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DE LA RECHERCHE



Semi - Arid Food Grain Research and Development  
Recherche et Développement des Cultures Vivrières dans les Zones Semi-Arides

## Transfer and Commercialization of Agricultural Technology

### Report of the First Regional Technical Committee Meeting

30-31 May 1998

Ouagadougou, Burkina Faso

West African Small Grants Report Number 009  
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Coordination Office / Bureau de Coordination  
SAFGRAD

01 B.P. 1783, Ouagadougou 01 - Burkina Faso

Tél : 30-60-71/31-15-98

Fax : 31-15-86

Télex : 5381 BF

4134

## **TTG first regional committee meeting**

**May 30-31 1998,  
Ouagadougou, Burkina Faso**

The first RTC meeting took place on May 30 and 31, in Ouagadougou, Burkina Faso under the chairmanship of Prof. J.C. Norman, Deputy Director General of CSIR, Ghana. Among the issues addressed include the program management at national and regional levels, the institutional mechanism put in place, the procedure for calling for proposal as well as the criteria for screening proposals.

This meeting marked the launching of the activities of technology transfer and commercialization program which aimed at moving on the shelf technologies at both national and international research institutions to end users. It involved Burkina Faso, Ghana, and Senegal and was attended by NARS scientists, extension officers, consultants and networks involved in technology development and transfer in the subregion.

The objectives were to further explain the goal and activities of the program; make suggestions on the mechanisms to put in place for the implementation of the program activities; and finally review the proposal submitted and select those that merit funding by the TTG program.

### **1) Overview of the Technology Transfer and Commercialization program (TTG)**

After the adoption of the agenda, the International Coordinator, presented an overview of the TTG Program.

The aim of the programme has been to enhance technology transfer and commercialization through effective linkages of partner institutions, such as IARCs, NARS, NGOs, farmers, agri-business, women groups, private sector, national extension systems and with industries involved in product development for profitable ventures.

Specific objectives of the programme include:

1. To identify viable, more productive and more promising technologies that could be disseminated/or delivered to farmers and other end users to particularly facilitate the development of micro-enterprises in agri-business;
2. To foster linkages and partnership between "stakeholders" including NARS, IARC, and University Institutions; users of technology, such as farmers, development and marketing agencies, NGOs, traders, private entrepreneurs, financial and policy making institutions.
- 3 To facilitate women participation in technology transfer and agri-business by accessing research results, training, and agricultural development services such as inputs, credit, etc.

- 4 To improve national capacity for assessing opportunities and feasibility studies to promote agri-business of small to medium-sized micro-enterprises and monitoring and implementation.
- 5 To improve capacity for gathering and disseminating market information and products/produce in the medium and long-term.
- 6 In collaboration with IARCs, NARS, etc. to facilitate technical backstopping, to country level project activities.
- 7 To document experiences and lessons of technology transfer and commercialization.

To achieve this aim, the following institutional mechanisms will be put in place:

#### **Focal institution:**

In order to strengthen the national capacity for the transfer and commercialization of agriculture technology, it is proposed the establishment of Focal Institutions (FI) in each country. These are l'Agence Nationale de Valorisation de Résultats de la Recherche (ANVAR) in Burkina Faso; The National Agricultural Research Program (NARP) within the Council for Scientific and Industrial Research (CSIR) in Ghana; and l'Unité d'information de valorisation (UNIVAL in Senegal).

The functions of these focal institutions at national level include coordination of national program activities, including funds channeling etc.. A Memorandum of understanding detailing specific roles and responsibility of NARS and OAU/STRC-SAFGRAD in the implementation of program activities will be signed between SAFGRAD and each focal institution.

#### **Regional Technical Committee (RTC)**

The RTC is designed to comprise the NARS Directors, NGOs, the IARCs through the Maize and Sorghum networks, representatives from private sector, etc. Some of the functions of the RTC include: i) review and approve grant proposals; ii) To establish specific technology dissemination and commercialization grant evaluation and selection criteria; iii) To monitor the implementation of project activities; iv) To review project progress and provide guidelines to enhance the efficiency of focal institutions in the monitoring of the implementation of project activities at country level.

Discussion that followed the presentation of the program stressed the need for the country coordinator or supervisor to be from the focal institution to avoid eventual problems with his/hers activities . He/She will serve as secretariat and monitor all the activities in the country.

In Ghana, it was agreed that Central Business Development Unit (CBDU) will serve as focal institution.

In Senegal it is Unite d'information et de valorisation (UNIVAL)

In Burkina Faso, Agence Nationale pour la Valorization de la Recherche (ANVAR) is

the focal institution.

