



Growing the Rural Nonfarm Economy to Alleviate Poverty

An Evaluation of the Contribution of the World Bank Group

AN INDEPENDENT EVALUATION



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An Independent Evaluation

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Abbreviations

DEC	Development Economics Group
GAFSF	Global Agriculture and Food Security Program
GP	global practice
GWFP	Global Warehouse Finance Program
ICA	investment climate assessments
IEG	Independent Evaluation Group
IFAD	International Fund for Agricultural Development
IFC	International Finance Corporation
MSMEs	micro, small, and medium enterprises
PPAR	Project Performance Assessment Report
RICA	rural investment climate assessments
RNFE	rural nonfarm economy
SBA	Sustainable Business Advisory
SMEs	small and medium enterprises
SURR	Social, Urban, Rural, and Resilience
WDR	<i>World Development Report</i>

All dollar amounts are U.S. dollars unless otherwise indicated.

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Overview

Highlights

- ❖ Most of the world's poor live in rural areas, and rural nonfarm activities are an important part of their livelihood strategies. However, for the poor to benefit from the rural nonfarm economy (RNFE), they need to overcome a host of human, physical, financial, institutional, and social capital constraints.
 - ❖ The World Bank Group has highlighted the RNFE in its strategies. From 2004 to 2014, the World Bank Group implemented 1,141 projects, valued at \$46.5 billion, that included support for RNFE activities. However, the World Bank Group currently lacks an articulated approach to developing the RNFE to alleviate poverty. Many units have products in this space, but there is no coordinating mechanism.
 - ❖ There is a gap between poverty and growth-oriented approaches in the RNFE. Those designed to reach the rural poor have reduced vulnerability and increased access to services but have not generated sufficient, sustained income to lift the rural poor out of poverty. Those RNFE projects with a growth aim—mainly value chain approaches—achieved increased revenues but mostly without evidence of benefits for the poor. Spillover effects are not measured. Efforts to bridge this gap asked approaches adept at service delivery to achieve earned income goals beyond their original design.
 - ❖ Where investments by the International Finance Corporation (IFC) in food processing have had strong links to rural areas, they have mainly generated positive rural employment outcomes and demonstrated links to the RNFE. However, in its agribusiness portfolio, there was little in project design that targeted or tracked benefits for the poor. IFC's retail investments linked to rural areas seek to increase the availability of goods and drive down costs for rural consumers. However, none of the investments tracked consumer benefits (costs) and only a few included local sourcing. In spite of examples where market power has adversely affected poor value chain participants, the risks imposed by market structure, its impact on the poor, and related mitigants are rarely treated explicitly in project documentation.
 - ❖ The World Bank has been a leader in researching the RNFE, including its link to poverty. But there is a gap on the diagnostic and analytics side that has been addressed occasionally but not systematically.
 - ❖ Addressing binding constraints is key to linking the rural poor to productive activities in the RNFE.
 - ❖ World Bank–financed rural transport projects have not measured their contribution to local economic gains, in spite of intentions to achieve this. Rural connectivity is being achieved through synergies between transport and agriculture lending but mainly in transitioning economies. Basic literacy and skills are critical enablers in the RNFE, but dialogue is lacking between the Agriculture and Education Global Practices. Although many value chain projects include a skills component, impact is not assessed. The delivery of sustainable, low-cost rural financial services requires research, piloting, and scaling-up of innovative business models to reach the underserved. World Bank support has extended some financial services to the poorest rural segments, but subsidization raises questions about sustainability, crowding out, and potential for
-

politicization. IFC investments reach countries with high exclusion rates, but only a fraction caters to the lower end of the retail segment.

- ❖ Based on its evaluation, the Independent Evaluation Group recommends the World Bank Group do the following:
 - At the corporate level, clarify its approach to the RNFE and how it engages across institutions.
 - More flexibly and relevantly select and design projects in a manner tailored to country conditions and the needs of the target rural population.
 - Close knowledge gaps about what works to reduce rural poverty within the RNFE.
 - For IFC, include in its value chain analysis, and monitoring and evaluation, a consideration of poverty and gender impacts. In project documents, articulate market power risks as applicable.
 - Where the rural economy is a key part of the solution to ending poverty, collect information on rural enterprises to better inform the Systematic Country Diagnostic.
 - Strengthen and deepen gender analysis during project preparation and more consistently use the results to address key constraints in project design.

Background

Assisting the development of the rural nonfarm economy (RNFE) is essential to the World Bank Group's twin goals of poverty alleviation and shared prosperity.

Most of the world's poor live in rural areas. In 2013, an estimated 767 million people were living under the international poverty line of \$1.90 a day. Although rural poverty has significantly declined during the past two decades, 80 percent of the poor live in rural areas. There are also wide regional variations in the distribution of the poor, most notably in Sub-Saharan Africa and South Asia.

Although agriculture has traditionally accounted for a large share of rural household income—over 80 percent of all rural households farm to some extent—empirical evidence points toward the existence of a large and growing RNFE. Rural nonfarm activities, accounting for

35 percent to 50 percent of rural income in developing countries, are an important part of rural poor households' complex income strategies. For the landless and the very poor, who are often employed as farm laborers, sustainable income gains at the household level are generally associated with additional wages earned from rural nonfarm employment opportunities. However, households that rely solely on farm labor tend to be among the poorest. In rural areas, agricultural workers are more than four times more likely to be poor compared with people employed in other sectors.

Research has demonstrated that the rural nonfarm sector can, and often does, contribute to economic growth, household income diversification, rural employment, poverty reduction, and a more spatially balanced population distribution. Emerging evidence shows that in some cases rural diversification and secondary town development are leading to faster poverty

reduction and more inclusive growth patterns than large-scale urbanization.

But for the poor to benefit from opportunities in the RNFE, including opportunities presented by mobility, they will need to overcome a host of institutional connectivity, human, social, and capital constraints. Various studies show there is a positive correlation between increased access to rural services and resources and the ability of the poor to benefit from the RNFE.

World Bank Group Strategies Related to the RNFE Have Shifted

Prior to and during the evaluation period, the World Bank approved and implemented two successive rural development strategies. The later strategy, *Reaching the Rural Poor*, had a chapter on fostering the growth of the RNFE. Midway through the implementation of this strategy, and on the heels of the global food crises (2008), the World Bank Group shifted its approach in the agriculture and rural space. Partly in response to findings from the Independent Evaluation Group's (IEG's) 2007 *Report on World Bank Assistance in Sub-Saharan Africa: An IEG Review* that the agriculture sector has been neglected, the World Bank adopted an agriculture action plan (roadmap) for Africa, then for all regions. But as stated in IEG's agriculture evaluations, the broader aims of the World Bank's rural development strategy, including an analysis of the contribution of rural nonfarm income-generating activities to poverty reduction, were not evaluated.

The World Bank Group's agriculture action plans (FY10–12 and FY13–15) include the RNFE as a strategic pillar that recognizes the production and expenditure linkages between the farm and the nonfarm sector and the potential labor-smoothing and wage benefits that could be obtained by removing

excess labor from the farm. Embedded in the action plan's approach are five priority interventions to enhance RNFE development: (i) a systematic analytic approach to the rural investment climate, (ii) attention to rural livelihoods, (iii) the provision of skills upgrading and rural education, (iv) investment in rural infrastructure, and (v) addressing youth employment.

Interviews with World Bank staff at headquarters and at the country level revealed that a key challenge of implementing the RNFE pillar of the World Bank's agriculture action plans was that many of the enabling conditions needed to grow the rural nonfarm economy lie outside of the span of control of any single Global Practice (GP). This evaluation also found that the agriculture action plans lack a partnership approach for the development of the RNFE, whereas a number of partners were identified in the agricultural space. For example, several instances of collaboration have been identified, but country missions determined untapped opportunities to leverage partnerships to achieve complementarities in linking the rural poor to more productive opportunities in the RNFE.

The World Bank Group's current approach in the agriculture sector and the RNFE is largely rooted in analysis conducted for the 2008 *World Development Report: Agriculture for Development (WDR)*, which recommended that when crafting policy, the World Bank Group should consider the specific growth pathways of client countries—with particular attention to their dependence on agriculture and the nature of rural poverty.

The 2008 *WDR* introduced a “three worlds” lens of agrarian, transitional, and urbanized countries, which facilitates observing some systematic differences in the country context and in the World Bank Group

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portfolio, as well as the relationship of the RNFE to the farm, urban, and global economies. The 2008 *WDR* emphasized the need for improved enabling conditions for the RNFE, including the investment climate, skills and basic education in rural areas, and the need to think spatially.

Effectiveness of the World Bank Group in Growing the RNFE to Reduce Poverty

This evaluation asked a key question: “How successfully has the World Bank Group contributed to the creation of sustainable income-generating opportunities for the rural poor within the RNFE? And, what attributable effects has this had on reducing poverty?”

The portfolio review revealed that multiple GPs are engaged in activities in the RNFE. Although only 40 percent of the activity is situated under the Agriculture GP, there is no one GP or unit with coordinating responsibility. Instead, there have been multiple global solution groups, communities of practice, and International Finance Corporation (IFC) departments with products in the space.

It also found that there has been a bifurcated approach in the World Bank to the RNFE issue. In general, projects that have focused on reaching the rural poor have been effective in reducing vulnerability and increasing access to services but not in supporting the sustained income or employment that will lift them out of poverty. This includes approaches such as rural livelihoods, community-based approaches with a productive aim, and social safety nets with a productive inclusion theme, all of which have been implemented in mainly agrarian and early transition economies.

On the other hand, projects with a growth aim, including agricultural value chain

projects and productive partnerships—implemented across all three worlds—have frequently achieved increased sales, revenues, and incomes; however, reach to the rural poor is often not evident (poverty is not targeted or tracked). In these projects, there are likely spillover or secondary effects, but these are not measured.

IEG found that efforts in the World Bank to bridge this divide have asked instruments adept at reducing vulnerability to achieve income and employment goals that are not in their comparative advantage. Social safety nets, for example, are increasingly incorporating productive activities to stimulate earned income, as are projects in the Agriculture GP. But these approaches are somewhat “siloized,” suggesting a need to think more flexibly about how to draw from the tool kit of interventions to arrive at new, more tailored approaches. Another phenomenon observed was “discontinuous change”: a sudden shift from one approach to another with different target groups but without a clear plan to fill the social or productive gap left by the change. There are also regional concentrations of approaches observed.

IFC’s RNFE portfolio of investments and advisory projects in the agricultural and food sectors was found to be primarily in urbanized and transitioning economies. IEG’s portfolio analysis, which included an examination of up- and downstream linkages—found that a number of IFC investments in agrarian areas were working to strengthen value chain development across several of its segments, both up- and downstream, and that this type of engagement was increasing over time.

Where IFC’s investments in food processing projects have had strong links to rural areas and smaller urban centers, they have generally generated positive rural employment outcomes and demonstrated

links to the RNFE. However, large international client engagements, often conducted through lead firms, have lacked measurable benefits for the poor. Further, corporations with substantial market power may disadvantage small producers in the value chain. IFC's support for microfinance, or the continued extension of microfinance to rural areas, alongside the development of alternative financial instruments, presents an observable connection to the rural poor and the RNFE. The Global Agriculture and Food Security Program (GAFSP) has helped IFC take risks with an array of financing options that, when combined with GAFSP, have allowed riskier investments in rural frontier, fragile, and conflict-affected areas.

Sex-disaggregated data across the RNFE portfolio increasingly record women's participation in World Bank Group–financed projects, but few projects record women's access to economic opportunities, and none record the distributional benefits by gender. Value-chain activities require better upfront diagnostics of women's roles, including their relative access to assets, services, and markets as well as bargaining power with actors across the value chains.

RNFE In-Country Strategies and Analytics

At the country level, IEG's country case studies across the three worlds found that most of these had not pursued an integrated strategic approach to developing the RNFE. Bangladesh offers an important exception, and beginning in FY16, so does Indonesia's new Systematic Country Diagnostic. In general, the country case studies found that rural services have been delivered as part of sector programs but not as part of a spatially oriented approach to the rural economy (both farm and nonfarm). Such an approach would take into account a country's stage of structural transformation and would include an analysis of such dynamics as rural-to-

urban migration, remittances, and (in many countries) increasing youth unemployment and the aging of rural populations. A broader review of RNFE content in the existing Systematic Country Diagnostic for agrarian and transitioning countries found that there was good coverage of the topic from a rural poverty reduction perspective, including an analysis of the way that different income groups participate in farm and nonfarm employment and associated binding constraints. Yet, specific conclusions were lacking on how to more effectively use the RNFE as a poverty-reducing platform.

Critical to guiding integrated country approaches to the RNFE is the application of consistent diagnostics. The World Bank has been a leader in researching and documenting the rural nonfarm sector and in analyzing its relationship to poverty. However, on the diagnostic and analytics side, there is a wide gap in knowledge that has been addressed occasionally but not systematically. Pilot initiatives, financed mostly by trust funds, have not been institutionalized. Where such country-level diagnostics have been conducted, they have valuably informed country strategies and programming.

Addressing Constraints in the Enabling Environment

As identified in the literature review, there are several binding constraints that critically affect the ability of the rural poor to find and capitalize on opportunities to pursue rural nonfarm income through labor and entrepreneurship. As established in the approach paper, this evaluation covers four of these, namely rural roads, rural skills, rural finance, and gender. It also reports on others identified that have been included in other IEG evaluations such as IEG's *Access to Electricity Evaluation* (2015) but notes that work on *water and sanitation* (including urban

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and rural water) and *essential health services* (including in rural areas) are ongoing evaluations.

Rural transport infrastructure. The World Bank committed \$18.6 billion toward rural road building and improvements between 2004 and 2014. Yet the outputs of these interventions are far better documented than their impacts. In a third of all cases, rural transport projects included objectives to link the poor to economic activities, but did not track this. Rural connectivity has been enhanced in transitioning countries that have strategically used both transport and agriculture finance, but this has not occurred in the agrarian economies. Agrarian economies have borrowed \$1 billion from their agriculture projects to support critical market access infrastructure—mainly through community-based approaches—but data on location, quality, and connectivity and, ultimately, on economic impacts, is lacking.

Skills and literacy. The delivery of basic rural education, literacy, and numeracy is critical for the rural poor to access more productive opportunities in the RNFE. However, staff report little dialogue between the Agriculture and Education GP teams on how to best deliver relevant skills related to the RNFE, coupled with a paucity of evidence on the effectiveness of skills training. Where skills training is a component of identified RNFE projects, they have not been well integrated and effectively measured in terms of their outcomes. Several innovations related to developing RNFE-related skills have been supported by the World Bank and could be further studied, tested elsewhere, and more strategically applied.

Rural finance. IEG's recent financial inclusion evaluation found that sustainable delivery of financial services to the rural poor faces persistent obstacles. Financial

services are harder to deliver in rural areas, particularly where populations are widely dispersed or geographically remote.

To deliver sustainable, low-cost services, the World Bank and its partners would need to research, pilot, and scale up innovative business models and approaches to reach underserved clients. World Bank support has extended a certain level of financial services to the poorest segments of rural societies, but subsidization raises questions about sustainability, crowding out, and potential for politicization. IEG found that IFC investments often reach countries that have high exclusion rates, but only a fraction caters to the lower end of the retail segment.

Recommendations

Recommendation 1: At the corporate level, the World Bank and IFC should clarify its approach to the RNFE, and as part of it, how the World Bank Group engages across its institutions, GPs, and partnerships to promote nonfarm economic development to reduce poverty in the rural space. As part of this approach, options should be differentiated by the state of rural structural transformation, and guided by lessons learned across the RNFE portfolio.

Recommendation 2: To bridge the identified gap, the World Bank and IFC should more flexibly and relevantly select and design projects in a manner tailored to the specific stage and nature of a country or area's structural transformation and adapted to the needs and dynamics of the target rural population. To encourage this, the World Bank Group should increase the pooling of knowledge and cross-fertilization across GPs, regions, and units to build on and adapt ongoing approaches and to develop new ones.

Recommendation 3: The World Bank Group should work to close knowledge gaps about what works to reduce rural poverty within the RNFE. The World Bank should conduct evaluations (either systematically, through a representative sample, or through clusters) of poverty- and growth-oriented projects to learn more about the mechanisms by which they influence the development of the RNFE and their impact on poverty.

Recommendation 4: IFC should include in its value chain analysis, and monitoring and evaluation, a consideration of poverty and gender impacts, including income and employment for the rural poor; either systematically, or on a sample or cluster basis including through a strategic use of its external evaluations. In its value chain projects, IFC should more explicitly articulate the risks of market power and their mitigants in its project documentation.

Recommendation 5: In countries where the rural economy is a key part of the solution to ending poverty, the World Bank Group should (in partnership with donors and client countries) collect information on both formal and informal rural enterprises and their constraints

and performance to help better inform the Systematic Country Diagnostic.

RNFE diagnostics should include information for household-based enterprises as well as micro, small, and medium enterprises. Local capacity building and ownership (for example, through national statistical offices) are a critical part of this. They could be achieved by extending existing enterprise surveys to strengthen coverage of secondary cities and to include smaller enterprises in countries where existing surveys are limited in their coverage. This could be complemented by household surveys building on the experience of the Living Standards Measurement Study–Integrated Surveys on Agriculture to document entrepreneurial and work experience in rural enterprises.

Recommendation 6: The World Bank Group should strengthen and deepen gender analysis during project preparation of rural nonfarm projects and more consistently use the results of this analysis, to address gender-related binding constraints to female labor force participation in the RNFE. Project design should incorporate measures to address these constraints, and select indicators to track progress made toward gender-related economic outcomes.

Management Response

Management of the World Bank Group institutions welcomes the Independent Evaluation Group (IEG) report reviewing the World Bank Group's contribution to poverty reduction in the rural nonfarm economy (RNFE) from FY04 to FY14. Management generally agrees with the review's recommendations and thanks IEG for its collaborative engagement with staff over the course of the evaluation.

As per capita incomes increase and structural transformation takes place, the share of the nonfarm economy in rural incomes tends to increase. Rural activity beyond the farm gate is initially strongly linked to agriculture – such as the storage, processing, distribution, and transportation of agricultural outputs and inputs that account for a large share of the manufacturing and services sectors in rural areas. Increased incomes from these activities across the broader food system tend to increase demand for rural non-agriculture-related activities such as construction and other services that can become an important source of incomes. Better understanding this rural dynamic can help inform policies and programs to facilitate rural jobs and income growth. Indeed, a recent World Bank publication, *Shaping the Food System to Deliver Jobs*, unpacks some of this dynamic and provides a framework for jobs and income growth in the food system that accounts for much rural economic activity.

A challenge for the IEG evaluation was the criteria for selecting projects that affect RNFE, given the broad and somewhat fluid definitions of rural and nonfarm. As the report notes, “There is no global definition of ‘rural’ ... Thus rural is everything that a country does not define as urban, and although it is measured, it is an amalgam of non-uniform criteria”; and “Rural nonfarm activity is defined both spatially, by activity that takes place in rural areas, and functionally, by a set of activities that do not constitute primary agricultural production.” Defining RNFE as activities in rural areas that do not constitute primary (farm) production, and applying associated project selection criteria, IEG evaluated a portfolio for 2004–14 that amounted, for the World Bank, to \$35.4 billion, and for IFC, to \$10.7 billion (investment projects) and \$273 million (advisory projects). For the World Bank, these projects were mapped across multiple Global Practices (GPs): including Agriculture; Social, Urban, Rural & Resilience; Social Protection and Labor; Trade and Competitiveness; and Environment. Not included in the core portfolio evaluated were projects focusing on energy, health, education, and broader finance projects supporting activities in rural areas, although the report drew on other evaluations on these aspects.

World Bank Management Response

CONTEXT

Management welcomes and is in general agreement with the findings of the review. Nevertheless, we would like to emphasize several aspects related to the broader context that have implications for prioritization considerations in rural areas.

