation to Family Income Security Strategies.

5.3 Activities for Strategic Objective # 3: “Strengthen the Technical-Management Team in Gender Equality Topics”

5.3.1 Training for Technical-Management Personnel on the Gender Approach

1. Train the technical-management team in mainstreaming gender in development projects
2. Training on techniques and participatory methodologies with a gender approach.
3. Incorporate, where possible, a greater number of women in the technical-management team.
4. Inter-institutional Agreements are established between PRODUMER and other organisations working with gender equality in the project areas

5.3.2 Strengthen the Technical Capacity of the Gender Specialist

1. Training on gender management in development, based on academic training.
2. Courses on participatory methodologies with a gender approach
3. Contract an external professional to strengthen and monitor the project’s gender strategy

5.3 Indicators – Strengthen the Technical Team:

1. Technical-Management Personnel of the project participate in at least 2 external gender training workshops per year.
2. At least 3 inter-institutional agreements are established with organisations working with gender

6. PRINCIPLES AND ROLES OF THE PROJECT’S TECHNICAL AND MANAGEMENT TEAM IN ACCORDANCE TO GENDER CROSS-CUTTING THEMES

6.1. Basic Principles:

- Be facilitators of and support gender interventions
- Contribute to the transformation of gender inequities and inequalities
- Discard discriminatory biases towards women
- Be clear and sure that all people possess the same knowledge
- Only do what people cannot do.
- See people as possessing capacities and experience to choose, propose, resolve.
- Consider that people can walk – without a wheelchair – that they can and have resources to carry out their true aspirations
- Let people participating in the project be and do.

6.2. Roles of the PRODUMER Technical and Management Team

6.2.1 Gender Coordinator

Entails the strategy's general direction, works with the project's technical and management team for fulfilment and/or changes to the strategy's actions, and monitors indicators; assures that the technical team's work plan is coherent with the strategy. Directly and indirectly facilitates continuous training for all personnel involved in the project, based on levels of knowledge, appropriation and implementation of the themes to be developed. Likewise, guarantees and manages the budget for gender activities so that it does not become an obstacle. Promoting the view of women as economic actors.

6.2.2 PRODUMER Director

Facilitates the delivery of necessary resources for gender interventions in due course; Monitors the implementation of the strategy; Guarantees requests and delivery of information required by the gender department to the technical and management personnel of the other substantial project areas, promoting the view of women as economic actors. Monitors the fulfilment of the gender strategy, participates in gender planning, monitoring and training, encourages the participation of all technical and management personnel. Guarantees that the instruments and mechanisms created for the project have mainstreamed gender.

6.2.3 Technical and Management Personnel of the Other Substantial Areas

Attends and participates proactively in gender training, planning and monitoring sessions; facilitates and supports the realisation of gender interventions, actions and activities; Ensures a minimum of 25% of direct female producers and equal access to all project resources and benefits; Promotes women's participation in all project activities. Promotes the view of women as economic actors; assures that women participate in training processes for sesame production, administration and marketing or of other products. It uses participatory techniques and methods based on the experience and knowledge of the technical assistance and training offered, and avoids gender biases.

Bibliographic References

1. Gender Strategy – PRODUMER, Phase I
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4. MEDA Gender Strategy Manual
5. Transcription of focal groups with female and male PRODUMER producers
6. Gender Strategy Proposal, PRONADER.
7. Women and Economy – Fideg, 2001.
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Conceptual References

Gender cross-cutting themes are to be included from the project's conception, in the diagnosis for its formulation, in the planning phase for its implementation, the monitoring and evaluation phases. They imply a gender practice in all actions and activities developed within the project's framework; likewise, resources and ways to guarantee this. Gender cross-cutting themes in the strategy refer to integrating men and women as economic actors, in equal conditions, in all activities of the project implementation plan (PIP) and having indicators with a minimum of 25% women's participation.