The programme will be referred to as the Technology Transfer and Commercialization Programme (TTCP).

## 2) Matrix for proposal rating

Based on the program objectives, a guideline (annex 1) was created to facilitate development of national level proposals. Furthermore, a matrix with the criteria and procedure for rating the proposal were presented and discussed by the committee. A copy is attached in annex 2. The RTC approved the matrix for rating proposals with some modifications.

It was agreed that, not only technologies which are on the shelf are considered in this program. Proposals with technology requiring a fine tuning to make it appropriate for adoption should also be considered.

Proposals which address very good technologies but, which are not compliant with the guidelines should be resubmitted.

Representatives from Ghana and Senegal felt that most people needed support in the development of the proposals. Furthermore they thought that for this first year, they were at a disadvantage. That is why many proposals from Ghana were not relevant to the program.

Furthermore it was proposed that in the future, the terms of references of the country level consultant should include the support for proposal development to make sure their fit the guidelines.

It was pointed out that from the start, the program excluded implicitly the private sector at the advantage of research institutions. Furthermore, this program should be clear and include micro-enterprise and women activities in the future.

Other issue concerned proposal which do not address all the items used for the rating. It was agreed that these proposals will be handicapped in this rating. However, it was clear that these guidelines were made available to NARS and interested parties who want to submit proposals.

Regarding budget limitation it was agreed that budgets should be reasonable (less than \$ 15 000)

Matching funds was also seen as a handicap for Senegal as most micro-enterprise do not have the 50 % matching funds. It was pointed out that this amount is even higher than the amount asked by banks (10 to 15%). Other handicap for Senegal include the guidelines as others though that existing technologies should not be considered.

After rating a proposal, its final score is computed as the sum of all its score in the ratings matrix. For each country the best three or four proposals are selected and the budget revised if necessary before submitting to the plenary.

### 3) Summary of working group report on the assessment of submitted proposals

The SAFGRAD Coordination Office reviewed all proposals that were received and did an initial screening. The results of that work was presented to the plenary by country. In Ghana, out of 17 proposals, 8 were presented to the committee. In Burkina Faso, and Senegal, 11 and 4 proposals were presented to the committee respectively. The proposals which were not short listed in this first stage were made available to the committee members for their consideration. Proposals were evaluated based on the rating matrix (annex 2) which includes the most important criteria for effective technology transfer and commercialization.

Three working groups were created in order to evaluate the proposals. The working groups rated the proposals using the matrix and stated the reasons for approval or rejection. Below is a summary of the working groups report presented by country. The full working groups' report is in annex 3.

#### 3.1 Burkina Faso

Concerning Burkina Faso, 11 projects were submitted to the committee. Five of these projects were recommended for funding under the TTCP.

- 1 Projet de production et de commercialisation du niébé (Association Song-Koaadba) (98%)
- 2 Production et commercialisation de semences de pomme de terre et d'oignon. (Association des producteurs semenciers du Yatenga) (92%)
- 3 Project de séchage et de commercialisation de fruits et légumes. (Groupement féminin Basnéré) (92%)
- 4 Project d'embouche ovine (Association Song-Koaadba) (91%)
- 5 Project d'appui au transfert et commercialisation des technologies agricoles (variété extra- précoce de maïs) (Association Benkadi) (74%)

Pending funds availability, the following two projects were also recommended for funding under the programme.

- 6 Projet intégré de production agro-pastorale (Producteur privé) (72%)
- 7 Transfert de variétés de niébé en milieu paysan. (Direction régionale de l'agriculture (DRA) du Centre- sud) (68%)

### 3.2 Senegal

Of the five projects from Senegal, the committee recommended the following four for funding.

- 1 Production de semences céréalières au Sénégal (Institut sénégalais de recherche agricole (ISRA)) (74%)
- 2 Valorisation d'un fruit sauvage au Sénégal : le *Ditarium Senegalensis* (Institut de technologie alimentaire (ITA)) (66.5%)
- 3 Project d'extension des activités de l'entreprise "Free Work Service" (Free Work service (particulier)) (63%)
- 4 Micropropagation appliquée à l'amélioration du marché de fleur au Sénégal (Universite C.A.D de Dakar. (No rating, should resubmit)

### 3.3 Ghana

The committee retained 4 projects submitted from Ghana for funding:

- 1 Transfer of Snail Farming Technology to the Rural Forest Communities (Forest research Institute (FRI)) (78.3%)
- 2 Increasing vegetable oil seed production and processing in Northern Ghana (Savanna Agricultural research Institute (SARI)) (75.9%)
- 3 Appropriate Household and Small Scale Soybean Utilization Technologies for Selected Rural Communities in Ghana. (FRI, Univ. Legon, Ministry of Food and Agric.) (72%)
- 4 Appropriate Canning/Bottling System for Training Small-Scale Food Processors in Ghana, with particular references to pepper sauce (shatter) producers. (Arkloyd's Natural and General Products Ltd.) (70.6%)

## 4 Suggestions and recommendations

The first TTCP regional committee made the following suggestions to SAFGRAD as to the improvement of the evaluation system:

- ▶ To reduce the number of criteria used for rating and propose a system for balancing these criteria
- ▶ To give the possibility to the committee to examine all projects submitted;
- ▶ To allow authors to better elaborate relevant projects which are not compliant with the criteria and guidelines for project development and resubmit for consideration to the RTC.
- ▶ Since submitted projects are, for most, linked to the agricultural production, it would be

desirable that the selection is made earlier so as to allow beneficiaries to start project activities timely.

- ▶ To consider supporting authors in the elaboration of their proposals in each country;
- ▶ To propose easy guidelines to facilitate proposal development;
- ▶ To avoid putting in competition research institutions and private sector by instigating a quota system.

## **Annex 1: General Criteria and Guidelines for Selecting Proposals for Technology Transfer and Commercialization Grants (TTG)**

The objective of this document is to set forth the selection criteria for technology transfer grants (TTGs) general guidelines to which application for the grants must follow:

### **1. Background and Problem Identification**

The basic problem being addressed is the need to increase agricultural productivity as a condition for improved producer and consumer welfare and for overall economic growth. The underlying assumption (hypothesis) is that productive technologies exist, but that there are constraints (bottlenecks) in the technology transfer system.

The primary objective of the TTG program is to effect interventions for the transfer and commercialization of the technology. Another objective is to create effective linkages between research institutions, technology transfer agents and end users. An important corollary objective of the TTG program is to document the critical nature of the specific elements of the interventions which/may lead to success or failure.

The purpose of the TTG program is to encourage technology transfer and commercialization. The TTG is not to be viewed as a continuing activity or as a supporting grant to ongoing activities. TTGs are to be viewed as interventions for assisting small and medium size entrepreneurship development. The challenge to the TTG program is to finance activities which are not just an extension of technologies that are already commercialized and being used, nor to finance activities which are so complex or contrived as to be impractical in the near term. While, by their very nature, all developments are somewhat experimental, the grants are not generally to finance activities which have no known history or evidence of their practicability.

### **2. Eligibility Criteria**

To be eligible for TTG funding, an applicant must be either a national organization, international organization, Private Volunteer Organization, Non-Governmental organization, private organization, government organization, University or private entrepreneur, for-profit or not-for-profit organization. While individual entity can be the primary applicant, all applications must demonstrate a partnership arrangement between one or more entities in the chain leading from the developed technology to the transfer/commercialization of that technology. All proposing entities must demonstrate capabilities in technology know how, technology transfer and technology commercialization.



### 3. Application - Program Guidelines

#### A. Responsive application must have capability for the following:

1. Identifying and describing the technology and its potential for transfer and/or commercialization.
2. Describing the partnership arrangement between the researcher (institution), technology transfer agents and consumers; and the requirements for the formation of the partnership.
3. Identifying and describing the bottlenecks and constraints that prohibit the transfer/commercialization of the identified technology.
4. Identifying the proposed process for the transfer/commercialization of the technology, including the relationship and responsibilities of the partners in the linkage.
5. Describing the process/procedure for monitoring and evaluating the activities to be undertaken to achieve the end result of successful transfer/commercialization.
6. Describing the procedure for documenting and reporting results.
7. A 50% matching funds and description of how this match is being shared by the partners and the nature of the matching resources (in-kind and cash).
8. A budget and description of how the grant funds and matching funds will be utilized.

#### B. Program requirements

All proposed programs must:

1. Provide a linkage with one or more entities in the chain of technology leading to commercialization.
2. be for a period of 2 years;
3. have a matching fund component (in-kind and cash contribution);
4. have a budget;
5. have a program management component;
6. schedule their activities consistently with the budget breakdown (work plan).

### **C. Priorities**

Priority will be given to those proposals that:

1. Have a private sector for profit orientation;
2. demonstrate the ability to effectively involve other entities in the chain under the linkage and capacity to leverage additional resources;
3. have cross-country focus;
4. assure sustainability of program impact (toward commercialization) and provide for a well defined methodology for assessing impact.

