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# Women Agri-Entrepreneurs in Malawi

Improving the livelihoods of rural women  
in Chipande Extension Planning Area, Blantyre

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## **Project Summary**

In Malawi, almost 92% of female headed households live in the rural areas and depend on subsistence agriculture for their daily livelihood. These households are continuously faced with challenges with regards to production and marketing of their products, which subjects them to permanent circle of poverty. This proposal is for a project which aims to transform the livelihood of female headed households in Chipande EPA in Blantyre District, Malawi, from living in ultra-poverty to having sustainable incomes and ensuring achievement of food security in their households. This is achieved by improved agricultural production, access to markets, and improved household intra-relationships.

The goal is to economically empower 1,000 female headed households through a range of activities, such as improved agricultural practices, use of new technologies, provision of inputs and development of agri-entrepreneur knowledge and skills. Further, actions will be taken to enhance access to markets, to include construction of community market shelters, establishment of community-based transport system, and the formalization of farmer-buyer contracts. Improved household intra-relationships are essential for the project, as is collaboration between household members to achieve the common goals and address gender imbalances. Household gender relations will be improved through the implementation of household approach.

To ensure the sustainability of the project, existing government structures are used for its administration and personnel, where extension officers play a central role in closely working with beneficiary households. The project largely depends on donor funds for implementation of its activities and supplements the activities of the government by addressing the needs of the poorest.

Keywords: Agri-entrepreneurship, female headed households, livelihoods, household approach, Malawi

# 1. Introduction

## 1.1 Background

Decades after independence, Malawi's smallholder agriculture workforce continues to be dominated by women. Malawi is a small country found in the sub Saharan region in Africa. Its economy is greatly dependent on agriculture with 82.7% of its population involved in agriculture (IHS 2018).

The agriculture sector in Malawi is divided into two estate farming, which is dominated by men, and smallholder subsistence farming which is dominated by women. Crops grown by the subsistence farmers are usually for home consumption and the excess are sold for income. Some of the crops grown include maize, groundnuts, sweet potatoes, rice, pulses and vegetables. The majority of the smallholder farmers live in the rural areas of Malawi and depend on agriculture as their main source of food and income at household and community level.

Livestock production also constitutes part of the agriculture sector in Malawi with more than half of the small holder farmers involved in some form of livestock production (ADF 2014). Most of the smallholder farmers keep their animals under free range type of system which is a low output management system.

Women are reported to comprise about 60% of the smallholder agriculture sector in Malawi (ADF 2006). Women's level of effort and contribution to agricultural activities in Malawi equals that of men despite the former being the main suppliers of labor for household chores. These chores are never given any economic value, as this contribution is taken for granted and expected from women by society in in Malawi. About 25.2% of the households in Malawi are female headed households (IHS4, 2017). However, recent statistics have indicated some of districts in the southern region of Malawi, where matrilineal system<sup>1</sup> is practiced, have more than 35% female headed households.

Agriculture in Malawi is predominantly rain fed, while some reforms are currently underway to develop the irrigation systems. The sector is continuously facing challenges which contributes to its failure to attain high production levels and high income returns.

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<sup>1</sup> Matrilineal system in Malawi is system through which lineage of a family is traced through the mother. In this system men have less control over land as such they tend to invest less in their families which leads to most men leaving their families whenever they feel like.

## **1.2 Relevant policies and institutional settings**

In 2010, the Malawi government developed a National Agriculture Policy as a way to promote the achievement of national food security, poverty reduction and economic development. The NAP was developed in alignment with the Malawi Development Growth strategy which is a tool that was developed to enhance the achievement of the Millennium Development Goals and Sustainable Development Goals in Malawi. The policy also emphasized the need for including gender equality in activities of the agriculture sector as a means of ensuring equal participation of both men and women, boys and girls. The inclusion of gender equality was also promoted through the development of the Agriculture Sector Gender, HIV and Aids (GHA) Strategy that was enacted in 2012.

The GHA strategy aimed at providing guidelines of inclusion of gender perspectives in the implementation of agriculture activities in the country. However, the strategy has failed to meet its goals and has so far only been a good strategy on paper, lacking government commitment to prioritize it in the nation's budget. Despite the lack of budget prioritization by the central government, the Ministry of Agriculture, through the District Agriculture Offices (which now fall under the District councils) have encouraged the reporting of agriculture activities in a disaggregated manner. This action is taken to measure the impact achieved by agricultural projects within the District.

## **2. Project justification**

### **2.1 Problem analysis**

In Malawi, 92% of the rural female headed households highly depend on agriculture and agribusiness activities for their daily livelihoods. However, these female headed household farmers continue to face continuous challenges which frequently puts them in a circle of continuous poverty. These challenges include low agriculture production, high vulnerability to exploitation of different types, low levels of income and persistent hunger in their households.

On average, agricultural plots managed by female headed households in Malawi are 25% less productive than plots that are managed by male headed households (Kilic, Palacios-Lopez, & Goldstein, 2013). This is a result of several issues that female headed households face in agricultural production, such as low access and use of improved inputs, unavailability of proper agricultural tools in their households and lack of access to extension services. The inability of female headed households to access agricultural markets and their failure to bargain makes them vulnerable to extortion by male vendors. This leads to their agricultural produce being bought at lower prices than produce of male headed households. Subsequently, this puts the female headed households at a disadvantage in terms of the returns that are realised from their crops, leading them to earn lower incomes.

Women are also subjected to high levels of vulnerability owing to low literacy levels and poor market conditions among the women populace. Majority of the female headed households in Malawi have low literacy levels which puts them at a disadvantage and increases their dependence on men, a fertile ground for exploitation.

### **2.2 Context**

The projects context is characterized by an area that is predominantly rural and agriculture dependent. The area is continuously faced with a lot of economic and social challenges that adversely affect women especially female household heads. These challenges have led to most of the households in the area to be income and food insecure.

The current population figures indicate that more than 50% of households are female headed. These households also form the majority of the poorest households in the area. The high number of female headed households has primarily been attributed two factors. First, the high migration rate of males in the area in search of better life in the urban area has left a lot of

women behind who have become heads of their households since most of these men do not return after they leave. This creates double responsibility burden for the women who assume the bread winner role and continue to act in the caretaking roles for the household. This in turn reduces their productivity levels, limiting their ability to produce enough to sustain and maintain their families.

Second, HIV and aids has also presented itself as a major burden in the area. This has led to deaths of key household members in the area, with most of the victims being men. Women are left with households that have no financial resources and no assets since most of the assets are sold to care for the needs and costs of the patients.

Despite these conditions, the area has had several projects that are have been implemented by NGOs and government. These projects have been aimed at different beneficiaries and have followed different approaches. However, most of government agricultural projects have been aimed at the empowerment of women in the area. As such, this project will increase government's ability of to deal with the social and economic challenges that women face, more importantly those that are faced by the female household heads.

### **2.3 Stakeholder Analysis**

The stakeholder analysis of the project examines different stakeholders who will have an influence on the planning, implementation and evaluation of the project based on the result based management process. The stakeholders are analyzed based on three categories; primary stakeholder, secondary stakeholders and external stakeholder. Female household heads and their families will form the primary group of stakeholders for the project. Below is a table which sets forth analysis of all the stakeholders to be involved in the project, their roles, potential impact of the project and the priority granted in the project design.