Relative importance among rural economic activities. While the evaluation focuses on RNFE activities, it is important to recognize the centrality of farm activities for poor people in rural areas, which has implications for prioritizing overall support in rural areas. Of the worldwide poor, 80 percent live in rural areas, and about 80 percent of them work in agriculture, mostly on-farm. The importance of agriculture varies by Regions and by the country's stage of structural transformation. For example, in Sub-Saharan Africa, agriculture accounts for about 70 percent of rural household income, rural nonfarm activities for about 20 percent, and transfers for about 10 percent. In Asia, about half of rural incomes are from agricultural activities, 37 percent from nonfarm activities, and 13 percent from transfers. In agriculturally dependent countries, it is hard to create nonfarm jobs and income sources in the RNFE without first growing the profitability of agricultural tradables, the income from which stimulates demand growth in rural and urban areas.

Shifts in strategic directions. The evaluation noted the World Bank Group's shift to focus more explicitly on agriculture relative to broader rural development—a shift that was driven by the 2008 *World Development Report (WDR)* and earlier IEG findings and recommendations. The 2008 *WDR, Agriculture for Development*, highlighted that “agriculture has served as a basis for growth and reduced poverty in many countries, but more countries could benefit if governments and donors were to reverse years of policy neglect and remedy their underinvestment and misinvestment in agriculture,” and it called for more and better investment in agriculture. The report *World Bank Assistance in Sub-Saharan Africa: An IEG Review* (2007) stated that “the central finding of the study is that the agriculture sector has been neglected by both governments and the donor community, including the World Bank. The World Bank's strategy for agriculture has been increasingly subsumed within a broader rural focus, which has diminished its importance.” These findings initially led to the development of a World Bank Agriculture Action Plan (roadmap) for Africa, then for all Regions. The world food price spikes in 2008 reinforced the findings of the 2008 *WDR*. About 75 percent of support through the Agriculture Action Plans focused on raising agricultural productivity, and 25 percent on linking farmers to markets, strengthening value chains, and other

rural nonfarm income-generating activities (including physical infrastructure, value chain coordination, enabling environment, finance, and skills). This 25 percent portfolio share overlaps with the definition of the RNFE in the IEG evaluation. Moving forward, it will be important to continue to reflect the relative importance of farm and nonfarm rural activities in the composition of support.

Demand for RNFE activities. The IEG report tends to focus more on supply-side constraints to RNFE activity. While these undoubtedly matter, it is important to recognize that the development of rural nonfarm enterprises is dependent on the demand for the goods and services they provide. Demand-side aspects include growing the profitability of tradable agriculture (mentioned above), improving the rural business climate, providing infrastructure, and encouraging competition and private sector participation. As rural non-agriculture-related activities are mostly non-tradable, they are by definition demand-constrained. To make these rural non-agriculture-related activities grow, it is necessary to bring new income from outside the local area that is widely distributed to poor consumers. Increased exports of crops and other agricultural products from the local area (to cities and across borders) can sustainably stimulate additional demand for nontradables in rural areas. Moreover, additional sources of demand for RNFE activities can be provided by linking rural enterprises to external sources of demand, through such means as the e-commerce platforms linking small entrepreneurs in China's Taobao rural villages with national and global markets.

Coordinating mechanisms. The evaluation indicates that there is no one GP or unit with coordinating responsibility for RNFE activities. We would note that since the 2004–14 evaluation period, with the 2014 introduction of the World Bank Group's new operating model, Systematic Country Diagnostics (SCDs) and Country Partnership Frameworks (CPFs) provide the coordinating mechanism at the country level. The GPs, also established in 2014, promote the flow of knowledge across sectors, Regions, and the World Bank Group, and enable personnel from various sectors and Regions to work together on solutions, providing expertise from diverse technical areas to address multidimensional problems.

COMMENTS ON RECOMMENDATIONS

Management welcomes the report's approach in formulating a limited number of focused recommendations, with some specific actions listed as possible options or suggestions for Management's consideration.

Recommendation 1: At the corporate level, the World Bank and IFC should clarify its approach to the Rural Nonfarm Economy, and as part of it, how the World Bank Group engages across its institutions, GPs, and partnerships to promote nonfarm

economic development to reduce poverty in the rural space. Management agrees with the essence of the recommendation that aims to ensure an appropriately focused and coordinated set of activities to promote RNFE development. An overall framework to improve jobs and income in the RNFE can help guide World Bank support in this area. The modalities for operationalizing this are already reflected in the new operating model adopted by the World Bank Group in 2014 (the end of the evaluation period).

The SCDs and CPFs provide the principal coordination mechanism for the implementation of World Bank and IFC country-level activities in both rural and urban areas. An overall framework to improve jobs and income in the RNFE can help guide and strengthen the SCDs and CPFs, including through engagement across the institution and GPs, and with partners. In this context, we highlight the continued need to reflect in World Bank support the relative importance of farm, rural nonfarm, and urban activities in the incomes and opportunities of the world's 767 million poor people. In countries with high levels of rural poverty, SCDs need to explore the challenges and opportunities in rural space, with an understanding of current trends and patterns in poverty reduction, inclusion, and sustainability, including exploring critical contextual factors such as geography and the spatial distribution of poverty.

The new operating model the World Bank Group put in place in 2014 was specifically created to facilitate cooperation across GPs/cross-cutting solution areas and across Regions. An example is the new Global Solutions Group on Rural Livelihoods and Jobs, which brings together staff from different parts of the World Bank Group (including the Trade & Competitiveness GP, the Urban, Rural & Social Development GP, the Health, Nutrition, and Population GP, and the IFC). The group is beginning to work on job diagnostics, measurement, rural structural transformation analytics, and studies on the nonfarm subsector, including the informal economy. Consistent with the World Bank Group's new operating model, Management is increasing efforts to coordinate and carry out analytics and evaluations in this area.

Recommendation 2: In order to bridge the identified gap, the World Bank and IFC should more flexibly and relevantly select and design projects in a manner tailored to the specific stage and nature of a country or area's structural transformation and adapted to the needs and dynamics of the target rural population. Management agrees that project designs should be tailored to the specific stage and nature of a country's or area's structural transformation and adapted to the needs and dynamics of the target population. Pooling knowledge of lessons from specific contexts, including from this evaluation, can help inform future project designs.

Recommendation 3: The World Bank Group should work to close knowledge gaps about what works to reduce rural poverty within the rural nonfarm economy. The World Bank should conduct evaluations (either systematically, through a representative sample, or through clusters) of poverty and growth oriented projects to learn more about the mechanisms by which they influence the development of the rural nonfarm economy and their impact on poverty. Management agrees to track income effects in more projects supporting activities in the RNFE than it did during 2004-14. This can yield information about which approaches work best in which contexts. The World Bank has a range of work ongoing in this area. For example, under the i2i Trust Fund and DIME-funded programs, 26 impact evaluations in the related agriculture sector, and 14 non-agriculture rural impact evaluations, are completed or under way. That said, to reach a number that would cover all “major intervention categories” in a representative sample of countries and sectors would be challenging. In addition, to learn more about the mechanisms and interventions through which structural transformation takes place, the Agriculture GP has initiated studies and evaluations that include enterprise surveys carried out in conjunction with household surveys and a review of enterprise data that are collected through national and local statistics and survey systems. The World Bank is trying to do more collection of survey data in rural areas, but the extent of more invariably depends upon the availability of funding. In a time of flat budgets, it will be important to give priority to countries where, for example, the RNFE is identified in the SCD as being a top-priority area.

Recommendation 5: In countries where the rural economy is a key part of the solution to ending poverty, the World Bank Group should (in partnership with donors and client countries) collect information on both formal and informal rural enterprises and their constraints and performance to help better inform the Systematic Country Diagnostic. Increasing our knowledge of the constraints to and performance of formal and informal rural enterprises in client countries can better inform SCDs and subsequent programs of support. As the evaluation notes, while excellent work has been done on the higher-level diagnostics of RNFE, there is a knowledge gap on deeper granular insights to further guide policy and investment interventions. It will be necessary to prioritize data collection efforts in this area, taking into account the country context and other competing knowledge gaps. Analytical work using existing information on both formal and informal micro and medium-sized rural enterprises is ongoing to deepen our knowledge base on enterprise dynamics and on associated incomes and jobs. Over time, we hope to build a critical mass of knowledge and robust insights capable of better informing future SCDs and the design of new operations. For IDA18 one of the key themes of focus is Jobs, including those in the RNFE; therefore, the intensity of analytical work

on jobs diagnostics and measurement has significantly increased, and over time the results will become a significant part of SCDs and operations.

Recommendation 6: The World Bank Group should strengthen and deepen gender analysis during project preparation of rural nonfarm projects and more consistently use the results of this analysis, to address gender-related binding constraints to female labor force participation in the RNFE. Project design should incorporate measures to address these constraints, and select indicators to track progress made toward gender-related economic outcomes. Management agrees with this recommendation. It is entirely consistent with the World Bank's new gender strategy, which requires that Project Appraisal Documents (PADs) include: (a) an analysis to identify relevant gender gaps (as in access to services, markets, or assets) that the project can contribute to closing, (b) actions to address the gender gaps identified in the analysis, and (c) indicators to monitor the outcomes of actions taken to reduce the gender gap.

As has been noted, World Bank Management is in general agreement with the evaluation's recommendations. We note that most of the recommendations are entirely consistent with broader Bank requirements introduced in recent years: better analysis of the drivers of poverty, including from a geospatial perspective, within the SCD process; better design of solutions and a World Bank program in the CPF (including better integration/collaboration across the World Bank Group and across the development community); design of projects/interventions with results frameworks that track impact on incomes/livelihoods (consistent with project objectives and intended impacts); and much better analysis of gender-based barriers, along with actions to address and monitor them.

IFC Management Response

IFC Management would like to congratulate the IEG team for a thoughtful report on the World Bank Group's contribution to the rural nonfarm economy (RNFE). IEG's engagements and dialogues were welcome and appreciated. Before responding to the recommendations of the report, Management wishes to note a few points.

First, as was shared with IEG from the early stages of engagement, IFC Management is of the view that farm and nonfarm impacts are fundamentally intertwined; therefore, IFC does not distinguish between the agricultural and the nonfarm rural economy. IFC's Agribusiness Strategic Action Plan (ASAP) FY12-14, which was presented to CODE in August 2011 and continues to be the strategic framework for agribusiness today, incorporates both types of support and related activities, which

are overseen primarily by the Agribusiness group in the Manufacturing, Agribusiness, and Services (MAS) Department. The ASAP, which is aligned with the World Bank Group's Agriculture Action Plan, focuses on (a) food security, (b) inclusive economic development, and (c) environmental and social sustainability as business drivers. It facilitates relevant cross-team collaboration from different IFC departments as well as the World Bank's Agriculture GP and other relevant GPs. A revised strategy, now being developed, is expected to continue the main ASAP focus areas.

Second, as the ASAP second pillar highlights, economic inclusion is central to IFC's agribusiness strategy, which aims to support smallholder farmers, including women, in agri-value chains and to promote intentional engagement with global and regional value chain "anchor firms." IFC seeks to engage with these anchor firms, including agricultural trading companies, because they are the main vehicle for setting standards, ensuring traceability, driving productivity increases, and rewarding quality differentials. IFC's approach is to increase the inclusiveness and reach of agri-supply chains by working with both local and international value chain anchor firms where access to markets creates increased access to finance, inputs, and other opportunities. In many rural markets, such anchor firms may be the only organized, formal private sector operators. IFC seeks out partnerships with firms that function as supply chain managers, providing inputs, extension services, and technical assistance, and helping to ensure that the market is linked to global pricing and standards. Supply chain managers typically seek ways to improve farmers' yields and quality of production, as it aligns with their incentives to provide consistent quality and quantities, and reinforces long-term relationships. For farmers who are able to respond to these standards and requirements and to utilize the inputs and services provided effectively, there are significant opportunities to sustain and increase their incomes through participation in the value chain.

While IFC Management recognizes the positive experience with strengthening producer organizations and government support, such as Latin America's productive partnerships in improving smallholder farmers' access to markets and inputs that the IEG report noted, IFC considers it also critical to develop private-sector-oriented solutions that leverage the value chain "market power" of anchor firms—an approach that the report criticized. With this objective in mind, IFC collaborates with anchor firms where IFC's development objectives are aligned with their commercial interests and where the only subsidy is the donor-funded portion of IFC Advisory Services. The resulting solutions often include strengthening cooperatives and other producer organizations, as in coffee in Nicaragua and more recently in cocoa in Côte d'Ivoire and Cameroon. The same objective drives some of IFC's Advisory Services to improve the functioning of the supply chain and the

system, which would then generate benefits for smallholder farmers and anchor firms alike. Evaluative evidence from IFC advisory engagements has so far validated the benefits to farmers from this approach of working through value chain anchor firms.

IFC Management is pleased with the report's finding that many IFC agribusiness projects have strong reach into and impact on rural areas, and that certain issues related to small farmers are being more positively addressed by IFC with new and evolving mechanisms. One example is the Global Agriculture and Food Security Program Private Sector Window (GAFSP PrSW), managed by IFC since 2009, which is an innovative vehicle to support smallholder farmers in the poorest countries, nearly all of which are agrarian economies, through both on-farm and nonfarm activities. The vehicle has been facilitating support outside IFC's traditional tools and activities, leading to benefits beyond the financing instrument itself through technical assistance and linkages to the client company and related beneficiaries. Another tool developed in recent years is the Global Warehouse Finance Program (GWFP), which works with local banks to provide inventory financing to farmers. While the GWFP program is still in its early stages, it has already been very effective in improving farmers' access to finance, especially where warehouse receipt financing did not exist previously, and especially where the instrument was introduced with the support of GAFSP PrSW.

With respect to GWFP, IFC Management clarifies that the purpose of the program is to introduce warehouse receipt-based financial instruments into commercial banking systems where they do not currently exist. Between September 2010, when the program began, and November 2016, GWFP supported 19 transactions worth \$552 million, most of which were committed and disbursed after the 2004–14 evaluation period. Warehouse receipt finance offers an important alternative way for farmers to store their product for a period before the sale, allowing them to take advantage of higher prices in off-harvest periods. The report suggests that IFC should influence participating banks to focus on poor clients to maximize the poverty impact, and should otherwise seek to influence banks to focus on particular crops relevant to small farmers. IFC's focus at this stage is on establishing well-designed financial instruments to be in common use for as large a market as possible to achieve efficiency and reach to all appropriate crops and transaction sizes. This is the critical priority for a new financial instrument; once it is firmly embedded in the market, IFC can then seek to address any access and distributional inefficiencies.

Regarding attribution difficulties on the benefits of IFC or private sector interventions for the rural poor, IFC Management agrees that this is an area that remains challenging. However, building on initiatives in this area, such as IFC's

initial comprehensive household income and benefits study conducted for Nicaraguan coffee farmer suppliers in 2014, IFC is expanding its efforts. While economic and household income studies are challenging, resource-intensive in both personnel and financing, and, even in the best cases, imperfect, several current initiatives and partnerships are designed to further help with greater evidence of the broader impacts of selected interventions. In several advisory projects IFC has successfully piloted the SWIFT poverty assessment tool developed by the World Bank. Income and poverty impact studies built into the GAFSP PrSW at both the overall and project levels and an IFC-sponsored evaluation of “Agri-Traders” investments and advisory services are examples of efforts examining more direct income and other farmer benefits.

With this background, IFC is in broad agreement with the essence of the recommendations, except the premise of Recommendation 4.

Recommendation 1: IFC agrees that it will be helpful to clarify the approach. In IFC, this is best done within the articulation of the Agribusiness strategy, which, as noted, brings in other parts of IFC. For implementation of World Bank and IFC country-level activities, IFC agrees with the World Bank colleagues that the SCDs and CPFs provide coordination mechanisms in both rural and urban areas.

Recommendation 2: IFC Management does not disagree with this approach. It clarifies, however, that impact on rural areas is often not the primary impact IFC seeks in supporting projects, which the recommendation appears to suggest that it should be.

Recommendation 4: Although IFC Management agrees with the substance of the recommendation, it does not agree with the premise of the recommendation on the distortions of market power in agricultural value chains. In IFC Management’s view, it is important to assess the impact of an IFC-supported project on the market, including on market structure and competition. IFC also considers it important to identify poverty and gender impacts both ex-ante and ex-post. In this respect, IFC has developed a new ex-ante framework for evaluating economic impact, Anticipated Impact Measurement and Monitoring (AIMM), which is being introduced in phases in FY18, with full deployment planned for FY19. In AIMM, the market-level impact is a key part of the framework; another dimension assessed will be inclusiveness, which will incorporate likely impacts on women and low-income populations. The AIMM assessments will be ex-ante assessments of pending projects, and subject to limitations and assumptions. With regard to ex-post assessments, assessments of poverty and gender impacts are typically undertaken as part of external evaluations, but without distinguishing rural and non-rural

MANAGEMENT RESPONSE

domains, and it is not possible to obtain accurate poverty impact data in all cases. In projects where IFC has additional resources for monitoring and evaluation, such as GAFSP and some Advisory Services projects, IFC is increasingly incorporating these elements – for example, through the use of poverty scorecard metrics and gender differentiation.

Recommendations 3, 5, and 6: These are oriented largely to the World Bank. IFC is prepared to support World Bank colleagues as appropriate in meeting these recommendations.