### **D. Restrictions**

The TTGs will not fund activities that will not lead to transfer and/or commercialization of technology.

### **4. Definitions**

**Technology:** This could consist of information “hard technology” such as seeds, feed, fertilizers and their use, transfer/commercialization methods. In short, almost any activity which will increase productivity in the food chain.

**End users:** Any group using or affected by technology (broadly defined).

**Interventions:** Any activity the applicant expects to do, in collaboration with partners, to affect productivity or better utilization of agricultural products.

### **5. Review Criteria**

The proposals will be reviewed and rated against the following criteria.

#### 1. Organizational background (10 points)

- Structure and performance of organization.
- Relationship of the program to strategic and organizational goals of the proposing entity.
- Commitment and experience in technology transfer and commercialization.
- Ability to build and maintain linkages/partnerships and agreement with other organizations.

## 2. Linkage arrangement (20 points)

- demonstration of a sound linkage arrangement between one or more entities with which the proposing entity is committed to work.
- Evidence of established agreement(s) and commitment to collaborate or proposed formation of the linkage showing congruity, common of purpose and/or complimentarity. (cross-border relationships is encouraged).
- Established or proposed linkages must have strong private sector orientation.

## 3. Program (50 points)

- Relevance to the purpose and objective of the TTGs.
- Rationale and appropriateness of the technologies and activities to be undertaken.
- Program objectives and process to accomplish them - the objectives must be specific and achievable. The implementing methodology must clearly address the objective to be accomplished and must clearly provide for a system leading to successful transfer and/or commercialization of the technology.
- Program management - including adequacy of facilities, staff and capability; qualifications of scientists and entrepreneurs; adequacy of systems and procedures to ensure effective management of the activities and organizational linkages for successful transfer and/or commercialization.
- Monitoring and evaluation - proposed M & E system to assess program impact must be clearly stated.

## 4. Cost proposal, including matching component (10 points)

The cost proposal must include headquarters support costs, linkage support costs, direct technology transfer and commercialization costs; and in-kind, cash and leveraging of resources costs.

## 5. Work plan (over two years) (10 points)

The specific program activities with time frame for their accomplishments must be presented in a chart format with a narrative explanation.

## 6. Review procedures

Submitted proposals will be reviewed and rated by the TTG Program Review Committee, at national, regional and donors levels.

## 7. Preparation and submission of applicant

All proposals can be forwarded to:  
(by mail)

The Director of Research  
OAU/STRC-SAFGRAD  
01 BP 1783  
Ouagadougou 01 - Burkina Faso  
Tel.: 226 30 60 71/31 15 98  
Fax: 226 31 15 86  
Email: oua.safgrad@fasonet.bf

## 8. Proposal format:

- Title and cover page;
- Executive Summary;
- Proposal;
- Organization background;
- Partnership;
- Program;
- Budget/Cost of proposal;
- Work plan for two years.

Appendices can be added.

All proposals must be submitted by no later than 30<sup>th</sup> March 1998.

## Annex 2: Criteria for Screening Technology Transfer and Commercialization Programme Proposals

Country:	Project						Sub-total Project	Choice of Technology					Sub-total Technology	Total Score
Project Title	Income and employment generation *	Stimulation stakeholders partnership	Sustainability	Stimulate contract research/extension services	Matching/ revolving funds *	Private sector orientation	(6-22)	Demand/Market *	Contribution to sustainable agriculture *	Food security	Simplicity to transfer	Cost effectiveness/Availability	(5-19)	(11-41)

Criteria are rated using the following (1-3) scale :

- 1= Low
- 2= Medium
- 3= High

\* Criteria marked with asterisk are rated using the following (1-5) scale :

- 1= Very low
- 2= Low
- 3= Medium
- 4= High
- 5= Very high

**Annex 3: Presentation of the working groups**

The work group session started in the Saturday afternoon to end on Sunday 31, in the morning.

### **Working group 1: Evaluation report of proposals from Senegal**

Members:

Jean Pierre Ndiaye

Gisele d'Almeida Lopez

Ali Ouattara

Of the five projects from Senegal, the committee recommended the following four for funding.

#### **1 Production de semences céréalières au Sénégal (Institut sénégalais de recherche agricole (ISRA))**

**Production of cereal seeds in Senegal (Senegalese Institute of Agricultural Research (ISRA))**

##### Weaknesses:

- ▶ Too many crops considered: should target millet, sorghum and maize; peanut is funded right now by the European Union;
- ▶ Partnership linkages among producers and buyers should be specified;
- ▶ Budget needs adjustment;

##### Strength:

- ▶ Expected results are quantified;
- ▶ Strong demand in seeds exist.