Table 1 Project stakeholders

Stakeholder	Project Involvement	Stage of involvement in the project	Role in the project	Potential impact of the project	Priority
Female HHH	Implementation of project activities	All stages of the project	Main beneficiaries	Improved livelihood through increased and sustainable income. Food security	high
Members of FHH	Provide assistance to the main beneficiaries of the project	All stages of the project	Beneficiaries	Improved livelihoods	high
Local Leaders	Influence the community opinion on the project. Encouragement of female HHH participation. Influence the access to land (in case of irrigation land)	All stages of the project	Consultation, community influence	Improved livelihoods for their communities	medium
Community members	Engaged in beneficiary selection.	Beneficiary selection, evaluation	consultation	Source of income	low
Ministry of Agriculture	Expertise	all stages of the project implementation	consultation	Sectoral achievement	low
District council	Monitoring	All stages	Monitoring, Consultation Influence over land acquisition	District women empowerment	low
District Agriculture office	Provide expertise	All stages	Consultation, Monitoring, guidance	Sectoral achievement	medium
Extension Workers	Provide training to the farmers Provide Guidance to the FHHH	All stages	Facilitation Training Monitoring	Sectoral achievement	medium
City markets	Provide space in the market where the beneficiaries can sell their products	implementation	Consultation, Monitoring	Quality of products	low
Super markets / Hotels / Restaurants	Provide a market for the produce	Implementation,	Monitoring	The quality products	high
Donors	Source of funds	All stages	Consultation		high
NGOs / CBOs	Provide parallel trainings	Implementation	Consultation	Shared effort	low

## 2.4 Gender approach

The Malawi's cultural definitions of femininity have ascribed women's role as being mothers, belonging to the kitchen and caretakers of the home. This has led to most of the communities in Malawi granting less attention to the needs of the women. Despite numerous efforts by the government to create and implement policies and strategies that aim at empowering women, women have still continued to face a lot of challenges.

One such recent effort is the implementation of the agriculture sector Gender, HIV and Aids strategy which was developed with an aim of promoting gender equality, preventing the spread of HIV and mitigating the impacts of AIDS in order to increase agricultural productivity. It specifically focused on economic empowerment of women and other vulnerable groups; ensuring food security for women and vulnerable groups; plus reducing the malnutrition among women and vulnerable groups. However, despite such sector specific efforts, women and especially female household heads, continue to face issues of access to and control over land; access to credit, gender bias on agricultural products marketing and issues pertaining access to extension services.

Lawson, Ado-Kofie, and Hulme, (2017) suggests that giving women a chance to own land has a high probability of increasing their chances of venturing into commercial agriculture. This justifies the low number of women that are engaged in commercial agriculture in Malawi agriculture sector. The customary land laws of the country that have placed ownership of land in the hands of males this has in turn limited women's decision on what type of agriculture to engage in on the pieces of land that are assigned to them. Women's access to agriculture extension services still remains a big challenge with some of the delivery methods of agricultural learning not being suitable to meet women's needs and literacy levels (Netsayi, Mudege, Mdege, Abidin & Bhatasara, 2017). As evidenced by Mutenje, Kankwamba, Mangisoni, & Kassie, (2016), both men and women are involved in decision making regarding resource allocation and agricultural technology innovation choice. However, men still make decisions on cash crops like tobacco, while women make decisions of food crops which are usually grown for home use.

In view of all these challenges and as a means through which to empower female headed households it is important to recognize the need to enhance women's agricultural knowledge and production skills, promote their intra-household relations and confidence in decision making. Also, it is important to provide female headed households with an easy access to markets while organizing them into groups to enhance the sustainability of their activities.

## **3. Project framework**

### **3.1 Project goal**

The goal of the project is to economically empower 1,000 female headed households through enhancement of their agricultural production while improving their access to markets.

### **3.2 Project purpose**

To transform the livelihood of female headed household from living in ultra-poverty to having sustainable incomes and ensuring achievement of food security in their households. This is achieved by enhancing their literacy levels, agri-entrepreneur knowledge and skills and household intra- relationships among the targeted beneficiaries

### **3.3 Specific objectives**

The project is expected to achieve the following objectives:

- Build capacity of female household heads and agriculture extension workers to adopt and implement good agricultural practices both for livestock and crops production.
- Improved access of female household heads to financial services and loans.
- Increased use of improved and new varieties and breeds by the female headed households to improve agricultural yields.
- Improved gender relations within the female headed household by the creation of common household visions through the use of household methodologies.
- Improved access to markets by female households through the provision of transportation alternative and direct market engagement.

### **3.4 Project outputs**

Project outputs are as follows:

- Increased level of agricultural productivity by the female headed households.
- Reduced level of vulnerability to exploitation of the female headed households.

- Increased knowledge about agriculture production and agri-entrepreneurship by female agri-entrepreneurs.
- Improved household relations among members in female headed households.

### **3.5 Outcomes**

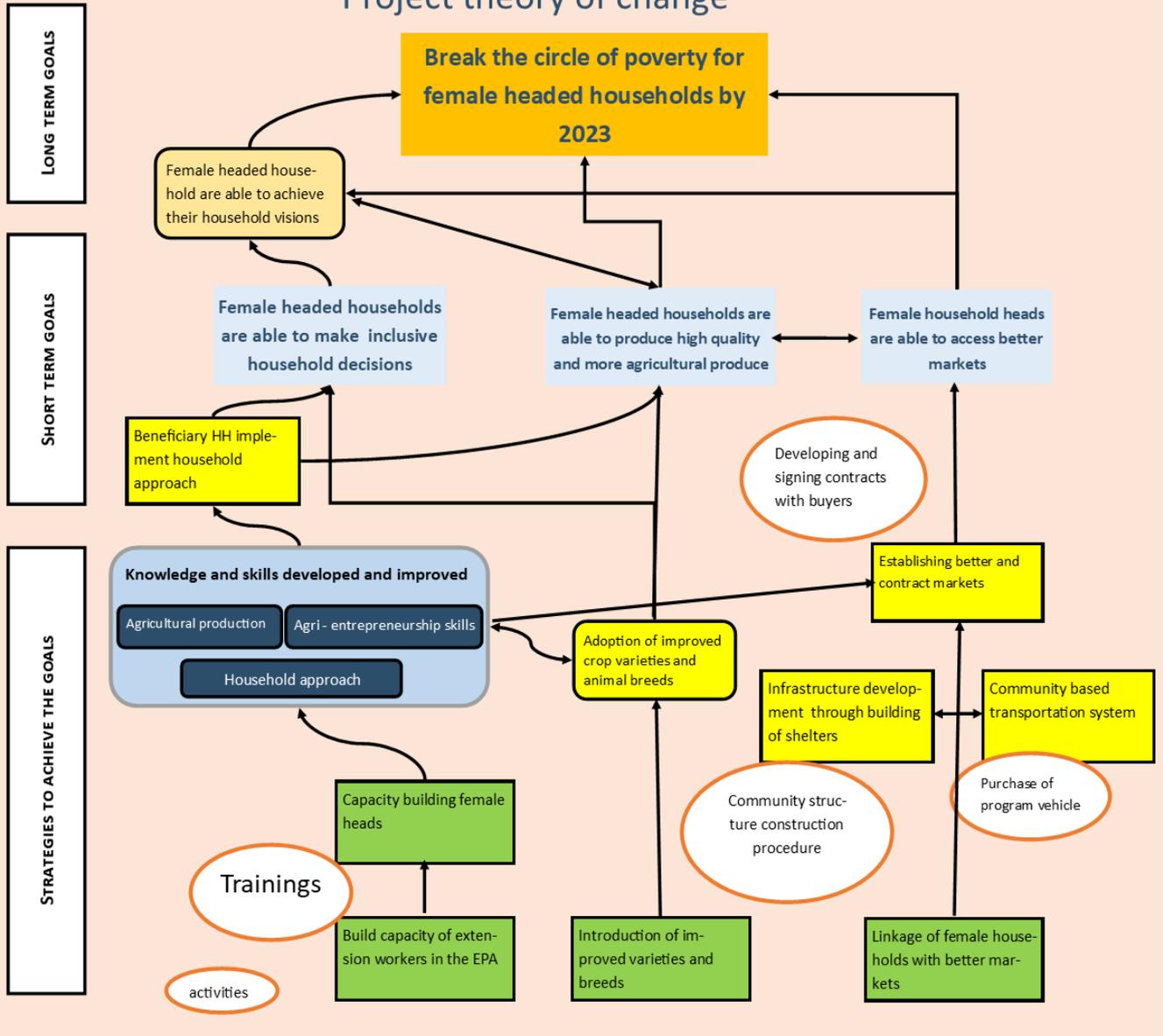
Reduced poverty rates among female headed households that participate in the project.  
Improved prices for agricultural products and long-term access to markets.