Management Action Record

IEG findings and conclusions	IEG recommendations	Acceptance by management	Management response
<p>World Bank Group strategies have acknowledged the importance of the RNFE, and the topic has been one of five pillars in the Agricultural Action Plans (AAPs). The Agriculture and Rural Development Sector Board provided oversight for the development and implementation of the AAPs (FY10-12; FY13-15) – the most recent guiding documents in the RNFE space. The core RNFE portfolio identified by IEG extends somewhat beyond the coverage in the AAPs. The AG GP oversees 40% of the core RNFE in this evaluation. Many units and multiple GPs have products in this space, and although at the country level, the SCD/CPF process provides a vehicle for coordination, there is currently no coordinating mechanism at the corporate level. For IFC, the Agribusiness strategy has been linked to the AAP.</p> <p>The RNFE Pillar in the AAP identified priority areas of action, without necessarily identifying pathways to achieving these, or the role of key players across the WBG. In addition, there is no articulated partnership</p>	<p>Recommendation 1: At the corporate level, the World Bank and IFC should clarify its approach to the Rural Non-Farm Economy, and as part of it, how the Bank Group engages across its institutions, GPs, and partnerships to promote non-farm economic development to reduce poverty in the rural space. As part of this approach, options should be differentiated by the state of rural structural transformation, and guided by lessons learned across the RNFE portfolio.</p>	<p>Agree</p>	<p>World Bank Management agrees with the essence of the recommendation that aims to ensure an appropriately focused and coordinated set of activities to promote RNFE development. The modalities for operationalizing this are reflected in the new operating model adopted by the World Bank Group in 2014 (at the end of the evaluation period). Systematic Country Diagnostics (SCDs) and Country Partnership Frameworks (CPFs) provide the principal coordination mechanism for implementation of World Bank and IFC activities in both rural and urban areas. An overall framework to improve jobs and income in the RNFE can help guide and strengthen the SCDs and CPFs, including through engagement across the institution and GPs, and with partners. In this context, we highlight the continued need to reflect in World Bank support the relative importance of farm, rural non-farm, and urban activities in the incomes and opportunities of the world's 767 million poor people. In countries with high levels of rural poverty, the SCDs need to explore</p>

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IEG findings and conclusions	IEG recommendations	Acceptance by management	Management response
<p>plan for the RNFE while IEG observed at the country level untapped opportunities for such partners.</p>			<p>the challenges and opportunities in rural space, with an understanding of current trends and patterns in poverty reduction, inclusion, and sustainability, including such critical contextual factors as geography and the spatial distribution of poverty. The WBG's new operating model was specifically created to facilitate cooperation across GPs/Cross-Cutting Solution Areas and Regions. An example is the new Global Solutions Group on Rural Livelihoods and Jobs, which brings together staff from across the WBG to work on diagnostics, measurement, knowledge sharing, and operations.</p> <p>IFC Management agrees that it will be helpful to clarify the approach. In IFC, this is best done within the articulation of the Agribusiness strategy, which brings in other parts of IFC. For implementation of World Bank and IFC country-level activities, IFC agrees with the World Bank colleagues that the SCDs and CPFs provide coordination mechanisms in both rural and urban areas.</p>

IEG findings and conclusions	IEG recommendations	Acceptance by management	Management response
<p>IEG's portfolio analysis reveals a gap between RNFE projects that are poverty oriented - that often successfully deliver services – but without sustainably lifting the rural poor out of poverty and growth oriented approaches that stimulate sectoral growth along the value chain but that do not evidently benefit the rural poor.</p> <p>Too often, evidence is not collected to indicate income or employment benefits to the poor of WBG RNFE interventions.</p> <p>What limited evidence is available is the basis of the gap described above.</p> <p>For IFC, the choice of client and type of investment critically effects its ability to reach and provide benefits to the rural poor. It is vital to target aid as closely as possible to the binding constraints faced by the poor in the rural economy.</p>	<p>Recommendation 2: In order to bridge the identified gap, the World Bank and IFC should more flexibly and relevantly select and design projects in a manner tailored to the specific stage and nature of a country or area's structural transformation and adapted to the needs and dynamics of the target rural population.</p> <p>To encourage this, the World Bank Group should increase the pooling of knowledge and cross-fertilization across GPs, regions, and units to build on and adapt ongoing approaches and to develop new ones.</p>	Agree	<p>World Bank Management agrees that project designs should be tailored to the specific stage and nature of a country's or area's structural transformation and adapted to the needs and dynamics of the target population. Pooling knowledge of lessons from specific contexts, including from this evaluation, can help inform future project designs.</p> <p>IFC Management does not disagree with this approach. It clarifies, however, that impact on rural areas is often not the primary impact IFC seeks in supporting projects, which the recommendation appears to suggest that it should be.</p>
<p>The portfolio review found that very few projects in the core RNFE portfolio are tracking income or employment effects for the poor. In the absence of better measurement of income and employment effects, the WBG has little information on which approaches work best in which</p>	<p>Recommendation 3: The World Bank Group should work to close knowledge gaps about what works to reduce rural poverty within the rural non-farm economy. The World Bank should conduct evaluations (either systematically, through a</p>	Agree	<p>World Bank Management agrees to track income effects in more projects supporting activities in the RNFE than it did during 2004-2014. This can yield information on which approaches work best in which contexts.</p> <p>The World Bank has a range of work ongoing in this area. For example, 26</p>

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IEG findings and conclusions	IEG recommendations	Acceptance by management	Management response
<p>contexts and with what impact for addressing rural poverty.</p> <p>Poverty oriented approaches are targeting the rural poor, but IEG's review of micro evaluative data finds that evidence collected is limited mainly to access to services/reduced vulnerability. Projects are not tracking the sustainability or profitability of the productive investments being made. Few value chain projects are measuring competitiveness or reporting on the relative benefits across the value chain. In the WBG, poverty sensitive value chain analysis was lacking at design, along with associated metrics for monitoring and evaluation. Such analysis should seek to understand labor market segmentation, market power, and the terms of exchange as they affect conditions of employment for poor men and women. In these projects, important secondary effects have also not been measured. There is a need to fill knowledge gaps, using more rigorous methods to understand the impact for the rural poor, including for women and men, of major intervention categories in varying country and sector conditions.</p>	<p>representative sample, or through clusters) of poverty and growth oriented projects to learn more about the mechanisms by which they influence the development of the rural non-farm economy and their impact on poverty.</p>		<p>impact evaluations in the related agriculture sector and 14 non-agriculture rural impact evaluations are completed or under way.</p>
<p>Despite IFC's stated objectives of reaching the poor through its agribusiness portfolio,</p>	<p>Recommendation 4: IFC should include in its value</p>	<p>Agree</p>	<p>IFC Management agrees with the substance of the recommendation but does not agree</p>

IEG findings and conclusions	IEG recommendations	Acceptance by management	Management response
<p>IEG's review of project documents and micro evaluative evidence found that in most cases there was little in the project design that identified, targeted or tracked benefits for the poor. In wholesale and retail linked to rural areas, IFC's investments seek to increase the availability of goods and drive down costs for (rural) consumers. However, none of the investments tracked consumer benefits and only a few created employment through local sourcing.</p> <p>In spite of examples of where market power has adversely affected poor value chain participants, the risks imposed by market structure and its impact on the poor and related mitigants are rarely treated explicitly in project documentation.</p>	<p>chain analysis, and M&E, a consideration of poverty and gender impacts, for the rural poor; either systematically, or on a sample or cluster basis including through a strategic use of its external evaluations.</p> <p>In its value chain projects, IFC should more explicitly articulate the risks of market power and their mitigants in its project documentation.</p>		<p>with the premise of the recommendation on the distortions of market power in agricultural value chains. In IFC Management's view, it is important to assess the impact of an IFC-supported project on the market, including on the structure and competition. IFC also considers it important to identify poverty and gender impacts both ex-ante and ex-post. In this respect, IFC has developed a new ex-ante framework for evaluating economic impact, AIMM, which is being introduced in phases in FY18, with full deployment in FY19. In AIMM, the market-level impact is a key part of the framework; another dimension assessed will be inclusiveness, which will incorporate likely impacts on women and low-income populations. These would be ex-ante assessments of pending projects, and subject to limitations and assumptions. With regard to ex-post assessments, assessments of poverty and gender impacts are typically undertaken as part of external evaluations, but without distinguishing rural and non-rural domains, and it is not possible to obtain accurate poverty impact data in all cases. In projects where IFC has additional resources for M&E, such as</p>

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IEG findings and conclusions	IEG recommendations	Acceptance by management	Management response
			GAFSP and some Advisory Services projects, IFC is increasingly incorporating these elements—for example, through the use of poverty scorecard metrics and gender differentiation.
<p>Critical to guiding integrated country approaches to the RNFE is the application of consistent diagnostics. The World Bank has been a leader in researching and documenting the rural non-farm sector and in analyzing its relationship to poverty. But IEG found through its review of RNFE diagnostics and country case studies, that there is a wide gap on the diagnostic and analytic side that has been addressed occasionally but not systematically. Given limited internal resources, past and ongoing diagnostic initiatives have relied on partnerships with other donors and the mobilization of external financing.</p> <p>IEG’s country case studies and a review of the RNFE of 28 SCDs found that in most country programs reviewed rural services were being delivered as part of sector programs but not as part of an integrated strategic approach to developing the rural non-farm economy as a vehicle to reduce rural poverty.</p>	<p>Recommendation 5: In countries where the rural economy is a key part of the solution to ending poverty, the World Bank Group should (in partnership with donors and client countries) collect information on both formal and informal rural enterprises and their constraints and performance to help better inform the Systematic Country Diagnostic</p> <p>RNFE diagnostics should include information for household-based enterprises as well as micro, small, and medium enterprises. Local capacity building and ownership (for example through national statistical offices) is a critical part of this. This could be achieved by extending existing enterprise surveys to strengthen coverage of secondary cities and</p>	Agree	<p>Increasing our knowledge of the constraints to and performance of formal and informal rural enterprises in client countries can better inform SCDs and our subsequent programs of support. As the evaluation notes, while excellent work has been done on the higher-level diagnostics of RNFE, there is a knowledge gap on deeper granular insights to further guide policy and investment interventions. It will be necessary to prioritize data collection efforts in this area, taking into consideration the country context and other competing knowledge gaps.</p> <p>Analytical work using existing information on both formal and informal micro and medium-sized rural enterprises is also ongoing to deepen our knowledge on enterprise dynamics, and on associated incomes and jobs.</p>

IEG findings and conclusions	IEG recommendations	Acceptance by management	Management response
	to include smaller enterprises in countries where existing surveys are limited in their coverage. This could be complemented by household surveys building on the experience of the Living Standards Measurement Study Integrated Surveys on Agriculture to document entrepreneurial and work experience in rural enterprises.		
<p>IEG's gender analysis of the RNFE portfolio found that sex disaggregated data increasingly records women's participation. However, few projects record women's access to economic opportunities, and none record distributional benefits by sex. While data was disaggregated for other groups (e.g. youth), it was not disaggregated for sex. Gender disaggregated measurement was limited to female participation in the overall program.</p> <p>Women are also underrepresented in skills-training programs and face "gendered" constraints to placement.</p>	<p>Recommendation 6: The World Bank Group should strengthen and deepen gender analysis during project preparation of rural non-farm projects and more consistently use the results of this analysis, to address gender-related binding constraints to female labor force participation in the RNFE. Project design should incorporate measures to address these constraints, and select indicators to track progress made toward gender related economic outcomes.</p>	Agree	<p>The World Bank's new gender strategy requires that Project Appraisal Documents (PADs) include: (a) an analysis to identify relevant gender gaps (as in access to services, markets or assets) that the project can contribute to closing; (b) actions to address the gender gaps identified in the analysis, and (c) indicators to monitor the outcomes of actions to reduce the gender gap.</p>

1. Introduction and Background

Highlights

- ❖ The rural nonfarm economy (RNFE), defined both spatially and functionally, is critical to poor household's income strategies, enhancing resilience and sometimes providing a pathway out of poverty.
 - ❖ Empirical evidence shows that, although much RNFE activity is low productivity and informal, the rural nonfarm sector can, and often does, contribute to economic growth, rural employment, poverty reduction, and a more spatially balanced population distribution.
 - ❖ For the poor to access opportunities in the RNFE they will need to overcome many constraints, including transport connectivity, access to skills and education, and financial services, as well as social factors of exclusion linked to status, identity and gender, among others.
 - ❖ The opportunities and challenges of the RNFE are context-specific and can be understood through a "three worlds" lens that captures the stage of a country's structural transformation.
 - ❖ This evaluation assesses the effectiveness of World Bank Group support to the development of the RNFE to reduce rural poverty using a constructed theory of change linking a diagnostic understanding of challenges to interventions, outcomes, and impacts.
 - ❖ In the wake of the global food crisis of 2008, the World Bank Group's Agriculture Action Plans increased emphasis on agricultural productivity, agribusiness, and aspects of the RNFE. However, at present there is no clear locus for a spatial focus on rural economic development or an integrated view of the RNFE, across global practices or with regard to partnering.
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This evaluation asked a key question: "How successfully has the World Bank Group contributed to the creation of sustainable income-generating opportunities for the rural poor through the rural nonfarm economy (RNFE)? And, what attributable effects have World Bank Group efforts had on reducing poverty?"

Definitions

Rural nonfarm activity is defined both spatially, by activity that takes place in rural areas, and functionally, by a set of activities that do not constitute primary agricultural production. Rural nonfarm activities include value chain activities, such as agroprocessing, transport, distribution, marketing, and retail, as well as other economic activities in the rural space, such as tourism, manufacturing, construction, mining, and other self-employment activities (handicrafts, bakeries, mechanics, kiosks, and so on).¹

There is no global definition of "rural"; instead, the World Bank relies on the definitions used by national statistical agencies. These definitions vary widely, sometimes applying a cutoff at a particular population level or density, sometimes using sectoral characteristics (for example, whether the population is primarily engaged in agriculture), and sometimes using legal or administrative definitions (for example, whether the settlement is incorporated as an urban unit). Thus rural is

everything that a country does not define as urban, and although it is measured, it is an amalgam of nonuniform criteria.

Analytical Underpinnings

Most of the world's poor live in rural areas, and rural nonfarm activities are an important part of rural households' complex income strategies. In 2013, an estimated 767 million people were living under the international poverty line of \$1.90 a day, with 80 percent of the total poor living in rural areas (World Bank 2016b). Although migration, urbanization, and increased farming productivity can be key pathways out of poverty, the poverty-reducing effects of rapid modernization are highly contextual and policy dependent, especially where high inequality exists. In rural areas, farming accounts for a large share of most rural households' income, but empirical evidence points to a large and growing rural nonfarm sector (Losch 2012; Hagglade, Hazell, and Reardon 2007; Davis 2006; Lanjouw 2001).² Rural nonfarm activities account for 35 to 50 percent of rural income in developing countries, and for the landless and the very poor, sustainable income gains at the household level are associated with additional wages earned from nonfarm activities. Households relying only on farming tend to be among the poorest.

But for the poor to benefit from opportunities in the RNFE – including those presented by mobility – they must overcome many policy and resource constraints. These include connectivity, access to basic literacy and numeracy, relevant skills, finance, and legal rights to land. Other constraints are associated with exclusion based on gender, age, or identity. This is evidenced in studies showing a positive correlation between increased access to rural services and the ability of the poor to benefit from the RNFE. For example, in China, nonfarm activity was found to reduce rural income inequality, disproportionately benefiting poor households (Zhu and Luo 2006). Rural infrastructure and basic education were critical. In India, although the most disadvantaged may not directly participate in the nonfarm sector, the sector raises rural labor demand and wages, with indirect effects on poverty (Lanjouw 2001).

Much RNFE activity is low productivity and subsistence level through household or microenterprises, the latter often located in rural villages. These activities provide important, if intermittent, sources of income. With few assets and spare earnings, there is little investment or growth for such enterprises, but they provide important supplemental income for consumption. The relatively better off rural residents, with greater endowments of human and physical capital, are better able to profit substantially from nonfarm enterprises and wage employment. Research indicates that the better off are more equipped to take advantage of chances to link to value

chain opportunities reaching into the rural space, as traders, processors, distributors, retailers, and workers (Davis 2006).

Nonetheless, the rural nonfarm sector can, and often does, contribute to economic growth, rural employment, poverty reduction, and a more spatially balanced population distribution (Lanjouw 2001). The distributional impacts of rural nonfarm opportunities can be significantly pro-poor, extending through linkages between the nonfarm and the farm sector. In recent years, there has been emerging evidence that, in some cases, rural diversification and secondary town development is leading to faster poverty reduction and more inclusive growth patterns than larger-scale urbanization (Christiaensen 2013; Christiaensen, Weerdt, and Todoc 2013; Dorosh and Thurlow 2013, 2014; Wenban-Smith and Ambrose 2014; Datt and others 2016). Mobility and access to transferable assets augment this.

Evaluation Rationale

This evaluation aims to deepen the evidence concerning the effectiveness of World Bank Group support to the development of a sustainable and inclusive RNFE. The RNFE is a vital pathway for many rural poor households to lift themselves out of poverty and is thus a key building block of the twin goals. The evaluation took on an area critical for realizing further gains in poverty in the coming decade. To date, none of the evaluations by the Independent Evaluation Group (IEG) have conducted a multisectoral assessment to learn about what works in this segment of the economy.

Strategies and Analyses of the World Bank Group Related to the RNFE

Prior to and during the evaluation period, the World Bank approved and implemented two successive rural development strategies. *Rural Well-Being: From Vision to Action*, launched in 1997, decisively influenced global thinking but had disappointing results in the field. The 2003 strategy, *Reaching the Rural Poor*, focused on the most disadvantaged and sought to address rural areas in their entirety by promoting broad-based rural growth and service provision, including the RNFE. It also recognized that lending for agriculture was then at its lowest level in the World Bank's history, despite the integral role that agriculture plays for the rural poor directly, through farming, or indirectly, through value chain activities.

Midway through the implementation of the World Bank's 2003 rural strategy, IEG's report on *World Bank Assistance to Agriculture in Sub-Saharan Africa: An IEG Review* stated that "the agriculture sector has been neglected by both governments and the donor community, including the World Bank" (World Bank 2007). This, followed by

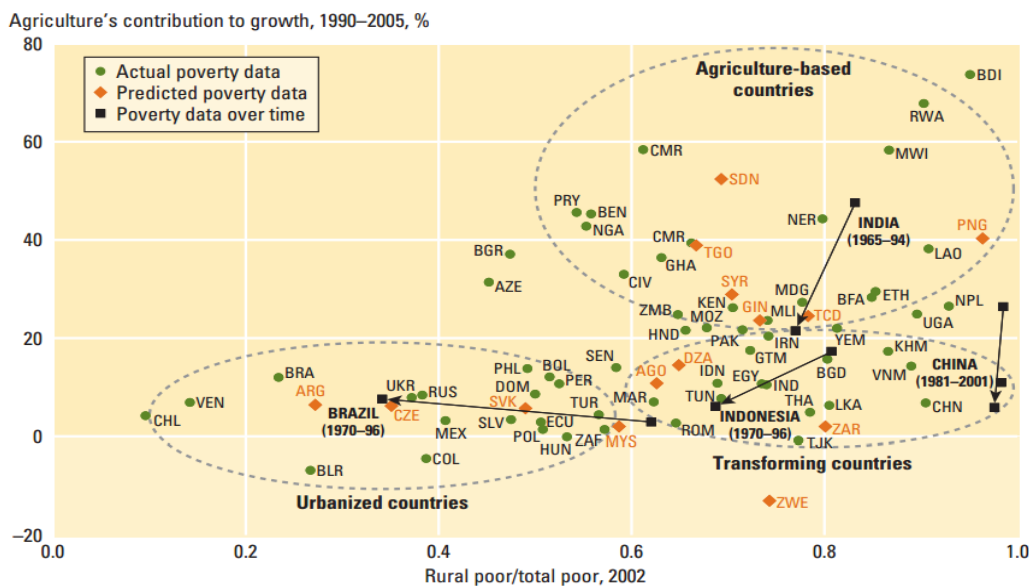
similar findings in IEG's global evaluation, *Growth and Productivity in Agriculture and Agribusiness*, initially led to the development of a World Bank agriculture action plan (roadmap) for Africa, then for all regions as reflected by the World Bank Group agriculture action plans (World Bank 2011). But as stated in these IEG agriculture evaluations, the broader aims of the World Bank's rural development strategy, including an analysis of the poverty reducing potential of the RNFE were not evaluated.

Since 2008, The World Bank Group's approach in the agriculture sector and the RNFE is largely rooted in analysis conducted for the *World Development Report* (WDR) on agriculture, which recommended that when crafting policy, the World Bank Group should consider the specific growth pathways of client countries – with particular attention to their dependence on agriculture and the nature of rural poverty (World Bank 2008). The WDR 2008 introduced a “three worlds” lens of agrarian, transitional, and urbanized countries (figure 1.1). Although each country follows a somewhat different path of structural transformation and RNFE development, this lens facilitates observing some systematic differences in country context and in the World Bank Group portfolio, as well as the relationship of the RNFE to the farm, urban, and global economies. In larger countries, there are also regional differences in the state of structural transformation.

The case studies illustrate several differences supported by findings at the portfolio level and in the literature. For example, in agrarian economies, RNFE income-generating opportunities are highly dependent on the performance of farming, and the ability of the RNFE to reduce rural poverty is directly linked to smallholder productivity. Demand, labor availability, and wages are each critically linked to agricultural cycles and productivity. In transitional economies, demand and labor markets in secondary towns and urban centers begin to feature more prominently. In industrial economies, RNFE may be driven far more by opportunities connected to urban or export markets.³ At the same time, rural nonfarm labor may transition from informal employment in household enterprises and self-employment to more structured and formal wage employment and formal entrepreneurship. Sectorally, there may be substantial diversification out of agriculture.⁴ However, as the case studies reveal, current poverty levels call for strategic investments in infrastructure, training and innovation, market functioning, and regional integration, the coherence of which needs to be ensured through appropriate development strategies. Evaluations of more than two decades of integrated rural development projects, demonstrates that RNFE approaches should not be embedded in a single project but that spatially integrated approaches are needed.

Subsequently, the *WDR* on economic geography recommended the need for a more nuanced understanding of the influence of country conditions and policies on the pace, pattern, and consequences of rural-urban transitions (World Bank 2009). The *Global Monitoring Report 2013: Urban-Rural Dynamics and the Millennium Development Goals* focused on spatial inequality, suggesting that spatial divides are mainly a function of country conditions, policies, and institutions which, combined, determine the way a country may choose to address or neglect drivers of rural poverty and the quality of growth (World Bank 2013).