This project is retained for financing, 40 points out of 54, ( 74%).

Budget = 34 719 775 F.CFA.

#### **2 Valorisation d'un fruit sauvage au Sénégal : le Ditarium senegalensis (Institut de technologie alimentaire (ITA))**

**Valorization of a wild fruit in Senegal : the Ditarium senegalensis ( Institute of food technology (ITA))**

This project needs improvement on the following aspect:

- ▶ Production and domestication aspects of Ditarium senegalensis are on-going research activities undertaken by ISRA, the University of Dakar, and ITA. Therefore, it should not be funded under this project;
- ▶ Budget need adjustment;
- ▶ Should involve more national scientists;
- ▶ Expected results should be quantified;

A very positive aspect is the strong demand which exist for the valorisation of this wild fruit.

Project retained for financing, 36 points out of 54, or 66,5%.

Budget = 19 080 000 F.CFA.

**3 Project d'extension des activités de l'entreprise "Free Work Service" (Free Work service (particulier))**

**Project of activity extension of the enterprise "Free Work Service" (Free Work service (private individual))**

Although a relevant project, its has lot of weaknesses that need to be improved upon. It is recommended that the project be further formulated using the following suggestions:

- ▶ Diversified products, has to target cereals and wild fruits;
- ▶ Budget should be adjusted;

The expected results were quantified.

Project retained for financing ; 34 points out of 54, or 63%.

Budget = 29 506 000F.CFA.

**4 Micropropagation appliquée à l'amélioration du marché de fleur au Sénégal (Universite C.A.D de Dakar)**

**Micropropagation applied on the improvement of the market of flower in Senegal (University of Dakar)**

Weaknesses:

Expected results are not quantified;

Too short, lacking key information

Not elaborated according to the guidelines

Strength:

Profitable sector particularly for women;

Existence of internal and external demand.

Although very relevant, the committee recommended that the project be resubmitted after further elaboration using the criteria and guidelines for proposal development. It was not rated.

Budget = 18 300 000 ++F.CFA.



**1 Renforcement des capacités de production et de commercialisation des producteurs de lait dans la zone de Dahra-Djoloff au Sénégal**  
**Strengthening of production and marketing capacities of milk producers in the zone of Dahra-Djoloff in Senegal**

This project had lot of weaknesses that led to its rejection:

- ▶ Lack of coherence between the identified constraint (prices not attractive) and proposed solutions;
- ▶ Results not quantified as well as matching and revolving funds;
- ▶ Roles and attributions of the different partners not clearly specified;
- ▶ Experience already led by NESTLE in collaboration with the ISRA without success.

Project not recommended.

**General observations**

The total cost of retained projects is 101 605 775 F.CFA.

## Working group 2: Evaluation report of proposals from Ghana

Members:

Japhet C. Norman

S. Korang-Amoako

Mahama Ouedraogo

### 1. Appropriate Household and Small Scale Soybean Utilization Technologies for Selected Rural Communities in Ghana.

$$\begin{array}{rcl}
 \text{Assessment} & \text{Score} & = 39 \\
 54 & = & 100\% \\
 39 & = & \frac{39 \times 100}{54} \\
 & = & 72\%
 \end{array}$$

#### Comments:

- ▶ Scientists from Women In Agricultural Development (WIAD) of MOFA and Nutrition Department of Ministry of Health (MOH) should be collaborators.
- ▶ There is the need for the proposal to be more quantitative, especially, in the activity area of the logframe.
- ▶ In page 10 of logframe, item 2.2, end users should be added as means of verification.
- ▶ Project should ensure the establishment of Revolving Fund account at the community and artisanal levels.
- ▶ Budget should be broken down. Contingency should be removed and overhead cost added.

Total estimated cost of project = \$29,920

Project Recommended

### 2. Maize and Onion production and marketing in the interior Savanna Zone

#### Weaknesses::

- ▶ Project is not relevant to the objectives of TTCP.
- ▶ The specific technologies to be transferred is not clear.
- ▶ Did not articulate how revolving funds will be accrued.

Project disrecommended

### 3. On-farm trials with Cassava as the main energy source for pigs in Ghana.

This project was disrecommended because of the following:

- ▶ Not relevant to objectives of TTCP.
- ▶ Sound more like adaptive research.
- ▶ No sustainability measures.
- ▶ Budget quite high.