### **3.6 Theory of change**

The theory of change explains the process through which the desired economic and social change will be achieved by the project. It also shows some of the activities that take place at the different levels in the pathway of change. Figure 1 on next page is an illustration of the theory of change for the project. The project design also relies on logical framework analysis, but the logical framework for the project is set forth in annex I.

# Women Agri-Entrepreneurs in Malawi

## Project theory of change





the project. The extension workers will be responsible for the different training in the project and will also select the beneficiaries of the program, with the help of the community.

The selection strategy of the main beneficiaries will follow the following criteria. The beneficiary should be:

- A female head of household
- Not be currently participating in any agriculture projects in the area
- A household that is active in farming activities and willing to adopt new agricultural technologies (CA, improved varieties of crops etc.)
- A household that is ultra-poor in the community according to the Unified beneficiary registry<sup>2</sup>

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<sup>2</sup> A platform with information of households that are eligible for social support services is kept. The registry only lists households that are poor and in need of support.

## **5. Project implementation**

### **5.1 Project administration**

In Malawi, the Ministry of Agriculture has always been the main provider of extension services. In view of this, the project will be implemented under the Ministry of Agriculture, through the Blantyre District Agriculture Office and the District council of Blantyre. Implementation of the project through the council will enable the use of already available management and operational structures in the district. By using the government structures and systems, it will allow easy monitoring, evaluation and sustainability of the project, and enhance ownership. However, given the scope of the project and bearing in mind the challenges that district agriculture offices are facing, the project will need to acquire some assets of its own to support the day-to-day operations.

For implementation, the project will use government human resources (extension workers) who are based in the project area. Their roles will be to facilitate the implementation activities on the ground and work closely with the main beneficiaries in ensuring that project goals are achieved. They shall also be responsible for providing weekly updates on the progress of the project and activities carried out on the ground.

The project shall be coordinated at district level by the District Agriculture Office with advisory support from Ministry of Agriculture (department of extension services and Agriculture development division offices) and District Council. The coordination team shall be headed by the Agriculture Gender Roles extension support officer (AGRESSO) with the following as support members to the team: District Agriculture Development Officer (DADO), Extension Methodologies Officer (EMO), Agribusiness Officer (ABO), Agriculture Communication Officer, Crops Officer, Irrigation Officer and Land Management Officer and the Accounts Officer. The figure below shows the organization chart and the composition of the coordination team.