Figure 1.1. Three Worlds of Agriculture from the 2008 *WDR*



Source: World Bank 2008.

Agriculture Action Plans. Following two successive food crises, the World Bank Group launched its Agriculture Action Plans (FY10–12, FY13–15), which have explicitly recognized the importance of the RNFE, including the poverty reduction potential of promoting more effective local production and expenditure linkages. In the action plans, RNFE is one of the major thematic areas of assistance due to its increasing importance in many countries and because of its role in structural transformation and sustainable urbanization.⁵ Specifically, the five RNFE business lines identified were

- rural investment climate studies to inform policy dialogue and stimulate investment;

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- improving rural livelihoods by expanding the South Asia approach of supporting self-help groups to increase women's access to income, social, and financial services;
- upgrading skills to expand job opportunities to promote nonfarm activities and enhancing rural education to improve productivity and vocational training for supply chain skills, especially for women;
- investing in rural infrastructure to help lower transaction costs, increase connectivity, and raise nonfarm earnings, especially in lagging areas; and
- promote youth employment by removing barriers and identifying entry points for youth to join the labor force by improving access to land, capital, and skills.

The Agribusiness Strategic Action Plan of the International Finance Corporation (IFC), covering FY12–14 was designed to be aligned directly with the agriculture action plans. It has three pillars: (i) enhance Food Security, by increasing productivity and reducing loss in the global food system; (ii) Inclusive Economic Development, and (iii) Making Environmental and Social Sustainability a business driver. The Agribusiness Strategic Action Plan FY12–14 has been extended as the guiding framework for FY15 and beyond. IFC's strategy (2017–19) recognizes that the global food system requires integrated solutions across the value chain from agricultural inputs to production to food retail. It commits IFC to continuing to integrate advisory and investment operations in agribusiness to enhance development impact beyond financing alone. In particular, it will focus on firms which work with smallholder supply chains, while noting that, in many markets, increased coordination with the World Bank Agriculture Global Practice (GP) and IFC infrastructure and investment climate reforms initiatives are critically needed to achieve impact.

Interviews with World Bank headquarters and country level staff noted that a key challenge of implementing the RNFE pillar of the World Bank's agriculture action plans is that many of the enabling conditions listed lie outside the control of the Agriculture GP, and that this issue has expanded since the reorganization due to the dispersion of rural-themed projects across GPs. IEG interviews with the Social, Urban, Resilience and Rural GP (SURR) indicate that its rural theme will be replaced with a focus on territorial approaches. Country-level discussions expressed concern about "siloized approaches" and a lack of incentives and reward for intersectoral collaboration to achieve a more integrated and strategic approach toward developing the RNFE. In the agriculture action plans, there is an articulated

partnership strategy for the agriculture sector, but not for the development of the RNFE to reduce poverty. One key partnership in the rural space is the International Fund for Agriculture Development (IFAD), with which the World Bank has a corporate Memorandum of Understanding. However, at the country level, several of the RNFE country studies pointed to missed opportunities to use this partnership to leverage more effective rural policy reform and to achieve more synergies in linking the rural poor to more productive rural nonfarm income-generating opportunities and to addressing binding constraints (box1.1).

Box 1.1. Partnering to Develop the Rural Economy to Reduce Poverty: The Role of IFAD

IFAD's mission is to "enable the rural poor to overcome poverty," with the aim to "empower rural poor women and men in developing countries to achieve higher incomes and improved food security" (IFAD 2012). These goals are well aligned with the World Bank Group's mission and efforts to use the RNFE as a vehicle to reduce poverty. The RNFE country case missions revealed opportunities to deepen collaboration at the country level to achieve better complementarities. This was most evident where IFAD was simultaneously engaged in rural poverty reduction programs while the World Bank had moved toward a more competitive approach. For example, in northeast Brazil, the World Bank has shifted from community-based approaches toward value chain models while IFAD has retained a community development focus. In Ethiopia, where the World Bank and IFAD have cofinanced pastoral and livestock programs, IEG's Project Performance Assessment Report of the Pastoral Community Development Projects highlighted the need for a clear engagement strategy for pastoral areas (World Bank 2016a). In Nicaragua, shared concerns were expressed about the need to strengthen the role of the local private sector and an ongoing IFAD pilot was discussed in this regard, but a common platform had not established to partner in this respect. Artisanal opportunities had been identified by UN partners in Morocco (for example, argan oil) but the absence of finance (the type that the World Bank could bring) has limited the poverty reducing effects of this value chain activity. IEG's portfolio review also pointed out that at the project level, opportunities were being missed to achieve greater learning across the institutions' differentiated approaches, especially in cofinanced projects. Between 2004 and 2014, there were 31 IFAD–World Bank cofinanced projects, valued at \$441 million, mainly in IDA countries. Yet, opportunities for learning about what works through codissemination of the project level evaluations has not occurred – except for the Ethiopia pastoral evaluation, where the IFAD consultant was also the author of the assessment conducted by IEG.

Source: IEG analysis and IFAD 2012.

The Rural Nonfarm Income-Generating Portfolio

The RNFE is not a sector but a prominent theme in the Agriculture Action Plan. As articulated in that plan, the development of the RNFE requires support across sectors (now GPs). As such, in the absence of an identified portfolio, this evaluation

used the theme code “rural nonfarm income generation” applied by the World Bank to 152 projects between 2004 and 2014. By deconstructing the rural nonfarm income-generation activities linked to the code, the portfolio review used these activities to identify projects with similar or identical characteristics. A second-order screening tool was applied to all projects with an agriculture code approved during the period. In parallel, thematic reviews of enabling activities were conducted of rural transport infrastructure, rural education, and rural finance (chapter 4). A gender analysis was also conducted across the entire portfolio.

IEG found that the World Bank plays a larger role in generating rural nonfarm income than has been identified by its thematic codes. The evaluation identified 529 World Bank projects, fully valued at \$35.4 billion that have directly supported rural nonfarm income during the period. Forty percent of this portfolio is mapped to the Agriculture GP. Other key GPs include SURR, Social Protection and Labor; Trade and Competitiveness; and the Environment GPs (table 1.1). For IFC, IEG identified 382 investment projects, valued at \$10.7 billion, and 230 advisory projects, valued at \$273 million, in commitment terms. These projects are mapped to IFC’s Agriculture, Food and Beverage, and Retail and Wholesale sectors (table 1.2). Agri-finance is included, whereas other activities that broadly support the extension of rural finance (microfinance, small and medium enterprise [SME] finance, and so on) are included in the enabling environment chapter 4.

Broadly, the portfolio review revealed that RNFE interventions fall into one of two categories: (i) poverty-oriented approaches financed by the World Bank that target the rural poor and include productive components and (ii) growth-oriented approaches financed by the World Bank and IFC – mainly value chains – that seek to increase productivity and competitiveness but where links to the rural poor, including benefits, are not evident. The former include community-based approaches with a productive aim, rural livelihoods projects implemented in South Asia, and special protection projects with a productive component. The latter includes all of IFC’s interventions, as well as World Bank support for value chains (crop, animal, tourism) and spatial approaches (tables 1.1 and 1.2). IEG’s RNFE portfolio review also found that there has been increasing investment in growth-oriented approaches in relation to poverty-oriented approaches (figure 1.2).

Table 1.1. World Bank Approaches in the RNFE

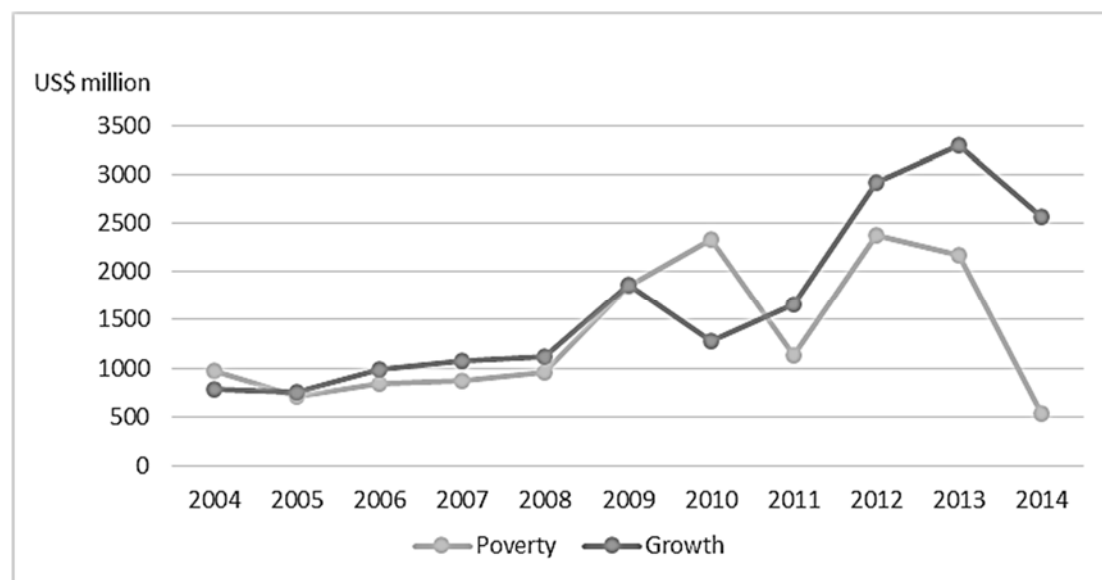
Key World Bank approaches in the RNFE	Global practice							Total (no.)	Total (US\$, billions)
	Agriculture (no.)	SURR (no.)	SP & Labor (no.)	T&C (no.)	ENV (no.)	MFM (no.)	Other(s) (no.)		
CBAs (productive aim)	40	64	0	0	0	0	2	106	8.3
Value chains (crop, animal, productive partnerships)	101	9	0	2	0	0	4	116	6.3
Productive inclusion and public works	0	3	41	0	0	0	0	44	4.7
Regional integration	0	7	0	0	0	0	0	7	0.4
Tourism development	3	7	0	7	17	0	0	34	0.8
Rural livelihoods	14	3	0	0	0	0	0	17	2.2
Agglomerated approaches	1	1	0	10	0	0	0	12	1.2
Other(s) ^a	57	3	0	12	19	0	22	113	5.9
Policy Reforms ^b	3	0	0	0	0	49	28	80	5.6
Total	220	97	41	31	36	49	56	529	35.4

Note: a. Policy Reforms were assessed at the country level and are discussed in the RNFE country case studies. b. Other individual projects do not form part of identified clustered approaches. CBA = community-based approach; SURR= Social, Urban, Rural and Resilience; ENV = Environment and Natural Resources; SP = Social Protection; T&C = Trade and Competitiveness.

Table 1.2. IFC Approaches in the RNFE

Key IFC approaches in the RNFE	IFC investments (no.)	IFC advisory projects (no.)	Total (no.)	Total (US\$, billions)
Agribusiness (agriculture sector)	132	130	262	3.3
Food and beverages	128	17	145	2.6
Agri-finance	47	25	72	2.2
Tourism development	19	18	37	0.3
Wholesale and retail trade	33	1	34	1.7
Non-sector-specific advisory	0	28	28	0.02
Chemicals	11	0	11	0.7
Other	12	11	23	0.2
Total	382	230	612	11.01

Figure 1.2. RNFE Poverty-Focused versus Growth-Oriented Approaches by Approval Year and Commitment Level

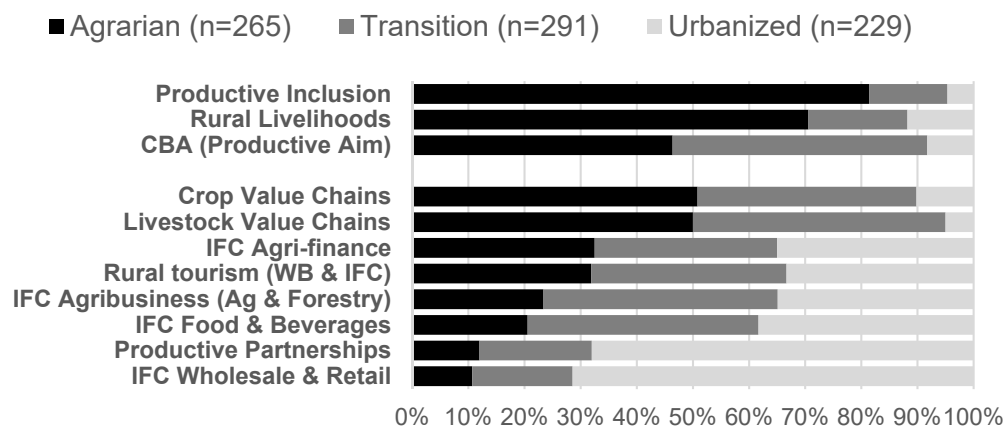


Source: IEG 2016.

The Evaluation Lens: Key World Bank Group RNFE Approaches across the Three Worlds

The 2008 *WDR*'s "three world" typology was a useful starting point to identify discrete areas of needed attention. IEG found marked differences in the way that projects supported rural nonfarm income generation across the three worlds (figure 1.3). In agrarian areas, there was a focus on connectivity, resilience, welfare smoothing through the provision of public and private assets, and services. In transitioning and urbanized economies, there was a greater focus on factor markets. Specific patterns of investment, like the *productive partnerships* which depend on the vitality of intermediaries in the supply chain were designed in urbanized contexts and therefore may have limited adaptability.

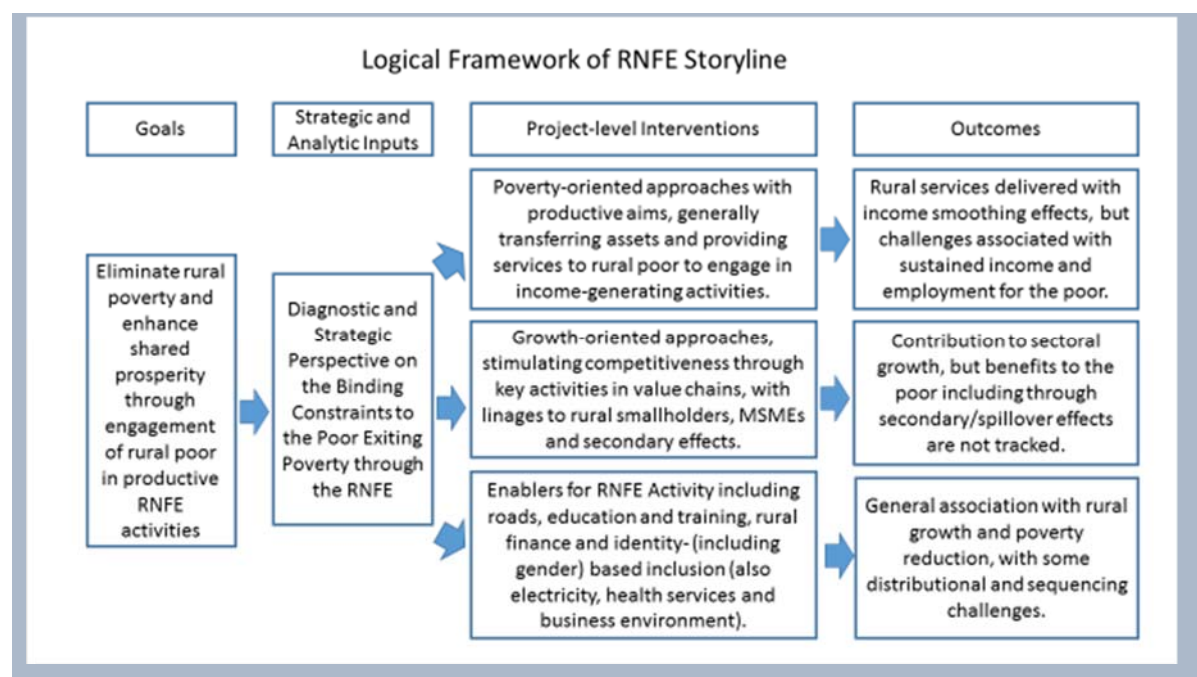
Figure 1.3. Key RNFE World Bank Group Approaches Oriented by Proportion of Agrarian Activity (2004–14)



LOGICAL FRAMEWORK OF THE RNFE STORYLINE

In the absence of an existing framework within the World Bank Group, IEG deduced a logical framework describing the World Bank Group's RNFE engagement (figure 1.4). The framework links a diagnostic understanding of opportunities and constraints in the RNFE to a set of interventions designed to address them. The completeness and efficacy with which the World Bank Group carries out different steps varies dramatically, and the evaluation shows where work is to be done or paths to be changed. The way forward for a given economy depends on the initial country conditions and context, including the state of structural transformation. The tools for intervention range from strategic, analytic, and advisory to enabling conditions to specific investments. Figure 1.3 also emphasizes the binary nature of the portfolio, divided into major approaches between those focused on poverty and on growth. IEG found a few hybrid projects, most notably the pastoral livestock projects, however these are rare. A dynamic theory of change would allow for relevance, efficiency, and effectiveness to improve with learning. Such learning and course correction would depend on information being generated on interventions, outcomes and impacts, so that such learning is possible, as well as incentives to encourage this.

Figure 1.4. Logical Framework of the RNFE Storyline



REPORT ORGANIZATION

Based on this framework, chapter 2 examines key approaches pursued by the World Bank that have been designed in the agrarian and transitioning context- that are poverty oriented. These approaches include rural livelihoods, community-based approaches with a productive aim, and social safety net projects with a productive inclusion theme. Chapter 3 examines key approaches pursued in all three worlds that are growth oriented. These include different types of value chains, including crop, livestock, tourism, and so on. Chapter 4 examines the role of the enabling environment, critical to linking the rural poor to the productive opportunities in the rural economy. It presents the results of three thematic reviews of rural transport connectivity, rural education, rural skills in the agriculture sector, and rural finance. Chapter 4 also presents the findings of cross-cutting themes, including RNFE diagnostics. Chapter 5 presents the conclusions and recommendations of this report.

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¹ Adapted from Haggblade, Hazell, and Reardon 2010. This evaluation excluded coverage of nonfarm activities relating directly to forestry, fishing, and mining due to recent or ongoing IEG work in these areas.

² See Losch, Fréguin-Gresh, and White 2008; World Bank 2008. *The Rural Investment Climate Analysis and Findings*. Washington, DC: World Bank; and World Bank 2008.

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³ See, for example, Wiggins, Steve, and Peter Hazell. 2008. *Access to Rural Non-Farm Employment and Enterprise Development—Background Paper for the IFAD Rural Poverty Report 2011*. Rome: IFAD. “In an initial stage, rural economies are often remote from urban centers, isolated by transport costs. The wealth of the rural economy thus depends on the richness of local resources. . . . Rural non-farm activity is thus likely to be closely linked to the prosperity of an economic driver, often agriculture, but possibly mining or tourism. At a later stage, as cities grow and transport costs to urban areas fall, there is more scope for interaction with the rest of the national economy and indeed with the global economy” (ii).

⁴ See, for example, Losch, Fréguin-Gresh, and White 2012.

⁵ The agriculture action plan 2013–15 thematic areas are as follows: (i) raise agricultural productivity and resilience; (ii) link farmers to markets and strengthen value chains to improve market access and trade through support to improve infrastructure, information technology, postharvest handling, and access to finance; and (iii) facilitate rural non-farm income through improving the rural investment climate and skills development. The action plans include the following cross-cutting areas: (i) reduce risk, vulnerability, and gender inequality through support to risk management mechanisms, greater transparency in food markets, and improving women’s access to services, resources, and opportunities; and (ii) enhance environmental services and sustainability.