Gender approach. As a descriptive category, it involves giving visibility to inequalities between men and women. As an analytical category, it allows for indicating and interpreting the differences and inequalities that exist between men and women in a certain society and as a political category, it is a political option that commits us to the transformation of inequities and inequalities.

Gender Equity and Equality²⁰. Gender equity is the process of being just with women and men; in order to assure this justice it is often necessary to have measures that compensate for historical and social disadvantages preventing men and women from acting in equal conditions. Equity leads to equality.

Gender equality means that women and men alike enjoy the same opportunities to fully exercise their human rights and to realize their potential, to contribute to national, political, economic, social and cultural development; and to benefit from the results. Gender equality is therefore society's egalitarian valuation, the similarities and differences between women and men, and the different roles they play.

Women as Economic Actors. For their contribution and participation in sesame production and other economic-productive activities linked to the plot, farm, marketing and sale of products, as well as the need to recognise and raise the visibility of reality. *In order to promote and strengthen them as producers.* The word actor refers to a being that is responsible for his/her own acts, in the sense that his/her behaviour isn't merely reactive, but it contributes to an originality bonus that responds to... a decision, want or will... capable of knowing reality as an object, regardless of the conditions of subjective knowledge.²¹

Diversity of women's participation in the project. In PRODUMER, there are different forms of rural women's participation linked to the project. Among these we find *female producers* that directly administer and/or manage sesame production. Like male producers, they assume all the risks of the crop.

Women that share sesame production risks, jointly with their spouse or family, while men assume production needs or labour (for example, she assumes the credit and/or marketing; participates in urgent matters; he takes care of the sowing, heavy work, etc. These are currently defined in the project, as co-producers.)

Another form of participation is as spouses, who have received gender training, benefits and credits for productive activities which serve to benefit the home and Community; without a business vision, nor oriented towards economic autonomy and empowerment processes.

²⁰ Taken from CIDA's Gender Equality policy.

²¹ [http:// es.kiwipedia.org/kivi/sujeto...](http://es.kiwipedia.org/kivi/sujeto...)

The diversity of women's participation is supported in studies that present the relationship between women and agricultural production²², classified into 3 groups: Visible female producers are those women bound to agriculture as direct producers... invisible female producers refers to women that take part in the all of the family's tasks. The third group is composed of women that don't participate in agricultural labour, a representative group that is mainly dedicated to commerce, community and private services... or the agro-industry. There is also the group of women related to people involved in commerce and industry, who dedicate themselves to studying and/or domestic labour.

Empowerment. Due to importance acquired from power. People's empowerment requires considering the different dimensions that make it integral. According to Stromquist, there are 3 essential components: Psychological Empowerment, related to the development of feelings - self-esteem and self-confidence - Economic Empowerment, which offers some measure of economic independence, of better status. And, Intellectual Empowerment, which refers to the understanding of conditions and causes of subordination.

²² according to data from the 1998 Human Development Report

Annex 6: Review of Production Baseline Results

A. Average Yields

Average yields for last year varied greatly from one region to another, and depending on whether it was conventional or organic production. The software used for the baseline allows data to be analyzed with different filters, which allows the project an idea of how yields compared from one region to another. Below is a chart that shows yield and sales data broken down by region, and divided by A's vs. B's, and Organic vs. Conventional. The highest yields were in Ometepe, reaching over 13 qq/mz. In Leon, average yields of B type producers saw an average of just over 6 qq/mz.

Due to the small size of subsets of data in the sample being tracked, caution should be exercised concerning the representativeness of the data obtained in relation to its' applicability to the entire population of sesame producers. While the results of the subgroups may not hold a high degree of statistical significance when generalized for the entire population due to their size, they will allow for a measure of how yields have improved over the life of the project when the same information is collected at the end of the project.