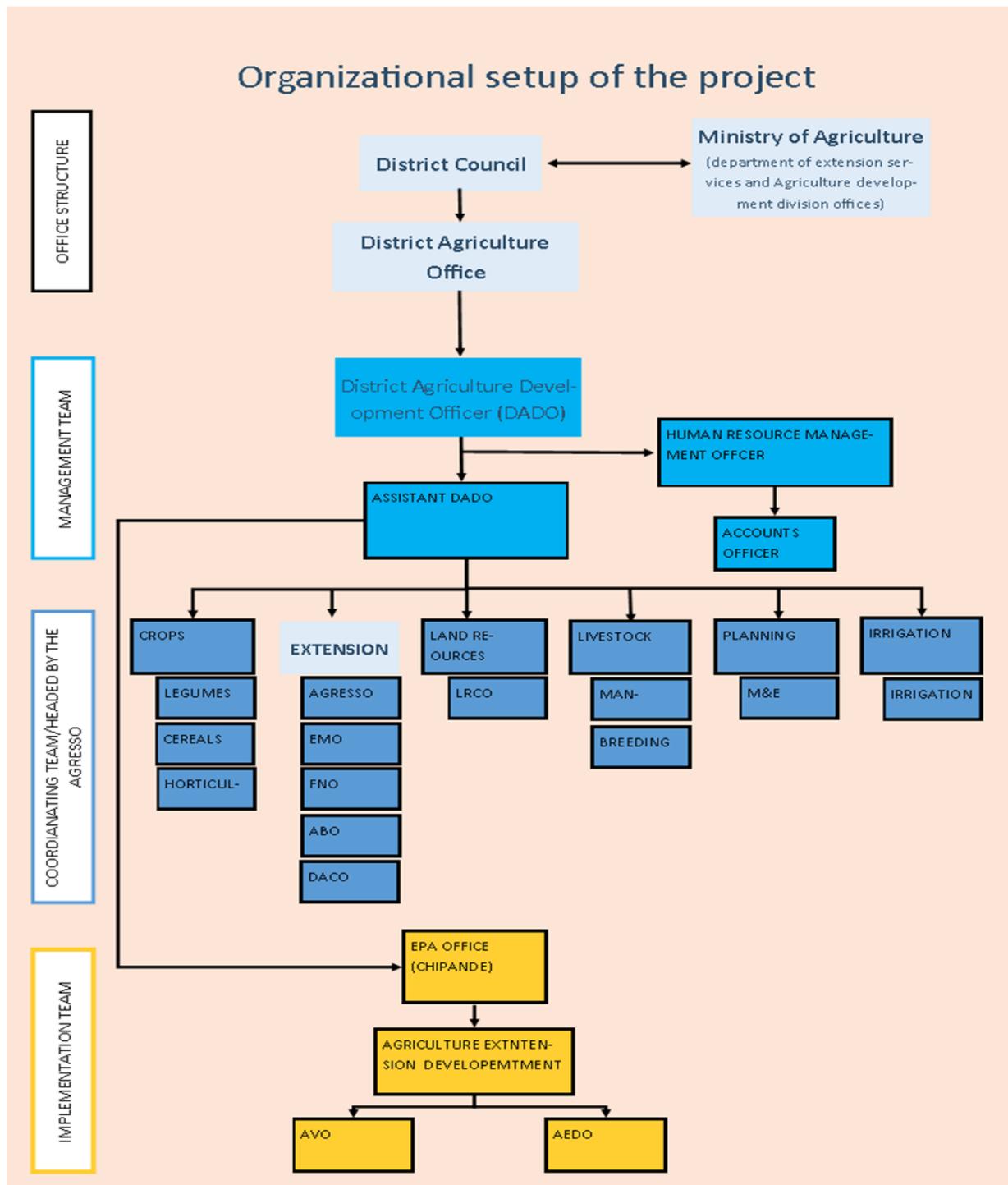


Figure 3 Organization Setup

During the implementation of the project, peer-to-peer training and visits will be included as part of the learning and attitude change of the participants. This will be achieved through engagement of female farmer groups that are doing different agriculture projects in the district and outside the district. However, to ease the mobility challenges that might be faced in the implementation of the project, the project will acquire a project vehicle that will be used by the project team for all project activities.

## **5.2 Project sustainability**

The following mechanisms will ensure the projects sustainability beyond the funding the period:

- By using government structures and management systems, the project will ensure that its activities are included in the district agriculture office and district council offices work plans which will ensure that monitoring and evaluation of the project will continue even after the funding ends. The use of extension worker that belong to project area will ensure that beneficiaries have access to them for guidance even when the project is formally completed.
- The interest groups that will be formed as entry points by the project will be self-sustaining since they will be self-formed. They will be trained and will continue to be trained in order to capacitate them with knowledge and skills for functionality so that when the project ends the groups should be able to continue the interventions on their own.
- The project will also follow a systematic exit strategy as a means through which to ensure continued engagement of the beneficiaries and the other stakeholders. The exit strategy will be based on the principle of gradual transfer of project roles. This will be initiated in the third year of the project were some of the roles will be slowly transferred from the coordinating team to the EPA office and the beneficiaries committees. This will ensure that the roles and responsibilities are fully transferred by the end of the fourth year of implementation.

## **5.3 Activity and resource plan**

The implementation of the project will greatly rely on using government structures and personnel. Participatory extension approaches will be core in the implementation of the activities which include sensitization meeting, trainings, infrastructure development, demonstrations and household methodologies.

Sensitization meetings will be used to get the different stakeholders know about the project. These meetings will be done starting from policy level (ministry headquarters) to community level as a means of ensuring that all stakeholders are clear of the project.

Training will be used as the main tool of transfer of knowledge. The trainings will involve both the extension workers, who will play a vital role in implementation of activities and the beneficiary female household heads. The district agriculture office will champion the

organization and ensuring that the trainings are conducted both for extension workers and beneficiaries.

The project will also lead to infrastructure development in the proposed area. This will be through the building of the shelters through community and beneficiaries participation. The project will also develop a community based transportation system which the beneficiaries will use in the transportation of their crops to the markets.

Household approach will be used as a means of improving gender relations in the beneficiary households. The implementation of this approach will be done with the assistance of the local facilitators who will be selected from the beneficiaries. The table in annex II outlines the timeline that the project will follow in the implementation of the activities.

#### **5.4 Risk analysis**

Risk management is key to the success and completion of any developmental project. For those reasons, this project has taken into consideration the potential risks that could affect its implementation. The risk management system has been built on a number of assumptions some of which include; the willingness of the beneficiaries to participate in the program, favorable weather conditions and the availability adequate funds to implement the activities.

The risk management table in annex III presents detailed information on each of the assumptions and risks that the project might encounter and the mitigation measures that have been put in place to deal with them

## 6. Budget summary

The project will require funds amounting to € **621,584.92** which will be used for the project activities and administrative costs. The table 2 below gives a summary of the budget breakdown while detailed budget is set forth in annex IV.

Table 2 Budget overview

<b>1</b>	<b>Direct costs</b>	<b>Local currency (MWK)</b>	<b>EURO (€)</b>
<b>1.1</b>	<b>Improved agricultural production</b>		
1.1.1	Increased crop production	12,319,170.94	15,171.39
1.1.2	Improved agricultural skills	105,395,000.00	129,796.80
1.1.3	Use of improved or new technologies	155,196,001.00	191,128.08
1.1.4	Increased livestock production	31,871,000.00	39,250.00
<b>1.2</b>	<b>Improved access to markets</b>		
1.2.1	Community market shelters	38,774,000.00	47,751.23
1.2.2	CBM transportation services	31,532,000.00	38,832.51
1.2.3	Contracts with buyers	4,573,200.00	5,632.02
<b>1.3</b>	<b>Improved intra relationships for female headed households</b>		
1.3.1	Strengthen female household gender equality through household approach	38,732,400.00	47,700.00
	<b>Subtotal</b>	<b>418,392,771.94</b>	<b>515,262.03</b>
<b>2</b>	<b>Administrative costs</b>		
2.1	Equipment	23,000,000.00	28,325.12
2.2	Consultancies and Audit	26,000,000.00	32,019.70
2.3	Administrative (indirect) costs (7%)	37,334,186.75	45,978.06
	<b>Subtotal</b>	<b>86,334,186.75</b>	<b>106,322.89</b>
	<b>Total budget</b>	<b>504,726,958.69</b>	<b>621,584.92</b>

## **7. Monitoring and evaluation**

The project will ensure accurate and timely reporting at all levels of implementation on quantitative data and narrative reports relating to its activities as outlined in the project proposal. These reports shall include: (i) activity reports, including both narrative and quantitative information, and (ii) financial reports (at monthly, quarterly and annual intervals). Narrative information in the progress report shall include: overall progress in the implementation of agreed activities, operational difficulties encountered and measures taken to overcome them and results achieved. The planning and monitoring department shall be responsible for all monitoring activities, while evaluations will be external. A detailed outline of the targets, reporting periods and responsible persons is set forth in the monitoring framework in annex V.