2. Poverty-Targeted Approaches to Generating Income and Employment

Highlights

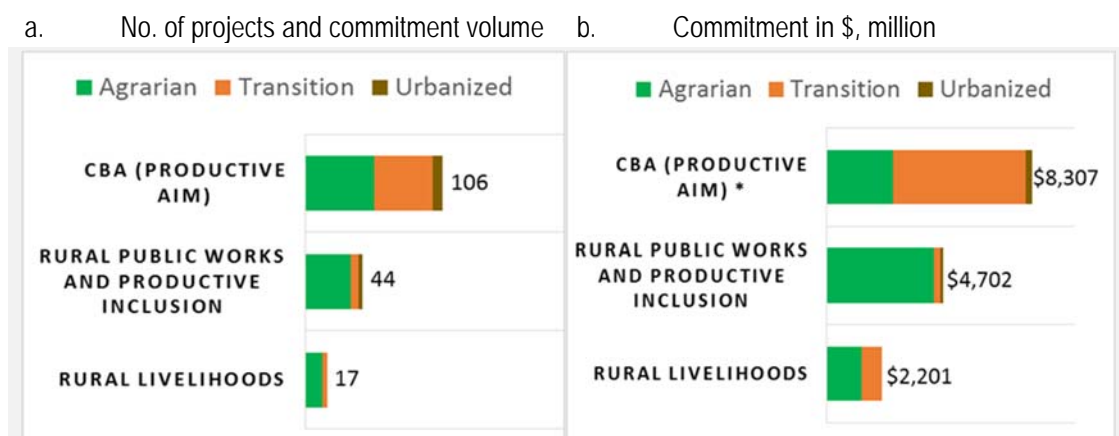
- ❖ The rural poor face a multitude of constraints that limit their opportunity to participate in and benefit from the RNFE. This chapter reviews three common approaches in the RNFE portfolio that focus on delivering benefits and services directly to the poor.
 - ❖ Rural livelihoods projects, valued at \$2.2 billion, have achieved strong social outcomes, improved service delivery for the rural poor owing to increased agency, and access to credit that has generated household income gains capable of smoothing consumption and weathering shock. Notable income gains in the RNFE have been achieved in the dairy sector through collective procurement and market and the provision of market information (Andhra Pradesh). IEG found that, as the model is deepened and phased, it has the potential to increase its technical support for rural enterprise development to generate poverty reducing benefits for the rural poor.
 - ❖ Community-driven development projects with support for productive, income-generating assets have achieved their service delivery goals and have had positive impacts on agricultural production for the poor, but there is little reliable evidence on the poor being lifted out of poverty through income or employment gains, or relatedly, the profitability and sustainability of rural enterprises supported.
 - ❖ Where evidence is available, sustained income in the rural economy was achieved by a rigorous commitment to training and supporting facilitation teams, identifying and addressing key binding constraints (often credit) and by association providing strong social accountability tools. Evidence also points to the approach being more effective in “less transient” areas where citizens share a similar set of values or norms, or can hold each other to account through a set of project tools.
 - ❖ Social protection productive inclusion approaches, while new, have grafted earned income components onto social safety net projects where separate, complementary approaches to rural employment and entrepreneurship may have been more effective.
-

The rural poor face a multitude of constraints that limit their opportunities to participate in and benefit from the RNFE. Among these are identity-based exclusion such as gender, a lack of access to networks (that is, social capital), relevant skills, and power asymmetries that require specific redress by development practitioners and governments to enable rural poor to access the RNFE as a critical and diversified source of household income. This chapter reviews three main modalities of project support that both target the poor and to aim to stimulate earned income in the RNFE. These include (i) community-driven development projects with an income, employment, or livelihood aim; (ii) the rural livelihoods approach in South Asia; and (iii) social safety net projects with a productive inclusion projects implemented by the social protection practice, that support the inclusion theme. These approaches have mainly been implemented in agrarian and transition economies (figure 2.1).

Community-Driven Development Projects with an Income-Generating Focus

Community-driven development projects linked to the agriculture sector stimulated savings, income, and productive asset formation in the rural economy. Although community-based approaches in general are highly heterogeneous, this evaluation includes only projects implemented in rural areas that had a productive focus. Community-driven approaches emphasize community control over planning decisions and investment resources, with the hypothesis that participation leads to a better use of resources in meeting community needs. Thus, they focus on enabling communities and local institutions to take the lead in identifying and managing community-level investments.

Figure 2.1. Poverty-Oriented RNFE Portfolio Is Mostly in Agrarian and Transition Areas



Source: IEG portfolio analysis.

Note: *Within transition economies, US \$2.8 billion was committed to seven projects in Indonesia. CBA = community-based approach.

IEG's portfolio review identified 73 community-based projects (plus 32 additional financing), of which 44, valued at \$8.3 billion, are closed and evaluated. The projects' objectives sought to stimulate income and employment, reduce income poverty, enhance livelihoods, increase access to economic opportunities, productive assets, or to income-generating activities. Altogether, they financed 208,152 subprojects, of which 130,406 were described in the project documentation as rural nonfarm activities. Most subprojects were linked to agricultural processing activities, including for tractors, threshing machines, manioc and flour mills, slaughtering, dairy, small animal husbandry (chickens, goats) aquaculture, and apiculture. A small number of investments supported self-employment in grocery and retail, handicrafts, petty trade, sewing, and beauty. These were self-financed through rotating loans. In a few cases, projects financed rural enterprise development, business centers, and commercial facilities.

Community-based approaches that combine agricultural and RNFE activities generally measure and report satisfactory results for agriculture production, leading to increased incomes, but do not adequately assess the profitability or sustainability of small rural enterprises set up with project financing (see appendix D). Of the 43 closed projects, 14 measured the profitability or sustainability of rural nonfarm investments, and of these, 5 reported very good results. Data quality was a concern across most closed projects (box 2.1).

Box 2.1. RNFE-Related Measurement Challenges in Productive Community-Based Approaches

A measurement flaw in community-based RNFE projects is the tendency to equate assets to income or to measure the incremental income effects shortly after the transfer of the asset. This is because disbursements take place late in this approach, since it is important to first lay a strong foundation. An illustrative comparison can be made between the positive results reported in northeast Brazil or the Kyrgyz Republic, where results were evaluated one year after disbursements, and the cautious results reported in Ethiopia or Haiti, where results were evaluated over a longer duration. Brazil reports incremental employment for “98% of the households that had an asset transfer and Kyrgyz reports excellent internal rates of returns for carpentry, bakeries, and retail (between 59 and 193 percent). But these results were collected within a year of project disbursement or in-kind assistance. On the other hand, data collected on similar rural enterprise investments several years after disbursements in Ethiopia and Haiti report that 73 and 75 percent, respectively, of small enterprises were not sustained in the case of the former or were under severe financial stress in the case of the latter.

Source: IEG ICRRs.

Poor performance was associated with binding constraints that had not been concomitantly addressed through support for critical enabling activities (see chapter 4). These constraints include lack of access to finance for recurrent capital costs; lack of diagnostics to address needed skills upgrading and technical gaps, including business acumen, business development, and marketing; and challenges linked to rural connectivity that hindered market integration and to down-turns (negative internal rates of return) during drought years for rural activities linked to agriculture. Lessons from Implementation Completion and Results Report Reviews (ICRRs) and Project Performance Assessment Reports (PPARs) in Brazil, Nigeria, Chad, Burundi, and Sri Lanka also attribute some of these challenges to the fact that project management units are housed in ministries of agriculture, which are able to provide agricultural rather than business development advice. Beneficiary interviews revealed that community participants perceive nonfarm investment to be riskier than crop expansion especially when access to finance is small and intermittent.

Few community-based approaches with productive aims measure income or employment. Of the 69 reviewed, 60 percent had some form of poverty targeting (in many cases, area targeting), and 15 of these measured income and, in a few cases, employment at the community or household level. Of those measuring income, income increases for the poor were reported to range from 32 to 60 percent. Most of the income reported was derived from agricultural mechanization, livestock, and agroprocessing activities. However, for half of projects reporting on income or employment, a review of the evaluative evidence found that results lack validity owing to the small (less than 2 percent) and nonrandom methods used for subproject analysis. The remaining projects that did not measure income or employment outcomes report on access to economic activities or time saved or used perception surveys to measure satisfaction with service delivery etc.

IEG's gender analysis revealed that there was strong gender integration in community-based approaches, with 87 percent including sex-disaggregated indicators 77 percent including gender analysis. But only half reported having conducted consultations with both men and women to inform design, and only 14 percent included gender in the project development objective. Of the closed projects, 76 percent tracked sex-disaggregated activity; however, reporting was limited to female participation in decision-making bodies, associations, municipal councils, and in a few cases, access to economic opportunities (for example, women-led subprojects). No projects tracked sex-disaggregated economic benefits.

Rural Livelihoods

India's state poverty reduction programs have organized 22 million rural poor women (and some men) into self-help groups and tiered self-governing structures. The World Bank has supported 80 percent of this membership through state-level projects valued at \$2.2 billion. The approach is based on the theory that power and information asymmetries have undermined the poor's ability to negotiate with market actors for economic gains and better service delivery. As such, World Bank support, along with local government and NGOs, seeks to create accountable and representative institutions of and for the poor to enable greater representation through collective voice. The model seeks to establish sustainable access to affordable finance including, where viable, banking linkages. Projects also support training and job placement, but this is not central to the approach.

Impact studies show that World Bank-financed rural livelihood projects have achieved strong social outcomes but have not yet achieved substantial increases in income or asset formation for the rural poor.¹ In the former state of Andhra Pradesh, Deininger and Liu (2009) find positive effects on empowerment and consumption

for participants but not income or asset formation. The finding suggests that the program's main impact was through consumption smoothing and diversification of income rather than exploitation of new income sources. A follow-on impact assessment of the program's second phase found that the average annual income increase of participants over nonparticipants was \$107 for the poorest and \$263 for the poor (Prennushi and Gupta 2014). Like Deininger and Liu (2009), the assessment found that increased incomes were achieved through diversification, including farm diversification, and the addition of supplementary nonfarm activities (petty trading, handicrafts, sari making, and so on). By project close, the percentage of household income derived from nonfarm activities was 48 percent for participants and 37 percent for nonparticipants. For both the poor and poorest, rural nonfarm income generation was about 55 percent of household income.

Datta (2015) found that World Bank-financed project beneficiary households in Bihar, India, were able to reduce their debt burden by leveraging cheap credit and that cheap credit was not used for productive investments, as evidenced by a more diverse asset base (Datta 2015). However, for Bihar, evidence on income or welfare is not available. Likewise in Orissa, debt held by moneylenders was reduced for 250,000 participating households, freeing up capital for more productive social and economic investments. Although there was increased spending on education, an impact evaluation found that there was no significant change in overall consumption compared with a control (ICR, 2015).

Some rural livelihood projects also support training and job placement, including in the artisanal sector, but this involves only a small fraction of total participants. Of the 22 million women mobilized, 896,261 youths (men and women) were trained (in textiles, computers, auto industry, and so on), and of these, most were placed (see appendix C). Efforts to expand training and job placement will require better tracking and learning about what works for female versus male participants. Only one project had sex-disaggregated training data (Orissa: 1,409 female and 1,923 male). This was acknowledged by the Rural Livelihood teams in interviews, noting that women are underrepresented in skills training programs and also face "gendered" constraints. Upstream placement issues and difficulty in transitioning from rural to urban areas—including transport, safe housing, and support networks—affects their ability to participate. Women also face gendered choices in training provision, with an overemphasis on low-return segments such as tailoring and beauty.

Social Protection Productive Inclusion Approaches

Broadly, there have been two types of public works programs supported by the World Bank. The first approach provides a safety net, often through temporary employment, offering a source of income to the vulnerable who need it most. The second aims to build sustainable infrastructure. In this case, links to the development of the RNFE are generated through the creation of, for example, feeder roads, small-scale irrigation infrastructure, or maintenance. These programs can include skills building and training components, sometimes focusing on rural entrepreneurship and self-employment.

Recently, a shift occurred as part of the World Bank's new social protection strategy, *Resilience, Equity, and Opportunity* (World Bank 2012). Social safety nets are increasingly seeking to develop human capital, skills, and entry into labor markets. The strategy recognizes that complementary programs will be needed to foster productive employment and to have a multisectoral perspective. It also recognizes that support for rural employment must take into account the changing agricultural context and rural-to-urban migration. New "productive inclusion" approaches are being piloted in an effort to "graduate" less risky populations from social safety nets, mainly in agrarian economies. The implicit theory is that programs effective at reaching the rural poor with benefits and temporary employment are best placed to assist the same populations in enhancing skills and finding permanent employment. Interviews with the Social Protection and Labor GP staff and consultants indicate that this new approach is being implemented in parallel but separately from other productive approaches mapped to the Agriculture and SURR GPs. An analysis of this combination of traditional social safety nets with the new earned income objective (including a focus on nonfarm income generation, technical assistance, and finance) reveals that multiple teams working across GPs are grappling with similar rural development challenges. Yet, as evidenced through the RNFE roundtables and interviews, the efforts are segmented by organizational units without overarching coordination.

IEG identified 31 (plus 13 additional financing) rural public works and productive inclusion projects, valued at \$4.7 billion, of which 29 were closed and evaluated. Of these, a quarter were implemented in Ethiopia and assessed as part of the *Ethiopia RNFE country case study*. Using evidence from impact evaluations of closed productive inclusion projects, the RNFE Ethiopia country case study revealed the limits of layering productive expectations on an otherwise effective instrument – the social safety net (box 2.2).

Rural public works and cash-for-work programs have been effective in increasing access to services, providing temporary labor that has facilitated access to increased

income, which has mainly been used to smooth consumption and pay for critically needed services. Very few of these programs have been rigorously evaluated to determine outcomes or impacts in the rural economy. For those that have, evidence is mixed. For example, an evaluation of the Malawi Social Action Fund (Beegle, Gallasso, and Goldberg 2014) found that although employment was generated, the program did not improve food security, investment in farm inputs (fertilizer), or the purchase of durable goods. The program's contribution to rural infrastructure rehabilitation (for example, irrigation works) and the knock-on effects in the rural economy were not evaluated. In Sierra Leone, on the other hand, a World Bank assessment of the cash-for-work program found that in rural areas, temporary work provided beneficiaries with cash to invest in existing enterprises, most notably by acquiring more livestock (Andrews and others 2012).

Box 2.2. The Challenge of Layering Productive Expectations on Successful Safety Net Systems

The World Bank's Productive Safety Net Programme in Ethiopia has helped poor rural citizens respond to drought-induced shocks through temporary employment and infrastructure development. It has helped 7.6 million cope with chronic droughts and achieve food security while creating a range of community assets. The accomplishments have catalyzed a discussion around the use of public works and have influenced social safety nets in Africa. In an effort to graduate beneficiaries, the program piloted a Household Asset Building Program to promote income diversification for food-insecure households. Training, technical support, and financial products were provided to households that proposed a new or expanded business activity. The Household Asset Building Program has revealed the limits of layering productive expectations on an otherwise effective instrument – the social safety net. An impact evaluation of Household Asset Building Program found that 70 percent of the business plans came from the extension agents, not the households, and that the agents lacked nonfarm skills, so that more was achieved in agriculture and soil than in the area of rural income diversification. Loan sizes for the productive investments were small and allocated on a predetermined basis. Women focus groups indicated that the agents tended to work with male farmers, not with female-headed households.

Source: IEG; Subbarao and others 2013.

Gender in social safety nets. IEG undertook a thorough review of social safety nets and gender in 112 World Bank projects approved between 2003 and 2013. From the point of view of the rural nonfarm, the review found that public works programs in Africa had sex-disaggregated data because of gender quotas. Since then, an impact evaluation on Sierra Leone's cash-for-work program, which used gender quotas, suggests the quotas may have hidden costs. For example, when males participated in the program as wage laborers, it freed up opportunities for women in self-

employment but not the other way around. Tension between gender quotas and community interests were also identified.

What Works: Lessons from IEG's ICRRs and PPARs

From the existing models, and where evidence was available, lessons can be derived from external evaluations, IEG's ICRRs and PPARs on *what works* to connect the rural poor to more productive and sustained income-generating opportunities through community-based and rural livelihood approaches in the RNFE portfolio. Each example highlights the need for effective targeting, an assessment of key binding constraints, and the alignment of aid as close as possible to activities that lift these. In Sri Lanka, under Gemi Diriyia, the World Bank effectively addressed three key binding constraints: namely, access to finance, associated issues of accountability, and technical assistance. Efforts to train, grade, and hold facilitation teams to account ensured the effective functioning of savings and credit organizations and associated investments. These investments resulted in a 41 percent income increase for poor households, and five years after project close, IEG's survey found that, on average, a half of project households still participate in the savings and lending schemes (2009 ICRR).

In Nigeria, while IEG was not able to validate income gains reported under Fadama II due to weak construct validity in the external assessment, fieldwork conducted five years after project close found that for the majority of participants, RNFE activities were continuing to generate critical sources of income. Four key lessons were identified: (i) the community-based approach works better in "less transient" areas where citizens share a similar set of values or can hold each other to account through a set of project tools; (ii) rising land prices affect the success of rural enterprises; (iii) rural infrastructure services delivered near-term impacts on beneficiaries' access to markets and transport costs, however the high level of subsidy may have induced construction of public goods that could not affordably be maintained (IFPRI 2008); (iv) environmental risks require attention (some cassava grinding activities were shut down by complaints about mill effluents).

The World Bank has a long engagement in the Kyrgyz Republic, through its Village Investment Programs focused on enterprise development for the poor. An integrated approach, the Village Investment Programs provide training and investment for small business development alongside essential infrastructure. The rural poor, as confirmed by a rigorous external evaluation, gained access to complementary services such as water, electricity, roads, etc. Over the same period, 2,319 permanent jobs were created through income-generating subprojects (retail,

auto repair, carpenter shops, and so on). Success was associated with investments in existing rural enterprises or in entrepreneurs that had established skill set.

In Andhra Pradesh, India, the rural poor have been reached by the use of participatory approaches to identify them, including the disabled and most vulnerable. Feasibility of proposed Self-Help Group investments were assessed through a business plan approach. While the bulk of investment was made in the farm economy, lessons can be learned from the considerable strides made in dairy processing capacity that generated investment in livestock and resulted in increased household incomes. This was achieved through training for collective procurement and marketing, provision of market information, establishment of marketing centers, and by addressing infrastructure needs.

Chapter synthesis. Poverty-targeted approaches have proven relatively effective in reaching the rural poor where they live, and have had success in such dimensions as social empowerment, income smoothing and rural service delivery in. However, while these approaches generated employment and income gains for the rural poor, the results were insufficient to sustainably lift large numbers of them out of poverty. Efforts to bridge this divide are asking instruments adept at reducing vulnerability – most notably productive inclusion projects – to achieve earned income goals that exceed the original purpose of their design. There is an opportunity to learn from RNFE projects where evidence exists, to blend or pilot new hybrid approaches designed to more effectively target and link the poor to more productive opportunities in the RNFE. For this, skills will need to be blended across different approaches and between different parts of the World Bank Group.

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CHAPTER 2

POVERTY-TARGETED APPROACHES TO GENERATING INCOME

World Bank. 2009. Sri Lanka. Washington, DC: World Bank Group

— — —. 2012. *Resilience, Equity, and Opportunity: The World Bank's Social Protection and Labor Strategy (2012–2022)*. Washington, DC: World Bank.

¹ Although rigorous evaluation of the self-help group model was historically lacking, there is an emerging body of such evidence conducted on World Bank–financed rural livelihood projects over the evaluation period (Deininger and Liu 2009; Prennushi and Gupta 2014; Datta 2015).