Chart 1: Average Yields by Region

Sesame Baseline Data by Region	Leon		Chinandega		Ometepe		Leon Organic		Ometepe Organic	
	A	B	A	B	A	B	A	B	A	B
Manzanas Planted	10.52	7.2	3.98	2.57	2.32	1.45	4.29	4	2.29	3
Sales Price (in Cordobas)	420.46	453.7	414.47	435	594.55	560.45	586	613.33	720.71	745.79
Quintales harvested	84.49	44.95	44.35	19.37	30.86	19.82	38.29	28	25.43	28
Quintales Sold	82.48	47.15	44.35	19.37	30.86	20	38.29	26	25.43	28
Average Yield	8.03	6.24	11.14	7.54	13.30	13.67	8.93	7.00	11.10	9.33

The baseline yield figures for Ometepe warrant comment. By virtue of the sample frame design method applied, the yields of "A" producers should be higher than yields of producers classified as "B's". The anomaly of B producers in Ometepe having higher yields, according to baseline results, was recently discovered, and is currently being investigated. The difference between the yields is quite small, and this may simply be an issue of inaccurate recall or data entry error (e.g.: data for 'As' recorded incorrectly as 'Bs' and vice versa). It may also be attributable to incorrect application of the sample frame (e.g.: better performing producers were mistakenly identified as 'B' producers, poorer performing producers mistakenly identified as 'A' producers, or a combination of the two). The issue will be reviewed, and if corrections are needed, will be explained, adjusted and reflected in the Annual Report.

B. Cost of Production

Costs of production for the majority of PRODUMER producers are within the range of \$170-180 per manzana of sesame planted. The exception is in Ometepe (Rivas) where costs of production are much higher. In Ometepe, costs of production of sesame reach an average of \$268 per manzana. This is nearly 50% higher than costs of production in Leon and Chinandega. Input costs are higher on the island, due to the high transportation costs. Labor is also more scarce on the island, pushing prices higher. These higher costs of production have, in past years, been offset by the higher yields on Ometepe. As the previous chart on yields by

region shows, yields on Ometepe last year were approximately 90% higher than in Leon and 45% higher than in Chinandega, though yields last year on Ometepe were exceptional. On average, yields no Ometepe are approximately 30% higher than in Leon and Chinandega.

Chart 2: Average Cost of Production by Region
Costs of Sesame Production by Region: 2004

Valor en Cordovas			
Actividad	Ometepe	Leon	Chinandega
Aporreo	473.75	111.24	139.27
Arado	306	247.61	144.14
Compra de Sacos	100.75	65.74	68.79
Corte and Emparve	541.25	280.73	245
Fertilizante / Completo	331.5	227.78	244.61
grada 1	224.83	178.07	159.33
grada 2	228.79	178.4	180
insecticida	105.15	89.5	97.09
Limpieza de Grano	93.61	62.34	69.33
Mano de obra limpia 2	328.19	126.32	184.67
Mano de obra Raleo	383.71	124.07	154.86
Mano de Obra, aplicacion de completo	62.89	38.19	36.46
Mano de obra, aplicacion de insecticida	35.76	51.76	42.65
mano de obra, aplicacion de urea	78.16	65.96	54.58
Mano de obra, limpia 1	396	137.93	198.24
Mano de Obra, Siembra Semilla	66.67	66.26	72.16
Organico (1) o Convencional (2)	1.56	6.05	2
Rayado	148.33	121.69	87.42
Semilla	75.29	84.22	98.74
Transporte a casa	103.33	78.36	63.33
urea	333.61	258.37	512.36
Cultivo		115.45	
Fungicida		71.78	107.14
Mano de Obra Fungicida		47.32	31.88
Total Cordobas	4419.13	2835.14	2994.05
Total US\$	\$267.83	\$171.83	\$181.46

C. Impurity Levels at Time of Sale

One of the project goals is to work with producers to reduce their levels of product impurity at the time of sale. By making this extra effort to present a high quality product to exporters, producers are expected to earn a higher price per qq. Of product sold. The project goal is for 65% of producers to reduce impurities to below 3%. From the chart below, only 20% of producers reduced their impurities to below 3%, and the average level of impurities was approximately 3.8%.