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## Annex I – Project logframe

Table 3 Project Logframe

Goals		Indicators		Verification sources		Assumptions	
1	Break the circle of poverty for female household heads	1.1	80% of participating FHH rise above poverty line	1.1.1	Household annual income		
		1.2	Sustainable annual production	1.2.1	Agr. extension officer annual assessment		
Purposes		Indicators		Verification sources		Assumptions	
1	Improved agricultural production	1.1	Annual produce	1.1.1	Production survey		
		1.2	Income from agricultural production	1.2.1	Income statements from households		
		1.3	Improved quality of agricultural production	1.3.1	Periodical quality study		
2	Improved access to markets	2.1	Increase in the selling value of agricultural products	2.1.1	Household methodology baseline pricing study		
				2.1.2	Periodical pricing study		
		2.2	Number of locations for markets	2.2.1	Survey		
		2.3	Barriers to accessing markets removed	2.3.1	Survey		
		2.4	Channels of marketing	2.4.1	Survey		
3	Improved intra relationships for female headed households	3.1	% of main beneficiary households following household methodologies	3.1.1	Survey		
				3.1.2	Group Registers		
		3.2	Ability of joint decision-making	3.2.1	Self-assessment		
		3.3	% of FHHs achieving milestones	3.3.1	Periodical reviews of household methodology implementation		
Outputs		Indicators		Verification sources		Assumptions	
<b>1</b>	<b>Improved agricultural production</b>						
1.1	Increased Crop Production	1.1.1	Number of sensitization meetings	1.1.1.1	Reports	1.1.1	Draught
		1.1.2	Number of interest groups formed	1.1.2.1	Progress reports	1.1.2	Flooding
		1.1.3	% increase in yield	1.1.3.1	Field Reports		
				1.1.3.2	crop production estimates		
1.2	Improved agricultural skills	1.2.1	Number of extension workers trained in GAPs	1.2.1.1	Activity reports	1.2.1	Women are able to learn new skills
				1.2.1.2	Attendance sheets	1.2.2	Skills taught are relevant
		1.2.2	Number of groups trained in GAPs	1.2.2.1	Activity reports		
				1.2.2.2	Attendance sheets		
		1.2.3	Number of Extension workers trained in group dynamics	1.2.3.1	Activity reports		

				1.2.3.2	Attendance Sheets		
		1.2.4	Number of Groups trained in group dynamics	1.2.4.1	Activity reports		
				1.2.4.2	Attendance sheets		
		1.2.5	Number of materials developed	1.2.5.1	Reports		
				1.2.5.2	Availability of materials in resource centers		
		1.2.6	Number of leaflets and posters	1.2.6.1	Reports		
		1.2.7	number of exchange visits	1.2.7.1	Activity report		
		1.2.8	number of field days	1.2.8.1	field visits		
				1.2.8.2	Reports		
1.3	Use of Improved or new technologies	1.3.1	Number of livestock procured and distributed	1.3.1.1	Goods delivery Notes	1.3.1	Female HHH are adopting improved and new technologies
				1.3.1.2	Reports	1.3.2	Female HH will have access to improved and new technologies/breeds
				1.3.1.3	Recipient registers		
		1.3.2	Kgs of seed procured and distributed	1.3.2.1	Goods Delivery Notes		
				1.3.2.2	Reports		
				1.3.2.3	Recipient Registers		
		1.3.3	Number of extension workers trained	1.3.3.1	Attendance registers		
				1.3.3.2	Activity reports		
		1.3.4	number of beneficiaries trained	1.3.4.1	Attendance registers		
				1.3.4.2	Activity reports		
1.4	Increased livestock production	1.4.1	Number of sensitization meetings	1.4.1.1	Attendance sheets	1.4.1	Diseases
				1.4.1.2	Activity reports	1.4.2	Female HH are willing to diversify
		1.4.2	Number of livestock groups formed	1.4.2.1	Registration forms		
				1.4.2.2	Reports		
		1.4.3	Number of kholas constructed	1.4.3.1	Field visits		
		1.4.4	hectares of pasture land conserved	1.4.4.1	field visits		
		1.4.5	various	1.4.5.1	Delivery Notes		
				1.4.5.2	Reports		
		1.4.6	Number of campaigns	1.4.6.1	Reports		
		1.4.7	Number of campaigns	1.4.7.1	Reports		
<b>2</b>	<b>Improved access to markets</b>						
2.1	Community market shelters	2.1.1	Number of community consultation Meeting	2.1.1.1	Availability of signed agreement forms	2.1.1	Availability of land for the shelter
		2.1.2	Number of meeting with the District council and lands office	2.1.2.1	Availability of land title deeds		
		2.1.3	Number of structures constructed	2.1.3.1	Presence of the shelter		
		2.1.4	Number of guards hired	2.1.4.1	Log sheet		

		2.1.5	Number of repairs done	2.1.5.1	Maintenance sheet		
2.2	CBM transportation services	2.2.1	Number of vehicles purchased	2.2.1.1	Availability of the vehicle	2.2.1	Good road network
		2.2.2	Number of drivers hired	2.2.2.1	Drivers log sheet		
		2.2.3	Number of maintenances done	2.2.3.1	Vehicle log sheet		
				2.2.3.2	Maintenance sheet		
		2.2.4	Number of vehicles insured	2.2.4.1	Availability of valid insurance		
2.3	Contracts with buyers	2.3.1	Number of meeting	2.3.1.1	Attendance sheet	2.3.1	buyers will be willing to get into contracts
				2.3.1.2	Activity report		
		2.3.2	Number of buyers	2.3.2.1	Reports		
		2.3.3	Number of types of forms produced	2.3.3.1	Reports		
		2.3.4	Number of agreements signed	2.3.4.1	Signed agreement forms		
		2.3.5	number of agreements signed	2.3.5.1	Signed agreement forms		
		2.3.6	Number of agreements signed	2.3.6.1	Signed agreement form		
		2.3.7	Number of agreements signed	2.3.7.1	Signed Agreement form		
<b>3</b>	<b>Improved intra relationships for female headed households</b>						
3.1	Strengthen female HH gender equality through household approach.	3.1.1	Number of extension workers trained	3.1.1.1	Activity Reports	3.1.1	Households willing to implement the approach
		3.1.2	Number of meetings	3.1.2.1	Registration / Attendance sheets	3.1.2	availability of a household member that can read and write
		3.1.3	Number of local facilitators	3.1.3.1	Reports		
		3.1.4	Number of local facilitators	3.1.4.1	Reports		
		3.1.5	% beneficiary household implementing	3.1.5.1	Reports		
				3.1.5.2	field visits		

## Annex II – Project timeline

Table 4 Project timeline

	TIMEFRAME															
	2019	2020				2021				2022				2023		
	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr
<b>Activities</b>																
<b>Improved agricultural production</b>																
<b>Increased crop production</b>																
Conduct beneficiary sensitization meeting on crops and crop management																
Form interest groups on crop production																
Facilitate implementation of good crop production practices																
<b>Improved agricultural skills</b>																
Extension workers refresher trainings on good agricultural practices and extension Methods																
Beneficiary trainings on good agricultural practices																
Extension worker refresher training Group dynamics and management																
Interest groups trainings on Group dynamics and management and leadership																
Develop IEC materials on GAPs, Group dynamics and extension methods																

Produce IEC materials (leaflets and booklets)																			
Conduct Exchange visits																			
Conduct Field days																			
<b>Use of improved or new technologies</b>																			
Procure and distribute improved livestock breeds																			
Procure and distribute improved crop varieties																			
Extension worker refresher training in conservation agriculture																			
Beneficiary training in conservation agriculture																			
<b>Increased livestock production</b>																			
conduct beneficiary sensitization meeting on livestock and livestock management																			
identify among the beneficiary households and form interest groups to be engaged in livestock production																			
facilitate construction improved of livestock kholas																			
establish pastures and conserve livestock feeds																			
Cost recovery drugs, vaccines and equipment procurement program																			
contribute to mass chicken vaccination campaigns																			
conduct beneficiary goats deworming campaigns																			
<b>Improved access to markets</b>																			
<b>Community market shelters</b>																			
Consultation process - community (incl. leaders)																			
Secure land with District Council																			
Construction of shelters																			
Caretakers assigned - CBM structures repairing of the shelters																			