3. Growth-Oriented Approaches in the Rural Nonfarm Economy

Highlights

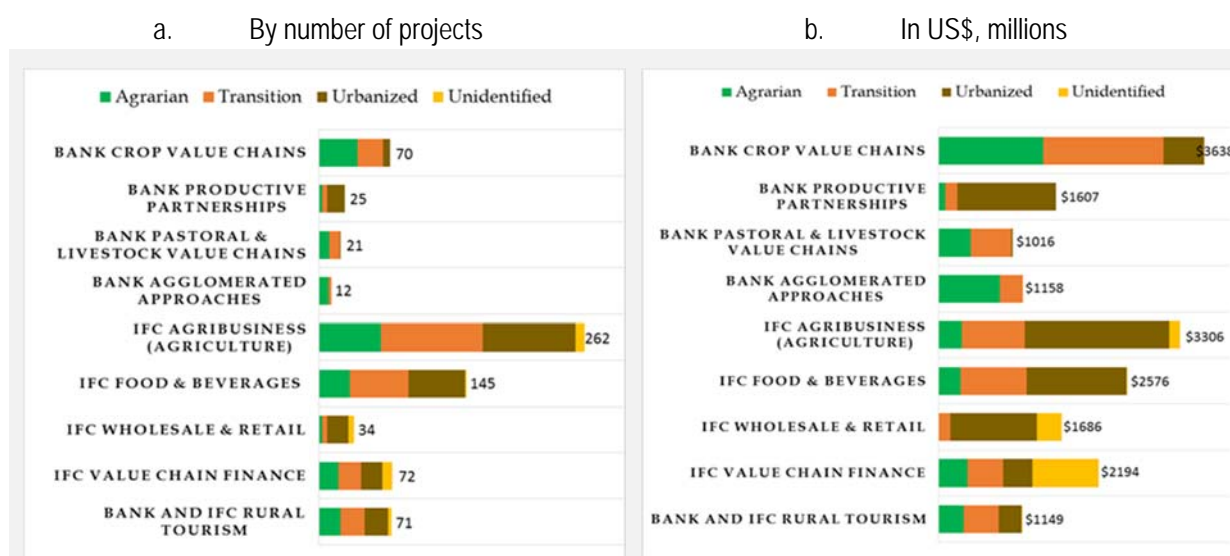
- ❖ Growth-oriented interventions in the RNFE portfolio mostly focused on crop, animal, and food value chains, but also value chain finance and tourism. Value chain projects have frequently achieved increased sales, revenues, and income, but reach to the rural poor is often not tracked. In these projects, there are likely spillover or secondary effects, but these require measurement.
- ❖ In agrarian economies, World Bank financed value chain interventions have emphasized the role of the producer but placed little emphasis on other value chain actors. As a result, there are recorded increases of productivity, but distributional impacts are unclear, and in the absence of a definition or metrics associated with value chain competitiveness, evidence is lacking that growth, income, and employment for the poor can be sustained after project end. In transitioning and urbanized economies, value chain projects targeted multiple value chain segments and achieved good results with regard to enterprise revenue, but projects lack poverty targeting or reporting.
- ❖ Where IFC's investments in food processing projects have been associated had strong links to rural areas and smaller urban centers, they have generally generated positive rural employment outcomes and demonstrated links to the RNFE.
- ❖ Despite IFC's stated objectives of reaching the poor through its agribusiness portfolio, in most cases there was little in the project design that identified, targeted or tracked benefits for the poor. In wholesale and retail investments linked to rural areas, IFC's clients seek to increase the availability of goods and drive down costs for (rural) consumers. However, none of the investments tracked consumer benefits (costs) and only a few included local sourcing.
- ❖ In spite of examples of where market power has adversely affected poor value chain participants, the risks imposed by market structure and its impact on the poor and related mitigants are rarely treated explicitly in project documentation.

This chapter addresses growth-oriented approaches to the RNFE, which have been dominated in recent years by efforts to create competitive and (sometimes) inclusive value chains. A value chain refers to a linked set of economic actors and activities ranging from primary producers to traders, processors, retailers, and consumers. Sustainable value chains must be competitive: they must be able to create and move a product from production to the consumer at a higher-quality and/or at a price that is equal to or better than what value chains in other countries produce. The challenge for development practitioners is to promote economic growth strategies that make entire industries and their associated value chains within the rural economy more competitive, while promoting inclusion, skills, and ensuring a broad distribution of benefits, including income, across all parts of the chain.

The World Bank Group has traditionally viewed chains as vehicles for competitiveness and growth, with benefits for employment generation. Value chains have been perceived as opportunities for developing economies to link to vast international distribution networks and consumer demand, through increased productivity and efficiency. Since the food crisis, crop and livestock value chains have received greater attention as ways to create dynamic linkages to the rural economy, with the potential to generate employment for farmers, rural workers, and entrepreneurs. As noted in chapter 1, World Bank Group postcrisis strategies embrace value chain approaches that put smallholder farmers and SMEs at the center of a strategy to reduce poverty.

Over the evaluation period, the World Bank financed 150 value chain projects worth \$6.3 billion in commitment terms. Included are 70 crop value chain projects (\$3.6 billion), 21 livestock and horticultural projects (\$1 billion), and 25 productive partnerships – a value chain model designed somewhat differently in the Latin American and the Caribbean region (\$1.6 billion), and 34 rural tourism value chain projects (\$821 million). Sixty of these projects were closed and evaluated. IFC financed 382 value chain-related investment projects, valued at \$10.7 billion in the Agriculture, Food and Beverage, Wholesale and Retail, Value Chain Finance, and Tourism sectors. Another 230 advisory projects were linked to value chain support, valued at \$273 million. Of these, 60 investments and 64 advisory services were mature and evaluated. World Bank financed value chain approaches in the RNFE have been designed in the context of all three worlds (see figure 3.1). IFC's largest investments in agribusiness were in firms operating in transition and urbanized economies reflecting linkages that these firms have with international markets. Advisory services are more frequently situated in agrarian economies.

Figure 3.1. World Bank Group Growth RNFE Portfolio Is Mostly in Transitioning and Urbanized Economies



World Bank Crop Value Chain Approaches

Although IEG's Implementation Completion and Results Report Reviews reveal that 82 percent of crop value chain projects achieved their project objective, these projects did not effectively define or measure their intended competitiveness aims across the value chains they were supporting. This impedes the ability to track the backward and forward linkages between the farm sector, the nonfarm sector, and impacts on poverty. An analysis of the project-targeting mechanisms of the crop value chain portfolio (59 projects) reveal that areas with high agriculture potential were selected, but for most projects, beneficiary selection criteria was weak or not evident. Each of the crop value chain projects, closed and evaluated, achieved a positive result along one part of the chain, but none of the projects demonstrated that the chain as a whole was working more efficiently and could therefore catalyze sustained growth, income, and employment after project financing in the RNFE.

In agrarian economies, especially in Africa, IEG's RNFE portfolio revealed that World Bank-financed value chain interventions have emphasized the role of the producer as the main means of reducing poverty in the rural economy. Less focus has been placed on poor downstream participants in the value chain. The rural poor engage with value chains at many points: as aggregators, threshers, millers, retailers, marketers, transporters, and mechanics. Value chain projects in agrarian economies (for example, Burundi, Madagascar, Malawi, Mali, Senegal, Mozambique, and Sierra Leone) mainly targeted farmers and their metrics were limited to production (yield

increases) and income. Rwanda was an exception (many actors were supported) but the project did not have poverty targeting or tracking (box 3.1).

This finding was triangulated through a series of agrarian country studies and project assessments in agrarian areas. In Mozambique, IEG's PPAR on the World Bank's support to the Zambezi Valley found that while agriculture productivity increased, the value chain approach did not tackle the underlying poverty drivers related to the composition and nature of the input and output marketing chains, which were highly unfavorable for actors upstream (World Bank 2016). IEG's RNFE Morocco case study found that where poverty is mainly rural, integrating the poor into more productive value chain activities has significant poverty-reducing potential. In Rwanda, the World Bank Group has supported an agricultural modernization strategy that has generated increased revenue by supporting rural nonfarm activities across many parts of the targeted value chains. But emerging

Box 3.1. Rwanda: A Rapidly Modernizing Agriculture Sector May Be Leading to Increased Inequality in the Farm and Nonfarm Economies

In Rwanda, cooperatives supported by the World Bank Group have increased their revenue by 50 percent, and the increased revenue was attributable to support along the value chain, including for such modernization techniques as drying, threshing, shelling, storage, packaging, and marketing. However, the effects on poverty are unclear because, as identified by RNFE country case study, the poverty-reducing effects of rapid agricultural modernization – and the distributional benefits associated with the growth of the nonfarm economy – are highly contextual and policy dependent. Agricultural modernization and increased production are less likely to result in reduced poverty where high inequality exists and may even lead to exacerbated poverty or marginalization of disadvantaged groups (Negin and others 2009; Thorbecke 2013). In Rwanda, the World Bank Group has supported the government's agricultural modernization program, which is rapidly transforming the sector away from subsistence. Although these efforts have been successful in raising yields, evidence suggests that only a relatively wealthy minority may be benefiting and that these policies may be exacerbating landlessness and inequality for the most poor.

Source: Adapted from Dawson, Martin, and Sikor 2015.

research suggests that greater attention is needed to the policy context in countries undergoing rapid structural transformation which may be in some cases exacerbating inequality for the landless and the very poor (box 3.1).

In marked contrast to agrarian contexts, in transitioning and urbanized economies, IEG's RNFE portfolio review revealed that value chain projects targeted multiple actors, from farmers to agroprocessors to rural enterprises. Nonetheless, results reporting was limited to a single actor, or results could not be distinguished by actor

(for example, where the term “beneficiaries” was used). Value chain projects in ECA (Armenia, Georgia, and Moldova) targeted multiple RNFE actors but reported on incomes only for enterprises or beneficiaries. The projects targeting agribusiness enterprises report increased sales and profits but lack evidence of increased efficiency (as opposed to, for example, global price fluctuations) and do not report on impacts along the value chain.

Value chain projects supporting food safety and quality were located in transitioning and urbanized economies, but evidence is lacking that food safety-related enhancements resulted in increased competitiveness. As documented in IEG’s ICRRs, food quality and safety regulations were put in place (for example, in Kazakhstan) or laboratories were built (for example, in Romania), but there is little evidence of outcomes and their causal link to more competitive food industries. In other cases, ambition was reduced (for example, Georgia) where the objective of “developing the productivity and profitability of the private agriculture sector” was changed to “improving agricultural production and access to markets.” On the other hand, Croatia met the EU *acquis* conditions, including compliance with sanitary and phytosanitary standards, and this is likely to have increased competitiveness.

PRODUCTIVE PARTNERSHIPS

Productive partnerships are a value chain approach in the Latin American and the Caribbean Region designed and implemented differently than other value chain projects. Launched in 2002, productive partnerships consist of agribusiness contracts between a producer organization and one or more commercial partners, such as companies from processing industries or wholesalers. By subsidizing producer organizations and its members with training and technical assistance, the government helps farmers meet the quality and quantity goals of these contracts. Implemented mainly in urbanized economies, productive partnerships seek to help producer groups overcome market barriers and gain stability through assured prices while individual buyers receive consistent supplies of goods of a particular quality. The World Bank provided \$1.6 billion for 25 projects (including additional financing) in 10 countries in Latin American and the Caribbean that include different types of contractual models. Like *Rural Livelihoods* in South Asia, it is the model of choice for the Agriculture GP in Latin American and the Caribbean with a steadily increasing level of commitments compared with the second most frequent model. By the end of the evaluation period, the model represented 75 percent of the RNFE Latin American and the Caribbean portfolio.

Evaluations of productive partnerships show positive results with regard to production and sales. Outcomes vary across value chains, with stronger results

achieved for existing or mature cooperatives and for coffee and cocoa. Evidence from evaluations (Collion 2012; FAO 2013; CIAT 2015) indicates that productive partnerships are making an important contribution to the welfare of small-scale producers and the growth of the RNFE more broadly through processing and marketing activities. Yet, revenue and sales data are only available at the group level, limiting the ability to analyze the relative benefits achieved by individual cooperative members with different income levels. Nor does available data elucidate distribution of revenues between producers, middlemen, aggregators, and processors. To date, analysis has not generated clear lessons about benefits to the poor of different modalities, commodities, and geographical and sociological characteristics.

The success of productive partnerships is also constrained by a lack of complementary support for the enabling environment, including infrastructure, land, and finance (see chapter 4). Interviews with World Bank staff point to the need for linkages with the formal financial sector or, as in Brazil, to better understand constraints producer groups face in borrowing for productive purposes. In Brazil, many cooperative members do not own land—it is a concession from the municipality—so lack of collateral is a constraining factor. The need for coordinated approaches to address multiple constraints was a finding of IEG's *Supporting Transformational Change for Poverty Reduction and Shared Prosperity* learning product and the *Industry Competitiveness and Jobs* evaluation (World Bank 2016a, 2016d).

Gender in crop value chains. Factors such as access to assets, gendered education differentials, and the nature and value of economic activities affect the way in which men and women participate and gain in value chains. In particular, the benefits of women's participation in value chains are determined by their control of productive resources and household-level decisions. Where women do not participate in spending decisions, for example, a more gender-specific approach that targets underlying gender issues is required (FAO 2010). In the World Bank, 72 percent of value chain projects approved after 2008 include sex-disaggregated indicators, compared with 38 percent between 2004 and 2008. The percent of projects that reported conducting gender-sensitive consultations and that conducted a gender diagnostic rose slightly, but half the portfolio lacked gender-sensitive value chain diagnostics. Of the closed projects, half tracked gender outcomes, but of these, none reported on economic benefits (four measured access to economic activities). Reporting was mainly limited to participation in training or decision making as part of committees.

PASTORAL LIVELIHOODS AND LIVESTOCK VALUE CHAINS

Over the evaluation period, most livestock value chain projects featured competitiveness aims: increased productivity, profitability, sustainability, and marketing. Half of these projects did not meet these aims as demonstrated by the 50 percent MS or higher rating of evaluated projects. Implemented in agrarian areas, including in several fragile and conflict-affected areas, they have been effective in reducing vulnerability, with a focus on small-scale herders. ICRRs for closed projects reveal that small-scale herders located in poor areas benefited from enhanced animal health, measured by increased survival rates, increased lactation, and access to water points, stock route improvements, and market rehabilitation. But associated welfare measures were applied only in two cases, and in these (Somalia and Yemen), gains were too small to contribute to sustainable poverty alleviation.

Enhanced competitiveness could have been fostered by addressing such binding constraints as land, productivity, and marketing, in addition to institutional and political issues. IEG's PPAR of the Pastoral Community Development Projects in Ethiopia, found that services provided reduced vulnerability and promoted critical savings, a more relevant approach would have included a focus on productive aspects, by targeting assistance to key points along the value chain, including veterinary services, water, herd and rangeland management, animal nutrition, market information, and advisory services adapted for mobility (World Bank 2016b). In the Kyrgyz Republic, attention was paid to legal, regulatory, and institutional issues required for the effective management of pasture land (World Bank 2015).

Gender in pastoral value chains. In developing countries, women's role in the livestock sector varies. Although a customary division of labor often exists, it also shifts due to economic conditions or labor availability (for example, migration). IEG's gender analysis revealed that the role of women was analyzed in 65 percent of livestock projects during design but that only half include sex-disaggregated indicators and only one-third indicate that they consulted women and men during design. Sex-disaggregated indicators in the livestock sector measured women's access to market services and their participation in training, but not the accrual of benefits in relation to men. Studies are needed to understand labor divisions, power dynamics and women's capacity to participate and negotiate in the market. Projects should assess differences in ownership and access rights for livestock, land.

IFC's Agriculture Value Chain Activities

IEG rated IFC's value chain investments as *mostly successful or higher* in 67 percent of cases in the agriculture sector, 60 percent of cases in food and beverages, and 60 percent of cases in retail and wholesale sectors. Although IFC's value chain approaches in the RNFE have been designed in the context of transitioning and urbanized areas, IEG's portfolio review found that in these areas, about half (47 percent) reach into rural or frontier areas. Examples include the expansion of a leading food company into Brazil's northeast, the expansion of discount food retail stores in rural Mexico, increased sourcing of produce from smallholders in Indonesia, and support for rural enterprise development in one of the poorest areas of China. IFC's RNFE reach into frontier and lagging areas has also been facilitated by its partnership with the Global Agricultural Food Security Program (box 3.2).

Box 3.2. Global Partnerships Have Helped Extend IFC's Value Chain Support to Frontier Areas

The Global Agriculture and Food Security Program (GAFSP) is a multidonor supported platform that arose out of the 2008 food crisis in response for the creation of an instrument to improve agricultural productivity, increase incomes, and ensure food and nutrition security in low-income countries. Hosted by the World Bank, and in partnership with the MDBs and Rome-based agencies, GAFSP has committed \$1.3 billion in financing. GAFSP's pillars of engagement are linked to the rural economy, by fostering a more sustainable, inclusive and productive farm economy. One of its pillars also includes a specific focus on improving rural nonfarm livelihoods. GAFSP has a public and private sector window, with the latter implemented by IFC. GAFSP has helped IFC take risks with an array of financing options that, when combined with the GAFSP grant, allow riskier investments in frontier, fragile, and conflict-affected areas. The GAFSP private sector portfolio displays characteristics that are distinct from the IFC RNFE portfolio: over three-quarters of the GAFSP private sector investments in the RNFE went to Sub-Saharan Africa, compared with 14 percent in the IFC RNFE portfolio and the average GAFSP-IFC related investment is \$11 million compared with \$28 million in the IFC RNFE without GAFSP. GAFSP has helped IFC extend its reach to smaller clients. Its use of GAFSP-financed advisory services has helped enable this, including through risk diagnostics for potential investments in Côte d'Ivoire, Mozambique, Myanmar, and Mali.

Source: World Bank 2016a.

An examination of upstream and downstream linkages in the IFC value chain investment portfolio reveals that IFC interacts along several points of the chain, and that this integrated approach has been increasing over time. In the *Food and Beverage* sector, this integrated support tends to have strong links to rural areas and smaller urban centers and has had generally positive rural employment outcomes along the value chains within the RNFE. This has included support for both farmers and SMEs (in distribution, retail and marketing) along the value chain. Examples of these types

of investments include the expansion of dairy supply chains in rural Colombia, the wine sector in Moldova, rice value chains in India, and bread distribution in rural Nigeria (including a focus on women-owned bakeries). An emerging lesson is that, when targeted well, IFC's investments in food and in agribusiness can exhibit important rural nonfarm benefits that have potential poverty reducing effects.

On the other hand, in its agriculture sector, IFC has worked with some international clients where its value addition has been weaker and benefits to generating rural income and employment are not clear. Many of the evaluated projects in this group were committed between 2006 and 2008, a period when private sector fund's flow to emerging markets was at its highest. IFC financing was often replaced by other commercial financial institutions with equivalent investments (although loans were usually of a shorter term), or IFC was prepaid shortly after the construction phase, and the risk profile changed.

IEG's review found that supporting corporations with substantial market power may disadvantage small producers in the value chain. In project board documents, systematic attention was not paid to identifying risks associated with market structure—the potential for the creation or increase of monopsony or monopoly power—or to its mitigants. Interviews with IFC staff indicate that this has been the case where there has been paucity of value chain players, so that, without intervention, “nothing will happen.” Yet the risk that margins for farmers or micro, small, and medium enterprises (MSMEs) get squeezed by more powerful actors is real and can have tangible consequences for the poor's income opportunities. For example, in rural Nicaragua, in the context of a spreading rust outbreak that threatened the livelihoods of smallholders, IFC's client (a major multinational coffee distributor) provided long-term finance, extension, access to rust-resistant hybrids and a ready buyer for rural coffee farmers. However, it also locked farmers into a package - once financed - that require them to accept the hybrid supplied and prices set by the company's suppliers for the duration of the agreement. From a longer-term poverty perspective, value might have been added by complementary measures to lower entry barriers for the fragmented smallholder sector by providing independent access to finance, business development training; and for some, linking capable farmers to higher-priced markets. (Other examples are referred to in box 3.4).

Gender in IFC value chain projects. IEG's gender analysis of the 57 closed and evaluated IFC investment value chain projects found that 22 percent tracked female employment, due to a Development Outcome Tracking System indicator introduced during the second half of the evaluation period (all projects that tracked female employment were approved after 2008). Even so, after 2008, only 40 percent of all

projects in the RNFE portfolio tracked female employment. Of these projects, 11 recorded an increase in female employment in proportion to an overall increase in the rate of employment, overachieving the set targets in each case. In a small number of projects, there was a decline in employment, including female employment.