### 4. Appropriate Canning/Bottling System for Training Small-Scale Food Processors in Ghana, with particular references to pepper sauce (shatter) producers.

$$\begin{array}{rcl}
 \text{Assessment Score} & = & 38.1 \\
 54 & = & 100\% \\
 1. & = & \underline{38.1 \times 100} \\
 & & 54 \\
 & = & 70.6\%
 \end{array}$$

Although recommended, this project should address the following issues:

- ▶ Need for logframe.
- ▶ Provide clear statement on sharing of responsibilities and complementarity.
- ▶ Need to provide for training on entrepreneurship.
- ▶ Need to be more quantitative and specific on equipment.
- ▶ Matching fund must be stated more clearly.
- ▶ Spell out clearly the mechanisms for establishing revolving fund.
- ▶ Should be specific about the site for the project.

Estimated Cost = \$30,000

### 5. Establishment of Demonstration Nursery for the management of Tissue Culture and (in vitro) plantlets prior to field planting.

This project was rejected because of the following weaknesses:

- ▶ Not enough information provided even for the Company itself.
- ▶ Infrastructure to undertake project is doubtful.
- ▶ Provide quantity and cost of items listed A - Capital Expenditure.

## 6. On-farm demonstration and evaluation of tissue culture plantlets of plantain and banana.

This project disrecommended because of the followings:

- ▶ May be resubmitted next time with target groups more carefully selected.
- ▶ Qualified people (at least Diploma in Horticulture) should be selected.
- ▶ Approach adopted should show more clear technological transfer and commercialization.

## 7. Increasing vegetable oil seed production and processing in Northern Ghana

$$\begin{aligned} \text{Assessment Score} &= 41 \\ 54 &= 100\% \\ 41 &= \frac{41 \times 100}{54} \\ &= 75.9\% \end{aligned}$$

Although recommended, this project needs to improve on the following:

- ▶ Logframe matrix to be elaborated with expected output and measurable indicators.
- ▶ Clarify supervisors.
- ▶ Remove contingencies and add overhead costs, showing clearly how to make project sustainable through revolving fund.

Estimated Cost = \$23,696

## 8. Community Seed Production of Soybean, Cowpea, Groundnuts, Sorghum, Maize and Rice.

### Comments:

- ▶ Too many items (crops) are being handled at the same time.
- ▶ Technology to be transferred not clearly stated.
- ▶ Revolving funds not established.

Project disrecommended

### 1. Transfer of Snail Farming Technology to the Rural Forest Communities.

$$\begin{aligned} \text{Assessment Score} &= 42.3 \\ 54 &= 100\% \end{aligned}$$

$$\begin{aligned} 42.3 &= \frac{42.3 \times 100}{54} \\ &= 78.3\% \end{aligned}$$

Comments:

- ▶ Indicate process for commercialization of small production.
- ▶ Provide detail matching fund proposed.
- ▶ Spell out plans for establishing revolving fund in the forest community.

Estimated Cost = \$25,410

Project Recommended

Total cost of Ghana proposal is \$109,026

### **Working group 3: Evaluation report of proposals from Burkina Faso**

Members:

Badu-Apraku baffour

Zangre Roger

Jean Sibiri Zoundi

Ali Ouattara

Concerning Burkina Faso, 11 projects were submitted to the committee.

Five of these projects were recommended for funding under the TTCP.

While two others are approved pending funds availability

#### **1 Project de rédynamisation de l'Association 'Wend Benedo-Tom:**

Major problems with this project were as follows:

- ▶ This project concerns the strengthening of the production capacity of the association rather than a technology transfer;
- ▶ The different responsibilities are not specified;
- ▶ No partnership linkage with the research;
- ▶ No plan of activities as well as matching funds specified.

This project was therefore not recommended for funding.

#### **2) Projet banque communautaire crédit/épargne liés à la transformation des produits agricoles. Projet community bank credit/savings linked to the transformation of agricultural products.**

This committee found this project to have very clear objectives with a positive social impact. However, these objectives have no relevance to technology transfer;

Other weaknesses include:

- ▶ Expected results not quantified;
- ▶ Role and responsibility of partners not defined;
- ▶ Mechanism for monitoring and evaluation not clearly established;

This project based on recommendation is rejected.

#### **5 Introduction de la décortiquage mécanique dans la méthode traditionnelle de production de soubala. (Département de technologie Alimentaire) Introduction of the mechanical sheller in the traditional production method of soubala. (Food Technology Department)**

The technology of interest in this proposal is very much in need and there is a possibility of cross country transfer. However, the methodology sounded more like adaptative research, because the technology is not totally developed yet. The budget presented is also too high.