Chart 3: Average Level of Impurities at time of Sale

A que organizacion vendio su ajonjoli? Cuantos quintales a cada uno? A que precio cada uno? Que % de impureza fue? Donde vendio? Vendio solo o grupo?			
Comprador	% de impureza	% de ventas	Wtd avg.
Cooperativa	3.90%	24.04%	0.94%
Coproexnic	11.63%	3.28%	0.38%
Del Campo	4.97%	17.49%	0.87%
Erick Edgar	2.19%	18.03%	0.39%
Otro	3.49%	33.33%	1.16%
Proniexpor	7.50%	0.55%	0.04%
		96.72%	3.79%

Annex 7: Establishment Of Baseline Yields For Ometepe

The 2004-05 growing season on Ometepe was one of the most outstanding years that many producers can remember. All weather patterns converged to present the most ideal production conditions for sesame. Many producers saw yields of 17 and 18 quintales per mz, a record even for Ometepe. Perhaps even more phenomenal is the fact that prices were also high. These are conditions that are rarely repeated.

While the phenomenon that occurred last year was quite welcome, it presents a bit of a challenge for the project in terms of using it as a starting point. As the project cannot expect the conditions from last year to be repeated on a regular basis, it would be difficult for producers to match last year's yields, even if production practices continue to improve. This would place pressure on the project to abandon Ometepe, even though we believe that more progress can be made, or risk failing to meet the commitments of raising average yields.

In summary, the yields from the 2004-05 harvest on Ometepe are an inappropriate starting point because they are exceptionally high. The project is recommending that the project develop a more appropriate baseline for yields on Ometepe, based on historic comparisons between Ometepe and Leon/ Chinandega.

Records from the previous phase show that one cooperative of conventional producers on Ometepe had yields of 12 qq/mz., while similar cooperatives in Leon and Chinandega showed combined average yields of 9.27 qq/mz. In this case, yields on Ometepe were approximately 30% higher than in the other departments, and this is an acceptable estimate.

Average combined yields of those surveyed from Leon and Chinandega in the baseline surveys were 8.24 qq/mz. A 30% increase of this figure would give an average yield for conventional sesame of 10.70 qq/mz, which is, historically, a more realistic starting point for Ometepe. A's will be expected to be 10% above average, and B's 10% below the average (A= 11.77; B= 9.63).

Organic production yields have generally been approximately 30% below conventional yields, as yield data from last year shows. A 30% reduction of the 10.7 qq/mz results in an average yield for organic producers of 8.24 qq/mz. Using the same 10% variance between A's and B's, A Organics (AO)= 9.06 qq/mz; B Organics (BO)= 7.42 qq/mz.

Baseline Yields for Ometepe:

A: 11.77 qq/mz.

B: 9.63 qq/mz.

A: O: 9.06 qq/mz.

B: O: 7.42 qq/mz.

Annex 8: Detail of Yields by Group and by Gender

Group	Sex	Planted	Lost	Area mz.	# Producers	harvested	Yield
Group A	F	154.75	30.00	124.75	44	1,011.18	8.11
	M	783.50	124.00	659.50	253	4,742.57	7.19
	Total	938.25	154.00	784.25	297	5,753.75	7.34
Group A, Organic	F	17.00	-	17.00	10	150.00	8.82
	M	122.50	14.50	108.00	58	797.89	7.39
	Total	139.50	14.50	125.00	68	947.89	7.58
Group B	F	436.25	101.00	335.25	146	2,020.50	6.03
	M	1,238.00	262.75	975.25	309	5,668.15	5.81
	Total	1,674.25	363.75	1,310.50	455	7,688.65	5.87
Group B, Organic	F	37.50	8.50	29.00	18	202.56	6.98
	M	98.50	4.50	94.00	46	675.14	7.18
	Total	136.00	13.00	123.00	64	877.70	7.14
Total	F	645.50	139.50	506.00	218	3,384.24	6.69
	M	2,242.50	405.75	1,836.75	666	11,883.75	6.47
	Total	2,888.00	545.25	2,342.75	884	15,267.99	6.52