Box 3.3. IFC Agri-Food Investments and Their Links to the Rural Nonfarm Economy

Positive examples of investments in local companies with strong up- and/or downstream linkages to the rural economy, although most production facilities were urban:

- An IFC investment in Russian fruit juice production was associated with 4,000 jobs, upstream employment, farmer income, and downstream benefits for distributors and retailers.
- An investment in an Indonesian food company associated with thousands of direct jobs, substantial upstream linkages, new demand for local farm inputs (shallots) from 7,000 local farmers, and downstream links to 400,000 retailers (many SME) selling the product.
- An investment in Ukrainian poultry generated thousands of direct and indirect jobs.
- An investment in Colombian dairy linked to 2,885 milk suppliers and downstream clients.

Less positive RNFE experiences involving large multinationals included:

- A Central American investment in a coffee trading company associated with negative job growth and financially disadvantageous contracts with over 25,000 farmers.
- An investment in a soft drink bottler in East Asia where its manual distribution centers did not work out and distribution chains were disrupted.
- An IFC investment in a South American multinational for vertically integrated production and processing of sugarcane and sugar beets which, while associated with large numbers of jobs, was cited by the Ministry of Labor for trapping cane-cutters in onerous conditions.

IFC'S FOOD DISTRIBUTION: WHOLESALE AND RETAIL

IFC's wholesale and retail investments are based on the logic that modern retailers invest in technologies and processes that enable them to achieve greater economies of scale, create employment, and drive down costs for consumers. They are designed to promote higher standards of quality for suppliers and invest in food safety and traceability. At the same time, IFC recognizes that the spread of modern supermarkets can lead to job losses at smaller shops. Yet the question of whether these anticipated benefits to workers and consumers in rural areas are realized is not answered through monitoring and evaluation. Of the 60 IFC Wholesale and Retail investments made during the evaluation period, 25 had backward linkages into the rural economy, of which 5 had been evaluated by IEG and included investments in

expanding supermarket chains and distribution to rural areas. None of these tracked local employment or consumer costs.

IFC'S VALUE CHAIN-RELATED ADVISORY SERVICE ACTIVITIES

IFC's RNFE advisory services were mainly linked to its Sustainable Business Advisory (SBA). These services aimed to help develop markets in emerging economies to promote sustainable business practices among owners and firms, including individuals and small firms in the agribusiness and services sector.¹ IFC declares its intention to use advisory services to achieve inclusion "to catalyze the development of markets that work for all members of society." IFC advisory assisted clients, often large firms, to improve the efficiency of their supply chains by creating business opportunities for local suppliers, including local sourcing platforms and community investment strategies. These activities included training, support for supply chain linkages, and corporate governance. The overarching aim was to lower barriers that prevent the broad deployment of good business practices to enable profitable commercial outcomes while enhancing their environmental or social value. In agribusiness, SBA aimed to improve food security by increasing agriculture productivity and promoting sustainable agribusiness practices, often pursued by working through "lead" or "anchor" firms in supply chains. In its support to SMEs, SBA tried to improve the enabling environment, build capacity, and increase the affordability of financial services for SMEs for growth and job creation. SBA also supported *Women in Business*, to strengthen women's role as leaders, entrepreneurs, and economic stakeholders.

In general, IEG's review of relevant advisory services found little in the project design to ensure poor value chain participants were identified or assisted. IEG found little attention to mechanisms that could leverage benefits for the poor. Without explicit attention to the ability of the poor to take advantage of strengthened supply chains, it is less likely that all members of society will benefit. IFC's mature and evaluated SBA advisory services mainly focused on IFC investment clients - on how to improve quality and consistency of its inputs - and on how to reduce supply chain risks. This approach typically did not include rural producers, who are often the starting point of value chains. In such cases, SBA services could not help rural producers capture market opportunities, obtain fairer deals, and produce higher-quality products as a means to improve rural incomes and employment.

Certification programs were quite common in the IFC SBA portfolio for RNFE, as well as support for standards and regulations. Yet this approach typically omitted rural producers, who are often the starting point of value chains. Thus, SBA could

not help rural producers capture market opportunities, obtain fairer deals, and produce higher-quality products as a means to improve rural incomes and employment.

Despite IFC's stated objectives of reaching the poor through its advisory services, there was little in the project design of the advisory programs to ensure that these groups were identified or helped. In almost all the cases, by design, IFC SBA intervened in the supply chain at a point close to the large company. For example, the design and focus of a cattle program in Brazil was to support 20 suppliers to an IFC investment client to meet the client's new cattle purchasing procedure. In a dairy project in Uruguay, the program aimed to improve milk quality and productivity, but there was no effort to determine if the small milk producers benefited. Although IFC tried to help its clients, often large firms, improve the efficiency of their supply chains by creating business opportunities for local suppliers, including local sourcing platforms and community investment strategies, IEG found little attention in projects to mechanisms that could leverage benefits for the poor.

VALUE CHAIN FINANCE

According to the World Bank, a lack of food drying and storage in the immediate postharvest period are the main drivers of food loss in developing countries. The global food crises exposed the severity and consequences of food loss for the poor. Studies suggest that one-third of food produced for human consumption is lost or wasted, amounting to about 1.3 billion tons per year (van Otterdijk and Meybeck 2011). IFC's Global Agri-Finance Advisory Program was designed to address this by increasing the availability of value chain finance, promoting risk-mitigation products, and building skills. The program involves collaboration across IFC's investment, advisory, and regional units in support of global food security. A key area pursued in is warehouse receipt financing, which aims to provide short-term finance to farmers and producers and offers an opportunity to reduce postharvest losses. A well-functioning warehouse receipt system can provide broad benefits, including permitting stored goods to be used as collateral; improving quality, control, and inspection of commodities; enhancing marketing; and by helping to establish commodity exchanges.

IFC clearly states its intention to use advisory services to achieve economic and social inclusion "to catalyze the development of markets that work for all members of society." IFC advisory assisted clients, often large firms, to improve the efficiency of their supply chains by creating business opportunities for local suppliers, including local sourcing platforms and community investment strategies. Yet IEG's

review of relevant advisory services found little in the project design to ensure poor value chain participants were identified or assisted. IEG found little attention to mechanisms that could leverage benefits for the poor. Without explicit attention to the ability of the poor to take advantage of strengthened supply chains, it is less likely that all members of society will benefit.

Thus IFC's Global Warehouse Finance Program (GWFP) is potentially highly relevant: market studies show that the availability of warehouse financing currently provides only between 0 and 7 percent of total financing needed in developing country markets. The GWFP was established to address that gap and build the capacity of local financial institutions to provide this type of financing. During the evaluation period, the program – which included 12 transactions valued at \$272 million in Tanzania, Senegal, Mali, Paraguay, Vietnam, the Arab Republic of Egypt, Indonesia, and a regional project in Middle East and North Africa – has provided domestic banks with liquidity or risk coverage, backed by warehouse receipts, that have then made available loans or guarantees to farmers, cooperative unions, aggregators, exporters, or traders to meet their short-term financing needs.²

However, the program's ability to help relatively less well-off farmers and value chain participants to enhance their productivity within the rural economy is unclear. Under the GWFP, it is not apparent to what extent IFC can influence client selection. The participating bank may also require cash up front, thereby restricting the amount of credit provided and the program reach. Reach indicators, such as the reach of the GWFP to farmers or SME-oriented clients reveal further limitations. The profile of the bank is the key determinant of additionality and the way reach is measured, rather than the profile of the applicants. If the transactions involve well-established clients that could have obtained credit from competing banks anyway, it is possible for the GWFP financing to never reach underserved markets. Use of an SME reach indicator is therefore not fully informative and needs be supplemented by indicators of the profile of the issuing banks and further information on clients. Recognizing that the GWFP is in its early stages, relies on a commercial approach (and is thus demand driven) and does not create trade transactions, IFC could increase its limited influence to increase the program's impact on the rural poor by indicating its preferred sectors or by refusing to finance some sectors or products.

Gender in IFC RNFE Advisory Services. Of the 63 evaluated advisory services, 40 percent had gender integration, mainly by including women in training activities. Between the first and second period of the evaluation, the incidence of gender integration doubled. However, most activities did not conduct a gender analysis, with exceptions in FCS contexts, such as in Aceh and PNG. It is worth noting that in

IFC, only the Agribusiness department projects actively monitored female employment starting in 2008.

Rural Tourism Value Chains

Rural tourism activities can occur across large and diversified value chains that have traditionally been labor intensive, and they have the potential to be widely inclusive of and environmentally sustainable. In developing countries, it can be an important driver of growth and poverty reduction, but this is dependent on whether tourism can generate employment, create linkages (between the farm and the nonfarm sector), and stimulate local economic development while minimizing adverse environmental and cultural impacts.

IEG's country case studies and portfolio review revealed that rural tourism has been relatively rare in the World Bank Group portfolio as a means to stimulate growth of the RNFE and more generally alleviate poverty. Several of the country case studies explored this topic and found that the sector can provide opportunities for rural poverty reduction by ensuring that a more equitable and profitable share of the benefits are enjoyed by those at the lower end of the value chain. Yet there has been a lack of country-level analysis and investment. The sector is a good example of the challenge of confronting inequities along the value chain and opportunities for promoting youth employment (box 3.5).

Of the few rural tourism projects approved during the evaluation period, outputs have been tracked, but few have reported employment or welfare effects. Projects reporting employment effects (World Bank) or SME access and value chain linkage support (IFC) were located in transitioning and urbanized economies. In the World Bank, IEG identified 34 out of 6,263 projects that financed rural tourism activities, of which 13 were closed and evaluated. Of these, pro-poor rural employment and welfare effects were achieved in high capacity countries such as South Africa, where hundreds of jobs were created on the Cape Peninsula, and in Kazakhstan, where thousands of jobs were created around the country's natural forest heritage. On the other hand, reporting on ecotourism investments in agrarian economies was limited to studies, training, and the development of tourism plans. In the few cases where productive activities were financed, no information is available on the profitability or sustainability of the rural enterprises (handicrafts, ecotourism, and so on). Cultural tourism projects were the least successful. Trade and Competitiveness is assuming a role in this area, in the regulatory environment, and in support for SMEs, but it is too soon to evaluate.

Box 3.4. Tapping Touristic Opportunities to Support Youth Employment in Morocco

In Morocco, opportunities for tapping entrepreneurial youth potential have been missed with the World Bank's decision to drop its tourism project, rather than refine it. This missed opportunity was cited by multiple ministries in interviews. A World Bank study shows the magnitude of exclusion facing Moroccan youth, where 51 percent of 15–29 year olds are out of school and work. With limited prospects of a formal job, youth, especially the less educated, are seeking opportunities for self-employment. Morocco's rich geography as well as its handicrafts provides ample opportunity to add value to the sector to alleviate poverty. Handicrafts need to be produced at scale and with consistent quality but marketing, packaging, and production is lacking. This is where the youth potential can be tapped because they have the technical fluency to help rural industries with e-commerce but not information about the activities that are ongoing in rural areas (that is, the argan sector).

In the identified RNFE portfolio, IFC financed 19 rural tourism investments, of which 5 were mature and evaluated. Of these, 4 out of 5 were rated unsuccessful due to poor financial performance, poor marketing, contractual delays, and challenges associated with environmental compliance, including in vulnerable habitats such as in the Seychelles.³ Of 142 Advisory Services projects supporting tourism, only 16 explicitly provided market entry or MSME supply linkage support to rural areas (an additional 36 provided support more broadly). Projects supporting SME market access reported generally successful achievements related to increased contracts signed, number of visitors, and revenues. However, employment was not tracked, even though some projects were designed to track this. Fewer projects sought to enhance supply linkages with SMEs in the rural economy, but services provided to Sri Lanka, for example, demonstrate the potential of forging more effective linkages between purveyors in rural areas and large hotel enterprises (anchor investments). In Sri Lanka, advisory services linked 100 SMEs to large hotels, creating jobs along the value chain that reached into the rural economy, including restaurants, guest houses, and diver operators. Ecotourism projects however did not generate similar benefits.

Agglomeration Approaches within the Trade and Competitiveness GP

The World Bank has committed \$1.2 billion to projects that promote agglomeration benefits across firms, mostly in Africa, most of which are ongoing and have not been fully evaluated. These projects support spatially oriented approaches, such as special economic zones, growth poles, and industrial clusters. IEG hosted a discussion with the Center for Global Development based on their review of 20 agglomeration projects. The review showed weak implementation performance and coordination challenges reminiscent of historic integrated rural development

challenges. The RNFE case studies reinforce these findings pointing to an overestimation of intellectual clarity, a need to reduce technical complexity and to make projects more flexible to economic circumstances. Agglomeration may ease coordination failures and induce a critical mass of investment, but this does not always occur as revealed by IEG's RNFE case study in Mozambique, with regard to the Nacala Corridor.

Synthesis Findings on the World Bank Group's Poverty- and Growth-Oriented Approaches in the RNFE

This and the preceding portfolio chapter have demonstrated that the approaches currently being used within the RNFE are both binary and siloized. Projects targeting the rural poor, implemented mainly in agrarian and transitioning areas, have had considerable success in such dimensions as social empowerment, income smoothing, and service delivery. However, although there are detectable employment and income gains for the rural poor, the changes were insufficient to sustainably lift large numbers of them out of poverty. Conversely, value chain approaches have achieved targeted increases in production, revenues, or sales, but reach to the rural poor is not evident (projects lack poverty targeting). Across all three worlds of structural transformation, value chain projects yielded technical results that translated into increased production and processing, but pro-poor and gender-sensitive value chain analysis was lacking at design, along with associated metrics for monitoring during implementation and evaluation. Such analysis should seek to understand labor market segmentation, power, and the terms of exchange along the chain to improve the terms and conditions of employment for poor men and women. In these projects, there are likely secondary effects within the rural economy, through labor smoothing and job creation, but these effects have not been measured at the project level or through targeted assessments.

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¹ The Sustainable Business Advisory had its roots in an earlier IFC initiative launched in April 2006. In 2006, IFC started a Sustainable Business Innovator Facility: a global, donor-funded program to pilot profitable businesses that had environmental and social benefits. In late FY2010, building on lessons from the pilot projects funded by the Innovator Facility, IFC consolidated its advisory business and created a new business line—the Sustainable Business Advisory—with about 250 staff operating out of most of IFC’s offices. The Sustainable Business Advisory business line operated within the context of several World Bank Group strategies and initiatives, including the World Bank’s Sustainable Development Network, the Finance and Private Sector Development Network, and the Poverty Reduction and Economic Management Network.

² Since the inception of the GWFP program in September 2010, GWFP has supported 19 transactions worth \$552 million as of November 28, 2016. The majority of these projects have been committed and disbursed after the 2004–14 evaluation period.

³ This report notes the poor performance of IFC hotel investments in rural areas, which were predominantly leisure hotels. IFC’s tourism focus is primarily on business hotels in major cities, in part due to the higher risk profile of greenfield resort hotels.

4. Country Strategy, Analytics, and Enablers

Highlights

- ❖ As identified in the country case studies, some country programs reviewed are not pursuing an integrated strategic approach to developing the rural nonfarm economy as a vehicle to reduce rural poverty. Rural services have been delivered as part of sector programs but not as part of a spatial development approach to the rural economy that integrates an understanding of rural demographics, skills, mobility, remittance flows etc. Noted exceptions from the RNFE country case studies are Bangladesh and quite recently, in Indonesia.
- ❖ Critical to guiding integrated country approaches to the RNFE is the application of consistent diagnostics. The World Bank has been a leader in researching and documenting the rural nonfarm sector and in analyzing its relationship to poverty. But there is a substantial gap on the diagnostic and analytic side that has been addressed occasionally but not systematically. Given limited internal resources, past and ongoing diagnostic initiatives have relied on partnerships with other donors and the mobilization of external financing.
- ❖ Addressing binding constraints is key to linking the rural poor to the RNFE. World Bank–financed rural transport projects have not measured their contribution to local economic gains, in spite of intentions to achieve this in a third of all cases. Enhanced rural connectivity is being achieved through synergies between transport and agriculture—but mainly in transitioning economies. Basic literacy and skills are critical enablers in the RNFE; however, dialogue is lacking between agriculture and education experts, and although value chain projects include skills components, evidence of their effectiveness is lacking. Several rural education service delivery innovations could be tested elsewhere and more strategically applied. Sustainable delivery of financial services to the rural poor faces persistent obstacles. The delivery of sustainable, low-cost services requires further research, piloting, and scaling up of innovative models to reach underserved clients. World Bank support has extended a certain level of financial services to the poorest rural segments, but subsidization raises questions about sustainability, crowding out, and politicization. IFC investments often reach countries that have high exclusion rates, but only a fraction cater to the lower end of the retail segment.

Country Strategies and Rural Dynamics

IEG conducted ten country cases studies distributed across the three worlds and supplemented this with a review of early Systematic Country Diagnostics. The country case studies included Bangladesh, Brazil, Ethiopia, Indonesia, Morocco, Mozambique, Nicaragua, Rwanda, Tajikistan, and Ukraine. Overall, country strategies focused more closely on improving access for rural communities to new capital and markets for their goods and services, such as new roads and electricity network, than on mechanisms geared toward understanding migration and mobility, including commuting, or the more efficient management of remittances to rural areas. Across all country categories, IEG’s field missions observed that rural

poverty was often framed as an “urban problem” in country strategies and the analytical work that underpinned them. Rural poverty reduction was often seen as a means to stem unsustainable rural-to-urban migration. For example, in Ukraine, “off-farm job creation and improved public services in rural areas are needed to prevent increased rural poverty and large-scale urban migration, together with their associated social problems” (OECD and World Bank 2004, xviii). In Ukraine, off-farm job creation and improved public services in rural area are needed to prevent increased rural poverty and large-scale urban migration, together with their associated social problems (World Bank 2003). In Mozambique, the government is mindful of the high and growing risks associated with urban unemployment and poverty, driven by rural migration and high population growth, and the potential for social unrest (World Bank 2012b).

As such, rural services were generally delivered in situ. There were few instances where country planning, including in country assistance strategies, country partnership strategies, and more recently the Systematic Country Diagnostics had performed a thorough diagnostic of migration (including seasonal) or other population movement patterns (for example, commuting) to better understand where and when assistance can best be delivered to serve the needs of the poor. This finding also applies to pastoral areas, where in situ rather than mobile services have been delivered.

The same is true for remittances - for countries whose rural poor are highly dependent on them - and whose populations face a high risk of food insecurity due to shocks or currency devaluation. In Tajikistan, remittances have accounted for up to half of GDP and a quarter of rural poverty reduction. Until recently, most strategy and project documents in Tajikistan retained a primary focus on farming but the latest CAS includes an explicit discussion on the currency devaluation in the Russian Federation and its impact on rural poverty.

The country strategies reviewed have only recently begun to refer to secondary city development to promote greater rural-urban connectivity, and this has not yet translated to investments in the field. By creating proximity to urban centers, secondary cities have the potential to foster the “high-end” RNFE and accelerate poverty reduction. Most of the countries covered in this evaluation maintain highly centralized functional and fiscal assignments and political decision making, with limited discretion granted to lower-level organs of government in service delivery. The country studies suggest that the exploration of secondary city development, initially through Analytical and Advisory Assistance, and then through lending is something worth considering in the fight against rural poverty.