Furthermore, this project was not recommended for funding.

**11) Projet d'aménagement d'un perimetre maraicher  
Project of reclamation of a vegetable production land**

This project was weak in the following important criteria for TTCP:

- ▶ Technologies not specified;
- ▶ Partnership and responsibility of actors not specified;
- ▶ Expected results not quantified as well as revolving funds;
- ▶ Plan of activities not established.

Therefore, it was not recommended or funding.

**1 Projet de production et de commercialisation du niébé (Association Song-Koaadba)  
Project of production and commercialization of cowpea (Association Song-Koaadba)**

Weaknesses:

- ▶ Varieties should be specified;
- ▶ Mechanisms for monitoring and evaluation should be clearly specified;

Strength:

- ▶ Expected results as well as matching and revolving funds are clearly specified;
- ▶ Existence of internal and external outlet for marketing the technology;
- ▶ Human Resources and materials available.

The committee found the project very relevant and retained it for financing ;It had a rating of 53 points out of 54, or 98%. This project had the highest rating.  
Budget: 7.889.460 F CFA.

**2 Production et commercialisation de semences de pomme de terre et d'oignon.  
(Association des producteurs semenciers du Yatenga)  
Production and marketing of potato and onion seeds (Association of seed producers of Yatenga).**

Weaknesses:

- ▶ Roles of actors to be clearly defined;
- ▶ Very high Budget, some investments should be paid for by the Association (shed);

Strength:

- ▶ Existence of a strong demand for onion and potato seed;
- ▶ Expected results as well as matching and revolving funds are clearly specified;

This project was retained for financing with a rating of 50 points out of 54, (92%).

Budget: 10.778.500 F CFA.

**3 Project de séchage et de commercialisation de fruits et légumes. (Groupement féminin Basnéré)**  
**Project of drying and marketing of fruit and vegetables ( Women Association Basnere)**

Weaknesses:

- ▶ Mechanisms for monitoring and evaluation should be clearly specified as well as procedures of documentation;

Strength:

- ▶ Existence of internal and external outlets for the commercialization of products;
- ▶ Expected results quantified;
- ▶ Matching and revolving funds indicated;
- ▶ Human resources and material available.

Relevant project, retained for financing ; 50 points on 54, is 92%;

Budget = 5.908.000 F.CFA.

**4) Project d'embouche ovine (Association Song-Koaadba)**  
**Project of sheep fattening (Association Song-Koaadba).**

Weaknesses:

- ▶ Technologies should be clearly defined (feeding techniques)
- ▶ Research needs to be more involved in this project;
- ▶ Forage production should be elaborated in collaboration with research partners particularly INERA;

Strength:

- ▶ Original Project;
- ▶ Existence of market outlets;



- ▶ Expected results quantified as well as revolving and matching funds.

This project was the fourth retained for financing, 49 points out of 54; (91%);  
Budget = 11.048.750 F CFA.

**5) Project d'appui au transfert et commercialisation des technologies agricoles (variété extra-précoce de maïs) (Association Benkadi)  
Project of strengthening agricultural technology transfer and commercialization (Extra - early varieties of maize) (Association Benkadi).**

Weaknesses:

- ▶ Plan of activities need to be specified;
- ▶ Varieties to be produced should be specified;
- ▶ Responsibility of partners (farmers, researchers) should be clearly established;
- ▶ Budget should be adjusted: some investments are hardly justified (storage room, staff salary: coordinator, secretary);

Strength:

- ▶ Strong demand exists for the technology;
- ▶ Expected results as well as matching and revolving funds are quantified.

This project is retained for financing, 40 points out of 54, (74%).  
Budget = 14 887 413 F.CFA.

**6) Projet intégré de production agro-pastorale (Producteur privé)  
Integrated production of crop and livestock project ( private Producer).**

Weaknesses:

- ▶ Technologies not specified;
- ▶ Responsibilities of partners not specified;
- ▶ Investments not justified in the framework of the project (water pump, large diameter well);

Strength:

- ▶ Strong demand exists;
- ▶ Specified expected results similarly to revolving and matching funds.

This project is recommended for financing in case of availability of fund, 39 points on 54, is 72%;

Budget: = 7.554.000 F CFA.

**7) Transfert de variétés de niébé en milieu paysan. (Direction régionale de l'agriculture (DRA) du Centre- sud)  
On-farm transfer of cowpea varieties ( Regional Direction of the agriculture (DRA) of the Center - south)**

This project draws its strength from the huge demand that exist for cowpea seed. The technology is therefore very relevant to TTCP.

