



# Purchase for Progress: Our Achievements



## MAIN ACCOMPLISHMENTS

One year after the official launch of Purchase for Progress, both successes and challenges have emerged. The project's top achievements to date:

1. **Implementation is underway in 17 of 21 countries** chosen to pilot the programme and another two pilots are about to commence.
2. **25,000 mt of food has been contracted** either directly from farmers' organizations or through other marketing platforms including commodity exchanges or warehouse receipt systems in 11 countries.. A total of 40,000 mt is expected to be contracted by the end of 2009.
3. **9,700 farmers and 58 warehouse operators have received training from WFP and partners.** Training topics include contracting with WFP agricultural production, quality specifications, post-harvest handling, group marketing, commercialization, and managing agricultural finance.
4. **Approximately 50 different supply-side partners are working with targeted farmers' organizations** to support P4P at the field level. Discussions with another 30 are underway. Partners include governments, international and regional organizations, NGOs, microfinance institutions, commercial banks and the private sector in order to provide technical expertise in agricultural production and post-harvest handling, facilitate access to agricultural inputs and credit, build capacity and strengthen of farmers' organizations.
5. **A comprehensive monitoring and evaluation system is currently being rolled out** in the pilot countries – baseline surveys have been completed in six pilot countries and have started or are about to start in another seven countries.



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## FARMERS INVOLVED

- ▶ 40 farmers' organizations with over 45,000 members sold food commodities to WFP.
- ▶ 9,700 farmers were trained in skills including organization management, farming techniques, quality control & post harvest handling.
- ▶ **Gender targets** guide the selection of farmers' organizations and capacity building strategies in all pilots.

## FOOD PURCHASES

- ▶ 25,000 mt of food contracted as of October 2009, including:
  - 74 percent maize
  - 9 percent pulses (beans and peas)
  - 9 percent maize meal, and
  - 8 percent millet, sorghum, rice, high energy biscuits, corn-soya blend.

## PARTNERSHIPS

- ▶ WFP is working with over 50 different partners including Governments, UN agencies, international organizations, international and national NGOs and the private sector.
- ▶ 400 WFP and partner staff members were trained in new procedures and processes for P4P implementation.

## RESOURCES

- ▶ **US\$ 115 million** has been pledged for technical capacity to implement P4P in 20 countries over a five year period (2008-2013); implementation in one country is not yet funded.
- ▶ Food purchases are funded separately, through contributions for food procurement for WFP's on-going programmes.

## CHALLENGES

- ▶ Limited presence of supply side partners at field level
- ▶ Insufficient availability of rural credit for smallholder farmers
- ▶ Price discovery and price expectations
- ▶ Natural disasters – drought, floods – affected agricultural production.

## NEW WAYS USED BY WFP TO DATE TO BUY FOOD

### Competitive processes:

- 'Soft tenders' - Guatemala, Kenya, Mali, Nicaragua, and Uganda.
- **Commodity Exchange** – Zambia.

**Direct contracting with farmers' organizations:** Burkina Faso, El Salvador, Guatemala, Kenya, Liberia, Mozambique, Tanzania, Uganda and Zambia.

- **Warehouse receipt systems** – Tanzania and Uganda.

**Linking farmers to processing opportunities:** Guatemala, Kenya and Zambia.



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