## Annex III – Risk analysis

Table 5 Risk Analysis table

Risk definition		Risk statement	Objective		Likelihood	Impact	Risk level
Operational risks							
1.1.1	Draught	Reducing risk: Growing draught tolerant crops and diversification of crops Following conservation agriculture. Following the good crop husbandry practices	1.1	Increased Crop Production	Very unlikely	High	19%
1.1.2	Flooding	Avoiding risk: Avoiding cultivation of crops along the river beds. Ensuring that land conservation measures are put in place in the fields and around the households	1.1	Increased Crop Production	Very unlikely	Very low	6%
1.2.1	Women are able to learn new skills	Avoiding risk: Have the material translated and presented in vernacular language during trainings. Reference materials should also be translated to vernacular language. Extension worker should provide practical examples	1.2	Improved agricultural skills	Very unlikely	Low	13%
1.2.2	Skills taught are relevant	Avoiding risk: Provision of training materials to the extension workers. Supervision of the training	1.2	Improved agricultural skills	Very unlikely	Very low	6%

		sessions by the coordinating team					
1.3.1	Female headed household are willing to adopt improved and new technologies	Avoiding risk: Awareness campaigns on importance of using improved varieties and breeds. The extension worker will also have demonstration plots on which they will show case the different technologies.	1.3	Use of Improved or new technologies	Unlikely	Very low	13%
1.3.2	Female household heads will have access to improved and new technologies/breeds	Avoiding risk: Proper planning activities will ensure that all necessary materials are available at each stage of implementation	1.3	Use of Improved or new technologies	Very unlikely	Low	13%
1.4.1	Diseases	Reducing risk: The vaccination campaigns. Breeds will be sourced from with the project areas and the areas that surround the project area. Breeds that are disease tolerant will be encouraged	1.4	Increased livestock production	Likely	Low	38%
1.4.2	Female household heads are willing to diversify	Avoiding risk: Enterprises will be decided at the beginning of the project	1.4	Increased livestock production	Very unlikely	Very low	6%
2.1.1	Availability of land for the shelter	Avoiding risk: The district council and the local leaders will be engaged from the early stages of the project since they have influencing power on land acquisition.	2.1	Community market shelters	Very unlikely	Low	13%

2.2.1	Good road network	Reducing risk: Building of shelters. Encouraging the use of local transporters	2.2	CBM transportation services	Very unlikely	Very low	6%
2.3.1	Buyers will be willing to enter into contracts	Avoiding risk: Involving them in some the activities.	2.3	Contracts with buyers	Very unlikely	Very low	6%
3.1.1	Households willing to implement the approach	Avoiding risk: Those not willing will removed from the project	3.1	Strengthen female HH gender equality through household approach.	Very unlikely	Very low	6%
3.1.2	Availability of a household member who can read and write	Avoiding risk: the local facilitator will help in documentation in cases where there is completely no one who can read or write in the household	3.1	Strengthen female HH gender equality through household approach.	Very unlikely	Very low	6%

## Annex IV – Budget

Table 6 Project budget

Number	Description	Qty	Unit	Cost/unit (MWK)	Total in local currency (MWK)	Total cost (EURO)
<b>1</b>	<b>Direct costs</b>					
<b>1.1</b>	<b>Improved agricultural production</b>					
<b>1.1.1</b>	<b>Increased crop production</b>					
1.1.1.1	Conduct beneficiary sensitization meeting on crops and crop management	10	Meetings	340,000.00	3,400,000.00	4,187.19
1.1.1.2	Form interest groups on crop production	5	sessions	375,834.19	1,879,170.94	2,314.25
1.1.1.3	Facilitate implementation of good crop production practices	20	Demonstrations	352,000.00	7,040,000.00	8,669.95
	<b>Total</b>				<b>12,319,170.94</b>	<b>15,171.39</b>
<b>1.1.2</b>	<b>Improved agricultural skills</b>					
1.1.2.1	Extension workers refresher trainings on good agricultural practices and extension Methods	8	Training	2,056,000.00	16,448,000.00	20,256.16
1.1.2.2	Beneficiary trainings on good agricultural practices	15	Training	594,000.00	8,910,000.00	10,972.91
1.1.2.3	Extension worker refresher training Group dynamics and management	6	Training	2,030,000.00	12,180,000.00	15,000.00
1.1.2.4	Interest groups trainings on Group dynamics and management and leadership	15	Training	568,400.00	8,526,000.00	10,500.00
1.1.2.5	Develop IEC materials on GAPs, Group dynamics and extension methods	5	Sessions	1,299,200.00	6,496,000.00	8,000.00
1.1.2.6	Produce IEC materials (leaflets and booklets)	2500	units	2,250.00	5,625,000.00	6,927.34
1.1.2.7	Conduct Exchange visits	10	Tours	3,300,000.00	33,000,000.00	40,640.39
1.1.2.8	Conduct Field days	20	Field days	710,500.00	14,210,000.00	17,500.00
	<b>Total</b>				<b>105,395,000.00</b>	<b>129,796.80</b>
<b>1.1.3</b>	<b>Use of improved or new technologies</b>					

1.1. 3.1	Procure and distribute improved livestock breeds	2500	Livestock	27,000.00	67,500,000.00	83,128.08
1.1. 3.2	Procure and distribute improved crop varieties	500	units	154,280.00	77,140,000.00	95,000.00
1.1. 3.3	Extension worker refresher training in conservation agriculture	3	Training	1,894,667.00	5,684,001.00	7,000.00
1.1. 3.4	Beneficiary training in conservation agriculture	20	Training	243,600.00	4,872,000.00	6,000.00
	<b>Total</b>				<b>155,196,001.00</b>	<b>191,128.08</b>
<b>1.1. 4</b>	<b>Increased livestock production</b>					
1.1. 4.1	conduct beneficiary sensitization meeting on livestock and livestock management	5	Sessions	324,800.00	1,624,000.00	2,000.00
1.1. 4.2	identify among the beneficiary households and form interest groups to be engaged in livestock production	5	Sessions	40,600.00	203,000.00	250.00
1.1. 4.3	facilitate construction improved of livestock kholas	500	units	9,744.00	4,872,000.00	6,000.00
1.1. 4.4	establish pastures and conserve livestock feeds	20	units	203,000.00	4,060,000.00	5,000.00
1.1. 4.5	Cost recovery drugs, vaccines and equipment procurement program	20	Units	243,600.00	4,872,000.00	6,000.00
1.1. 4.6	contribute to mass chicken vaccination campaigns	2500	units	3,248.00	8,120,000.00	10,000.00
1.1. 4.7	conduct beneficiary goats deworming campaigns	2500	units	3,248.00	8,120,000.00	10,000.00
	<b>Total</b>				<b>31,871,000.00</b>	<b>39,250.00</b>
<b>1.2</b>	<b>Improved access to markets</b>					
<b>1.2. 1</b>	<b>Community market shelter</b>					
1.2. 1.1	Consultation process - community (incl. leaders)	10	meetings	162,400.00	1,624,000.00	2,000.00
1.2. 1.2	Secure land with District Council	3	Units	2,000,000.00	6,000,000.00	7,389.16
1.2. 1.3	Construction of shelters	3	units	10,000,000.00	30,000,000.00	36,945.81
1.2. 1.4	Caretakers assigned - CBM structures repairing of the shelters	5	persons	150,000.00	750,000.00	923.65
1.2. 1.5	Maintenance of shelters	2	Units	200,000.00	400,000.00	492.61
	<b>Total</b>				<b>38,774,000.00</b>	<b>47,751.23</b>
<b>1.2. 2</b>	<b>CBM transportation services</b>					