However, the following weaknesses needs to be addresses:

- ▶ Necessity to involve the farmers more;
- ▶ Too high Budget, some expenses can be avoided (cost of technicians and the supervisor, cost of vehicles);
- ▶ Expected results not quantified.

This is the second project recommended for financing in case of availability of fund, 37 points on 54, is 68%;

Budget = 14.980.000 F CFA

### **General Observations**

For Burkina Faso, the total cost of all project recommended for funding amounts to 50 506 123 F.CFA.

## Annex 4: List of Participants

Jean Pierre Ndiaye  
 Scientific Director  
 ISRA  
 BP 3120 Dakar  
 Tel: 22832-24-28  
 Fax: 832-24-27  
 Senegal

Gisele d'Almeida Lopez  
 Dakar, Senegal

Japhet C. Norman  
 Deputy Director General  
 CSIR,  
 PO Box M32 Accra  
 Tel: (233 21)252803/252765  
 Fax: (233 21) 779809  
 Ghana

S. Korang-Amoako  
 Director, Dept. of Agricultural Extension  
 Services  
 P.O. Box M.37  
 Accra, Ghana  
 Tel: 233 21 664557  
 Fax: 233 21 665282

Badu-Apraku Baffour  
 Maize Network Coordinator  
 01 BP 2551 Bouake  
 Cote d'Ivoire

Jean Sibiri Zoundi  
 Chef Service Liaison Recherche-  
 Developpement  
 INERA  
 04 BP 8645 Ouagadougou 04  
 Tel: (226) 344012/340270  
 Fax:226 40271  
 E-mail: zoundi@fasonet.bf  
 Burkina Faso

Zangre Roger  
 Director, Agence Nationale pour la  
 Valorization de la Recherche (ANVAR)  
 CNRST  
 BP 7192 Ouagadougou  
 Tel:(226)365212  
 Fax: (226) 315003  
 E-mail: rgzangre@fasonet.bf  
 Burkina Faso

Taye Bezuneh  
 International Coordinator  
 OAU/STRC-SAFGRAD  
 01 BP 1783 Ouagadougou 01  
 Tel: 226 306071/311598  
 Fax: 226 31 15 86  
 E-mail oua.safgrad@cenatrin.bf  
 Burkina Faso

Mahama Ouedraogo  
 Research Associate  
 OAU/STRC-SAFGRAD  
 01 BP 1783 Ouagadougou 01  
 Tel: 226 306071/311598  
 Fax: 226 31 15 86  
 E-mail oua.safgrad@cenatrin.bf  
 Burkina Faso OAU/STRC-SAFGRAD

Ali Ouattara  
 OAU/STRC-SAFGRAD  
 OAU/STRC-SAFGRAD  
 01 BP 1783 Ouagadougou 01  
 Tel: 226 306071/311598  
 Fax: 226 31 15 86  
 E-mail oua.safgrad@cenatrin.bf  
 Burkina Faso

**Annex 5: Agenda of the  
Regional Technical Committee Meeting  
30 - 31 MAY, 1998  
OUAGADOUGOU, BURKINA FASO**

**Saturday 30<sup>th</sup>, May 1998**

**Morning Session**

9:00 - 9:20	Overview of Technology Transfer Grant programme (International Coordinator)
9:20 - 10:00	Discussion
10:15 - 10:30	<b>B R E A K</b>
10:30 - 11:00	Criteria for Screening Proposal. (Dr. Mahama Ouedraogo)
11:00 - 11:30	Project Proposals: Burkina Faso - (Mr. Ali Ouattara)
11:30 - 12:00	Project Proposals: Ghana - (Dr. Mahama Ouedraogo)
12:00 - 12:30	Project Proposals: Senegal - (Mr. Ali Ouattara)

**Afternoon Session**

12:30 - 14:30	<b>L U N C H</b>
14:30 - 17:00	Separate Session:

**Sunday 31<sup>st</sup> May 1998**

**Morning Session**

10:00 - 11:00                      Separate sessions (continued)  
11:00 - 12:30                      Preparation of sessions report.  
12:30 - 14:30                      **L U N C H**

**Afternoon :**

**Joint Session**

Rapporters Report  
14:30 - 14:50                      Senegal  
14:50 - 15:10                      Burkina Faso  
15:10 - 15:30                      Ghana  
15:30 - 16:30                      General discussion and closing of the meeting.

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1998-05

# Report of the First Regional Technical Committee Meeting 30-31 May 1998

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