1.2. 2.1	Purchasing of a vehicle	1	Units	20,000,000.00	20,000,000.00	24,630.54
1.2. 2.2	Hiring of driver	24	Salaries	88,000.00	2,112,000.00	2,600.99
1.2. 2.3	Vehicle maintenance	8	sessions	670,000.00	5,360,000.00	6,600.99
1.2. 2.4	Vehicle Insurance	2	Units	2,030,000.00	4,060,000.00	5,000.00
	<b>Total</b>				<b>31,532,000.00</b>	<b>38,832.51</b>
1.2. 3	<b>Contracts with buyers</b>					
1.2. 3.1	Consultation and briefing meeting with buyers	8	Meetings	460,000.00	3,680,000.00	4,532.02
1.2. 3.2	Registration of Partnership of buyers			0.00	0.00	0.00
1.2. 3.3	Development and production of contract forms	4	Sessions	101,500.00	406,000.00	500.00
1.2. 3.4	Form a contract with hotels	4	Meetings	30,450.00	121,800.00	150.00
1.2. 3.5	Form a contract with local market	4	Meetings	30,450.00	121,800.00	150.00
1.2. 3.6	Form a contract with restaurants	4	Meetings	30,450.00	121,800.00	150.00
1.2. 3.7	Form a contract with supermarkets	4	Meetings	30,450.00	121,800.00	150.00
	<b>Total</b>				<b>4,573,200.00</b>	<b>5,632.02</b>
1.3	<b>Improved intra relationships for female headed households</b>					
1.3. 1	<b>Strengthen female household gender equality through household approach</b>					
1.3. 1.1	Refresher training of extension workers on household approach	4	Training	2,436,000.00	9,744,000.00	12,000.00
1.3. 1.2	Awareness meeting with female beneficiaries and their households	10	Meetings	121,800.00	1,218,000.00	1,500.00
1.3. 1.3	Identification of local facilitator to work with extension workers in implementing the household approach	10	Sessions	16,240.00	162,400.00	200.00
1.3. 1.4	Training of the local facilitators	10	Training	812,000.00	8,120,000.00	10,000.00
1.3. 1.5	Implementation of the approach	1000	Households	19,488.00	19,488,000.00	24,000.00
	<b>Total</b>				<b>38,732,400.00</b>	<b>47,700.00</b>
	<b>Subtotal</b>				<b>418,392,771.94</b>	<b>515,262.03</b>
2	<b>Administrative costs</b>					

<b>2.1</b>	<b>Equipment</b>					
2.1.1	Project Vehicle	1	Units	20,000,000.00	20,000,000.00	24,630.54
2.1.2	Laptops	3	units	600,000.00	1,800,000.00	2,216.75
2.1.3	Printers	2	Units	150,000.00	300,000.00	369.46
2.1.4	Cameras	2	Units	450,000.00	900,000.00	1,108.37
	<b>Total</b>				<b>23,000,000.00</b>	<b>28,325.12</b>
<b>2.2</b>	<b>Consultancies and Audit</b>					
2.2.1	Evaluation	2	Evaluations	10,000,000.00	20,000,000.00	24,630.54
2.2.2	Audits	12	Audits	500,000.00	6,000,000.00	7,389.16
	<b>Total</b>				<b>26,000,000.00</b>	<b>32,019.70</b>
<b>2.3</b>	Administrative (indirect) costs (7%)	4	years	9,333,546.69	<b>37,334,186.75</b>	<b>45,978.06</b>
	<b>Subtotal</b>				<b>86,334,186.75</b>	<b>106,322.89</b>
	<b>Total budget</b>				<b>504,726,958.69</b>	<b>621,584.92</b>

## Annex V – Monitoring framework

Table 7 Monitoring framework

Objectives		Indicators		Project targets	Verification sources		Frequency	Responsibility
1	Break the circle of poverty for female household heads	1.1	80% of partipating FHH rise above poverty line	80% beneficiaries	1.1.1	Household annual income	Annually	District Council
		1.2	Sustainable annual production	70% production increase	1.2.1	Agr. extention officer annual assessment	Annually	District Council
1	Improved agricultural production	1.1	Annual produce	20% annual increase	1.1.1	Production survey	Annually	Extension Planning Area : Agriculture Extension Workers
		1.2	Income from agricultural production	80% agricultural income increase	1.2.1	Income statements from households	Every 3 months	Beneficiaries
		1.3	Improved quality of agricultural production		1.3.1	Periodical quality study	Annually	Extension Planning Area : Agriculture Extension Workers
1.1	Increased Crop Production	1.1.1	Number of sensitization meetings	10	1.1.1.1	Reports	At start of project	Extension Planning Area : Agriculture Extension Workers
		1.1.2	Number of interest groups formed	20	1.1.2.1	Progress reports	At start of project	Extension Planning Area : Agriculture Extension Workers
		1.1.3	% increase in yield	80% increase	1.1.3.1	Field Reports	Every 3 months	Extension Planning Area : Agriculture Extension Workers

					1.1.3.2	crop production estimates	Annually	Extension Planning Area : Agriculture Extension Workers
1.2	Improved agricultural skills	1.2.1	Number of extension workers trained in GAPs	10	1.2.1.1	Activity reports	Activity Based	District Agriculture office
					1.2.1.2	Attendance sheets	Activity Based	District Agriculture office
		1.2.2	Number of groups trained in GAPs	40	1.2.2.1	Activity reports	Activity Based	Extension Planning Area : Agriculture extension workers
					1.2.2.2	Attendance sheets	Activity based	Extension Planning Area : Agriculture extension workers
		1.2.3	Number of Extension workers trained in group dynamics	10	1.2.3.1	Activity reports	Activity based	District Agriculture office
					1.2.3.2	Attendance Sheets	Activity based	Extension Planning Area : Agriculture extension workers
		1.2.4	Number of Groups trained in group dynamics	40	1.2.4.1	Activity reports	Activity based	Extension Planning Area : Agriculture extension workers
					1.2.4.2	Attendance sheets	Activity based	Extension Planning Area : Agriculture extension workers
		1.2.5	Number of materials developed	2500	1.2.5.1	Reports	Monthly	Extension Planning Area : Agriculture extension workers
					1.2.5.2	Availability of materials in resource centres	Monthly	Extension Planning Area : Agriculture extension workers

		1.2.6	Number of leaflets and posters	2500	1.2.6.1	Reports	Every 3 months	District agriculture office
		1.2.7	number of exchange visits	10	1.2.7.1	Activity report	Activity based	District agriculture office
		1.2.8	number of field days	20	1.2.8.1	field visits	Activity based	Extension Planning Area : Agriculture extension workers
					1.2.8.2	Reports	Activity based	Extension Planning Area : Agriculture extension workers
1.3	Use of Improved or new technologies	1.3.1	Number of livestock procured and distributed	2500	1.3.1.1	Goods delivery notes	Activity based	District agriculture office
					1.3.1.2	Reports	Activity based	District agriculture office
					1.3.1.3	Recipient registers	Activity based	Extension Planning Area : Agriculture extension workers
		1.3.2	Kgs of seed procured and distributed	10000	1.3.2.1	Goods delivery notes	Activity based	District agriculture office
					1.3.2.2	Reports	Activity based	District agriculture office
					1.3.2.3	Recipient Registers	Activity based	Extension Planning Area : Agriculture extension workers
		1.3.3	Number of extension workers trained	10	1.3.3.1	Attendance registers	Activity based	District agriculture office
					1.3.3.2	Activity reports	Activity based	District agriculture office
		1.3.4	number of beneficiaries trained	1000	1.3.4.1	Attendance registers	Activity based	Extension Planning Area : Agriculture extension workers

					1.3.4.2	Activity reports	Activity based	Extension Planning Area : Agriculture extension workers
1.4	Increased livestock production	1.4.1	Number of sensitization meetings	10	1.4.1.1	Attendance sheets	Activity based	Extension Planning Area : Agriculture extension workers
					1.4.1.2	Activity reports	Activity based	Extension Planning Area : Agriculture extension workers
		1.4.2	Number of livestock groups formed	20	1.4.2.1	Registration forms	Activity Based	Extension Planning Area : Agriculture extension workers
					1.4.2.2	Reports	Activity based	Extension Planning Area : Agriculture extension workers
		1.4.3	Number of kholas constructed	500	1.4.3.1	Field visits	Every 3 months	Extension Planning Area : Agriculture extension workers
		1.4.4	hactares of pasture land conserved	60	1.4.4.1	field visits	Every 3 months	Extension Planning Area : Agriculture extension workers
		1.4.5	various		1.4.5.1	Delievery Notes	Activity based	District agriculture office
					1.4.5.2	Reports	Monthly	District agriculture office
		1.4.6	Number of campaigns	4	1.4.6.1	Reports	Every 6 months	District agriculture office
		1.4.7	Number of campaigns	4	1.4.7.1	Reports	Every 6 months	District agriculture office
2	Improved access to markets	2.1	Increase in the selling value of agricultural products		2.1.1	Household approach baseline pricing study	At start of project	Extension Planning Area : Agriculture extension workers

					2.1.2	Periodical pricing study	Annually	Extension Planning Area : Agriculture extension workers
		2.2	Number of loctions for markets		2.2.1	Survey	Every 3 months	Extension Planning Area : Agriculture extension workers
		2.3	Barriers to accessing markets removed		2.3.1	Survey	Every 3 months	Extension Planning Area : Agriculture extension workers
		2.4	Channels of marketing		2.4.1	Survey	Annually	Extension Planning Area : Agriculture extension workers
2.1	Community crop market shelters	2.1.1	Number of community consultation Meeting	4	2.1.1.1	Availability of signed agreement forms	Annually	District agriculture office
		2.1.2	Number of meeting with the District council and lands office	4	2.1.2.1	Availability of land title deeds	At start of project	District agriculture office
		2.1.3	Number of structures constructed	3	2.1.3.1	Presence of the shelter	Mid-term	District agriculture office
		2.1.4	Number of guards hired	1	2.1.4.1	Log sheet	Monthly	Extension Planning Area : Agriculture extension workers
					2.1.4.2			
		2.1.5	Number of repairs done	2	2.1.5.1	Maintainance sheet	Every 6 months	Extension Planning Area : Agriculture extension workers
2.2	CBM transportation services	2.2.1	Number of vehicles purchased	1	2.2.1.1	Availability of the vehicle	Annually	District agriculture office
		2.2.2	Number of drivers hired	1	2.2.2.1	Drivers log sheet	Monthly	District agriculture office
		2.2.3	Number of maintainances done	8	2.2.3.1	Vehicle log sheet	Every 3 months	District agriculture office

					2.2.3.2	maintaince sheet	Every 3 months	District agriculture office
		2.2.4	Number of vehicles insured	4	2.2.4.1	Availability of valid insurance	Annually	District Agriculture office
2.3	Contracts with buyers	2.3.1	Number of meeting	4	2.3.1.1	Attendance sheet	Annually	District agriculture office
					2.3.1.2	Activity report	Activity Based	District agriculture office
		2.3.2	Number of buyers	tbd	2.3.2.1	Reports	Annually	District agriculture office
		2.3.3	Number of types of forms produced	tbd	2.3.3.1	Reports	Annually	District Agriculture office
		2.3.4	Number of agreements signed	tbd	2.3.4.1	Signed agreement forms	Annually	District agriculture office
		2.3.5	number of agrements signed	tbd	2.3.5.1	Signed agreement forms	Annually	District agriculture office
		2.3.6	Number of agreements signed	tbd	2.3.6.1	Signed agreement form	Annually	District agriculture office
		2.3.7	Number of agreements signed	tbd	2.3.7.1	Signed agreement form	Annually	District agriculture office
3	Improved intra relationships for female headed housholds	3.1	% of main beneficiary households following household methodologies		3.1.1	Survey	Annually	Extension Planning Area : Agriculture extension workers
					3.1.2	Group registers	Every 3 months	Extension Planning Area : Agriculture extension workers
		3.2	Ability of joint decision-making	% of households	3.2.1	Self-assessment	Annually	Extension Planning Area : Agriculture extension workers

		3.3	% of FHHs achieving milestones		3.3.1	Periodical reviews of household approach implementation	Annually	Extension Planning Area : Agriculture extension workers
3.1	Strengthen female HH gender equality through household approach.	3.1.1	Number of extension workers trained	10	3.1.1.1	Activity Reports	Activity based	District agriculture office
		3.1.2	Number of meetings	20	3.1.2.1	Registration / Attendance sheets	Activity based	Extension Planning Area : Agriculture extension workers
		3.1.3	Number of local facilitators	250	3.1.3.1	Reports	At start of project	Extension Planning Area : Agriculture extension workers
		3.1.4	Number of local facilitators	250	3.1.4.1	Reports	Monthly	Extension Planning Area : Agriculture extension workers
		3.1.5	% beneficiary household implementing	90%	3.1.5.1	Reports	Monthly	Extension Planning Area : Agriculture extension workers
					3.1.5.2	Field visits	Every 3 months	District agriculture office