In Morocco, there are two significant opportunities for households to move out of poverty: through remittances from family living abroad and by proximity to communities with relatively larger proportions of non-poor households. Out of a population 33.5 million, 4 million live abroad, and remittances account for roughly 6.5 percent of Morocco's total gross domestic product (de Haas 2014). Morocco's cities are the engine of the country's growth and are consequently attractive for rural residents seeking access to capital and markets. Neither the country partnership strategy for 2010–13 nor the one 2014–17 make substantive mention of the development challenges Morocco faces with regard to rural-to-urban migration and rapid urban growth and resettlement (World Bank 2014). Interviews with Moroccan government counterparts confirm that this is a development challenge and that there is a need for better data to consider population change over time when planning major infrastructure development projects such as roadways and water pipelines. At the same time, both country partnership strategies reference the importance of labor mobility in enhancing growth and improving job quality, with a need to focus on progressively increasing formal sector employment that can allow for greater introduction of income protection mechanisms. With these social systems better in place, the country partnership strategy for 2010–13 in particular notes that Morocco is liable to have a more mobile labor force and “workers that are more likely to engage in higher risks higher return activities” (World Bank 2009b, 10).

Better analytics could facilitate a more nuanced understanding of the binding constraints at the country level that limit the rural poor from participating in and benefiting from the RNFE based on consistent, timely, and systematic data. Yet consistent measurement and analytic frameworks have been largely missing from the RNFE space. The work has taken place sporadically. Where it occurred, such as in Latin American and the Caribbean in the mid-90s or more recently in South Asia, it has influenced the way that practitioners have framed rural policy questions. For example, data collected with World Bank support across 12 Latin American and the Caribbean countries, presented in *World Development Report 2001*, showed that the structure of the rural labor force had shifted, with some 50 percent of rural income in these countries being derived from RNFE activities. The work cautioned that “betting solely and predominantly on agriculture means condemning rural inhabitants to conditions of endemic poverty, marginalization, and stagnation” (World Bank 2001). As such, policy makers were encouraged to remove agricultural biases that characterized rural development programs.

The World Bank has been a leader in helping document the characteristics and nature of the rural nonfarm sector and in analyzing its relationship to poverty reduction. In the late 1990s, the World Bank Development Economics Group (DEC)

began challenging the traditional view that the nonfarm was primarily a low-productivity sector that produced low-quality goods, and that rural nonfarm activities would decline as a country develops. It began to document the size and heterogeneity of the sector, and it pointed to evidence that in many emerging economies, the RNFE was expanding rather than declining (Lanjouw 2001). But the research also showed that the mechanisms through which nonfarm activities can influence poverty and inequality are varied and complex. Although the effects of nonfarm activities can be pro-poor, and significantly so, the benefits may be felt more indirectly via linkages between the nonfarm and the farm sector.

The rural investment climate assessments were born in the World Bank in the mid-2000s as a response to the urban bias of investment climate assessments (ICAs), a survey-based World Bank Group tool aimed at understanding constraints to private enterprises. The ICAs were based on enterprise surveys typically conducted in major cities, shedding virtually no light on the rural economy. The rural ICAs (RICAs) were launched by Agricultural and Rural Development in recognition of two facts: (i) nonfarm income, often derived from households or MSMEs, constituted a growing share of rural income and a pathway out of poverty, yet little was known about the nature or conditions of the activities; and (ii) rural enterprises faced a different set of conditions than urban enterprises, due to seasonality, lack of infrastructure, and remoteness. IEG examined the RICAs, considered the findings, and reviewed the related country assistance strategies to determine policy uptake.

RICAs have provided a number of unique insights and have stood alone in providing a picture of the constraints to rural enterprise development. Once identified, these constraints have the potential to be key entry points for policy. In Tajikistan, RICA data was a public resource used by the World Bank in its strategy and projects, by other donors (with no comparable instrument), and by the government, where findings were accepted given its strong methods. In Nicaragua, the RICA was the basis for identifying constraints to rural entrepreneurs and was judged by the CMU to be “important and effective.” RICAs also provided cross-cutting lessons on developing the RNFE, as highlighted in *The Rural Investment Climate: It Differs and It Matters* (World Bank 2006) and *The Rural Development Investment Climate: Analysis and Findings* (World Bank 2008) and provided the basis of subsequent research on such issues as gender as well.¹

Challenges to RICA implementation. Launched as pilots and funded by trust funds, RICAs faced implementation challenges due to their complexity, the number of instruments used, delays, costs, inconsistencies in design, and limited demand given these challenges. Although ICAs had constraints, RICAs required more planning because of the logistical needs of rural surveys and the application of

multiple tools (community, household, enterprise, and price surveys). They were longer in duration and required specific survey skills. In some cases, they exhibited flaws in implementation since their complexity was underestimated. Regional staff and country teams resisted standardization of the diagnostics, preferring surveys tailored to their own priorities. Although a second round of RICAs was more standardized, a funding shortage prevented replication, so the data generated was one-off. Where urban enterprise surveys were able to overcome resistance to standardization through a central funding mechanism and support from a World Bank Vice Presidency, the RICA team lacked this leverage. Not only did the Agriculture and Rural Development sector board show limited appetite after the pilots, but the Finance and Private Sector Department, which hosted the ICA, never embraced it, nor did DEC, the current home of enterprise surveys. The program lost steam, and only a trickle of RICAs followed.

At the same time as RICA, a World Bank–hosted research partnership, *RuralStruc*,² which focused on the structural dimensions of liberalization, helped to debunk myths about the poverty-reducing impacts of structural transformation in a globalized world. The research had the potential to widely inform the way the World Bank Group engages in the RNFE to reduce poverty through field-based surveys and data gathering, but it was underused. It found that nonfarm diversification mirrors economic transition, with low returns in the early stages and higher returns later on. By deploying teams of local experts and researchers across several countries and regions, the effort revealed that nonfarm activity was a common response to high levels of risk in agricultural activities, engaged in by 75 percent of households and that the sector is often characterized by high levels of self-employment, petty services, with few formal wage-earning opportunities. Nonagricultural wage employment was a limited option, mostly found in areas with resource endowments, infrastructure, and services. Self-employment was the main option for the poor, divided into “positive diversification” – a full-time activity with a significant contribution to household income – and “neutral diversification” – minor activities used as a coping strategy. It found that proximity to areas with high population density was insufficient to stimulate growth. Instead, what counted was the combination of infrastructure, goods, and services needed to foster rural-urban linkages. However, it was a one-off study, neither replicated nor expanded. IEG found no evidence of uptake in *RuralStruc* countries.

The Living Standards Measurement Study-Integrated Surveys on Agriculture (LSMS-ISA), funded by the Gates Foundation and led by DEC, has improved the understanding of rural development in six pilot countries in Africa, particularly of agriculture and the linkages between farm and nonfarm activities. The undertaking is highly responsive to country needs and was identified in many of the Systematic

Country Diagnostics reviewed by this evaluation for subnational statistics or data obtained from different geographical or agro-ecological zones. The LSMS-ISA responds to the need to understand mobility and spatial dimensions of development within the rural-to-urban continuum. Its relevance is also underpinned by its focus on building capacity – in local line ministries and statistical offices – to generate data on the agricultural economy on a recurrent basis. In reference to the work, a director of DEC stated that “high-quality household data are crucial to improving our understanding of poverty and the role of agriculture in the livelihoods of the rural poor. But agriculture does not exist in a vacuum, which is why these surveys cut across sectors and will provide a holistic picture of rural incomes” (World Bank 2009a). But like others, this pilot, while more systematic and rigorous than the RICA, is an expensive undertaking, is reliant on trust funds, and includes only a very small subset of the World Bank’s client countries.

The LSMS-ISA is yielding considerable insights on the RNFE at country level. Using the data, McCullough (2015) constructed net profits of nonfarm enterprises and calculated productivity and employment. The work finds important links between the farm and nonfarm: the relative productivity of farm and nonfarm labor is different depending on the country, and in some countries, farm work is as productive as nonfarm work. A low level of human capital constrains productivity in all activities.

Most RNFE jobs in industry involve agricultural processing and hence are linked to farm productivity. In rural areas, manufacturing gains from agriculture productivity growth and rural manufacturers benefit from demand from rising farm incomes. Nagler and Naudé have conducted analysis of LSMS-ISA findings, yielding more insights into the “push” and “pull” factors identified by DEC and by RuralStruc (Nagler and Naudé 2014).³ These factors motivate participation, constraints, characteristics, and performance of rural enterprises.

A new instrument, that is too early to evaluate, has emerged to examine the enabling environment for inclusive agricultural value chains in client countries. *Enabling the Business of Agriculture* includes indicators such as inputs, machinery,⁴ finance, transport, markets, information and communications technology, land, water, and livestock (World Bank 2016). It sets out to identify regulations that negatively affect agriculture and agribusiness to promote more inclusive growth of agribusiness.

The Rural Nonfarm Enabling Environment

Rural analytics, the literature, and IEG's RNFE country case studies show that enabling conditions for rural enterprise activity are critical to the poor's ability to participate in and benefit from the RNFE. The poor can be differentially constrained by a lack of connectivity (infrastructure), resource endowments (land), finance, public goods and services (electricity, power, and water), and low levels of human capital and social capital (identity-based exclusion, including gender). Although the relative weights of these constraints differs by country and area, the literature suggests that these factors constrain the rural poor from exiting poverty. As established in the approach paper, this evaluation covers four main themes (rural roads, rural skills, rural finance and gender). It also reports the rural related findings of IEG's Access to Electricity Evaluation (2015) but notes that work on water and sanitation (including rural water) and essential health services (including in rural areas) are ongoing evaluations.

RURAL TRANSPORT INFRASTRUCTURE AND THE RNFE

Enhancing rural accessibility is a major challenge in developing countries. About 900 million rural inhabitants are located more than 2 km from an all-season road.⁵ It is widely recognized that improved rural roads increase access to services, markets, and jobs, and therefore contribute to improved living standards (Roberts, Shyam, and Rastogi 2006).

Several rigorous studies have shown that investments in rural transport infrastructure significantly improve the likelihood of the rural poor accessing nonfarm employment. In Peru, rural road building had positive effects on income and income diversification, which were gained from increased access to nonagricultural wages (Escobal and Ponce 2008). An International Food Policy Research Institute study on rural roads in China, India, Thailand, Uganda, and Vietnam reports employment effects, in the form of employment programs that were more accessible to the poor, prior to building roads. In India, national highway development produced a threefold increase in the share of income from nonagriculture activities for rural inhabitants, a twofold increase in the per capita trip rate for education, and a 50 percent increase in school enrollment (Fan 2009).

Yet evaluative evidence on socioeconomic impacts of rural transport infrastructure is limited. Short-term effects are relatively clear: transport costs and travel time can be reduced by improved road conditions (Khandker, Bakht, and Koolwal 2009; Khandker and Koolwal 2011; Jacoby 2000). Yet, longer-term impacts, such as increased profitability of firms (or increased employment in the agricultural and non-agricultural sectors take time to materialize (Chandra and Thompson 2000;

Lokshin and Yemtsov 2005). They also depend on other conditions, such as the level of motorization (Escobal and Ponce 2008). Hence, although traditional economic rate of return analysis has been used to justify and report on infrastructure investments, only a handful of rigorous studies have been conducted to measure the socioeconomic impact of rural road improvements on living standards.

IEG's portfolio review reinforces the finding that most World Bank-financed rural transport projects do not measure economic outcomes, and few use adequate proxies, despite the fact one-third were intended to increase economic opportunities for the poor. Between 2004 and 2014, the World Bank approved financing for 232 rural transport infrastructure projects valued at \$18.6 billion and implemented in 74 countries. These were mainly implemented under the Transport GP, but also include \$1 billion of commitments under the Agriculture GP. Of the closed projects ($n = 99$), most reported outputs (number or kilometers of roads built or rehabilitated). Only half of all closed projects reported on road quality, and of these, only four describe the metrics used to assess this (for example, international road roughness index). One-quarter of the portfolio measured "access," but only five projects indicate the standard used to assess this (that is, the Corporate Performance Indicator that defines access as 2 km away from an all-weather road). Of those that reported on access, most did not indicate what the increased access would yield in social or economic terms. The same applies for projects reporting time savings.

Financing for rural transport infrastructure was highly concentrated in a few countries, mainly in transitioning economies, with the exception of Ethiopia. About a dozen countries received most of the funding with five countries (India, China, Ethiopia, Brazil, and Argentina) receiving half of the total. Although this is in line with total relative borrowing for countries like India and China, Ethiopia's investment is noteworthy, representing 25 percent of its total International Development Association commitments over the evaluation period. Ethiopia has one of the lowest road densities in Africa. The lack of RNFE growth is associated with a lack of demand for services, partly attributable to low population density. As such, Ethiopia has borrowed \$1.2 billion to double its road network for its federal trunk, link, and regional roads of high economic importance. As reported in the project's Implementation Completion and Results Report Review, the investments have increased employment in rural road works and provided more affordable means of transport and services. However, IEG's case study points to poor maintenance, unclear ownership, and lack of year-round access.

Agricultural finance has been tapped in transitioning countries to increase rural-to-urban and market connectivity. A total of \$1 billion of agricultural lending was used for road rehabilitation in 39 countries, with six receiving 50 percent of the total finance (India, China, Democratic Republic of Congo, Brazil, Nigeria, and Malawi). India and China provide good examples of strategic blending of their transport and agricultural portfolios. In India, transport lending was used to improve trade-related infrastructure, whereas agriculture finance supported local road and bridge building, thereby facilitating market access for villages and promoting local economic development. An impact evaluation shows that the agricultural investments in roads have improved connectivity and market access, which in turn has helped to generate a surplus of higher value crops and associated income gains. Similarly, in China, transport lending has traditionally been large in size, focused on highways, and implemented at the provincial level. Recently, agricultural lending has been used to increase connectivity between provinces, counties, and villages. ICRRs reported that these investments have stimulated local development, improved access to markets, reduced travel time, and increased production due to improved access to buyers and information.

Some agrarian countries with small International Development Association envelopes have relied solely on the agriculture sector to support rural transport infrastructure. In some cases, like Tajikistan, these countries receive most of their transport financing from other donors. However, in Malawi and Guatemala, smallholder producers suffer from weak input markets, low productivity, and lack of market linkages. As such, agricultural finance has been used to unblock connectivity constraints to increase competitiveness in agriculture areas. And in the Democratic Republic of Congo, where water transport is the only means of moving goods across two-thirds of the country, agricultural finance has provided critical connectivity between farms in Équateur, consumers in Kinshasa, and the port. Agricultural lending for rural road rehabilitation has also helped restore connectivity after natural disasters (for example, in Tajikistan, where agricultural finance was used to rehabilitate rural access roads destroyed by mudslides).

Agriculture projects that use a community-based approach also include the upgrading of rural transport infrastructure, but none of the projects that referenced intended economic impacts measured this. In total, these included the construction or rehabilitation of 6,842 roads, 4,584 culverts, and 162 bridges; however, data on road quality, location, or links to economic outcomes are lacking (for example, access to markets, employment).

The case studies also highlight instances in which rural connectivity was neglected. A large World Bank program for road rehabilitation in Nicaragua increased trade

along the Pacific Highway, but the corridors between Managua and the regional capitals, where most of the poor live (including indigenous communities) are unmaintained. Although connectivity between Managua and the regional capitals may be less of an imperative than local economic development around them, these roads need to be paved and maintained.

RNFE SKILLS, TRAINING, AND INNOVATIONS IN RURAL EDUCATION

Evidence suggests that even relatively small gains in educational outcomes may yield considerably improved employment prospects in the nonfarm sector (Lanjouw and Lanjouw 2001; Lanjouw and Shariff 2004; de Janvry, Sadoulet, and Zhu 2005; Rahut and others 2015). Rural youth lack foundational skills necessary to compete for nonfarm employment. Most poor rural youth depend on smallholder farming and nonfarm work. New developments in agricultural production and marketing mean that rural job opportunities will be scarcer and will demand higher skills. As such, the RNFE is becoming an important source of jobs for rural youth who need skills upgrading. Many rural youths need to improve their literacy and numeracy as a first step to benefit from RNFE skills programs (World Bank 2012a).

Skills development in the agriculture RNFE portfolio. Interviews revealed a need to strengthen the nexus between education, skills development, agribusiness and associated value chain activities as a tool to support the integration of the rural poor into the RNFE. Interviews pointed to a need to strengthen links especially at the country level, where dialogue is lacking between education, agriculture, and rural ministries.

In the World Bank, the RNFE portfolio linked to the agriculture sector revealed that financing for dedicated skills development along the value chains was available in one out of every three projects. In the closed and evaluated projects, the results of these activities were not measured. In transitioning and urbanized economies (Armenia, Azerbaijan, Kazakhstan, Kyrgyz, and Georgia), value chain projects provided training to financial institutions to strengthen and diversify their rural lending product portfolios. However, there is no information on uptake of the financial products in the Implementation Completion and Results Reports.

The rural livelihood portfolio was an exception, featuring a high frequency of projects in which training is coupled with job placement and rural income poverty is addressed through skills and youth employment components. Projects focus on demand-side interventions, providing poor youth with market-relevant training and linking them to job placement opportunities. An *Employment Generation and Marketing Mission*, set up by the Rural Development Department of the former state of Andhra Pradesh, grew out of pilots tested through the Andhra Pradesh Rural

Poverty Reduction Project, evaluated by IEG. The ongoing Tamil Nadu *Empowerment and Poverty Reduction Project* is the largest skills training program in India, with 250,000 youth trained and over 80 percent placed. Based on these, skills training is being integrated into other livelihoods projects elsewhere.

In IFC, most of the advisory service projects (53 of 63 evaluated) included training activities. However, none measured their effectiveness. Training activities ranged from enterprise to accommodation management, to food safety skills, to business and even basic language training. Half of these projects were rated mostly successful or higher, and, regardless of their relative success, most projects only report the number of training events and the number of persons trained, by gender. A few projects used satisfaction surveys.

Innovation in rural education service delivery in the education portfolio. Using the metasector and theme codes, IEG observed that 11 percent of the 390 education sector projects approved between 2004 and 2014 included an explicit focus on delivering education to rural areas. The projects served 29 countries through nationwide or sectoral support programs and support to rural areas. Of these, only 8 had a set of activities that specifically addressed constraints to education service delivery in rural areas.

Although further work is needed to assess the effectiveness of the rural education services delivered in the context of the RNFE, several innovations introduced by the Education GP help the poor access basic rural education. These include innovative cost-reducing features like the use of new school building technology – for example, a light-gauge steel framework in Bhutan lowered the cost of transporting building materials in mountainous areas. In China, a series of rural education reform pilots used natural light to reduce heating costs, and morning snacks, hot meals, deworming medication, and micronutrients have been provided to motivate school attendance. Other efforts have been less successful, such as book rental schemes, which increased access to educational materials but were challenged by the use of lower-quality paper that increased wear and tear. School-based management was often implemented in rural education projects. In rural areas, projects have found that the lack of parent involvement in school activities is associated with poor delivery and quality of education services (budgeting, planning, and learning). This activity sought to improve the relationship between schools and communities and aimed to give communities increased decision-making powers over the local school. Another type of innovation was clustering, or “cluster schools,” which provide a network for teachers, and multigrade classrooms.

ACCESS TO ELECTRICITY

An estimated 1.2 billion people – 16 percent of the global population – do not have access to electricity (WEO, 2016) and another 1 billion suffer from inadequate or unreliable service. More than 95 percent of those without electricity are in Sub-Saharan Africa and South Asia, and they are predominantly in rural areas. IEG's evaluation *World Bank Group Support to Electricity Access, FY2000-2014*, found that there are significant gaps in coverage to low-income countries, and that support for off-grid electrification was low and sporadic (World Bank 2015b). However, several good practices are highlighted where the World Bank helped to provide electricity, at scale, nationwide, in Vietnam, Lao People's Democratic Republic, Indonesia, Bangladesh, Rwanda, and Kenya. These experiences share common features: adoption of a universal, least-cost roll-out plan using coordinated grid and off-grid delivery systems; attention toward sector financial sustainability including the commercial viability of service delivery providers; effective poverty targeting schemes; and government commitment. Although not yet independently evaluated, the World Bank Group's Lighting Africa Program has supported delivery of last mile electricity services by analyzing existing and potential distribution channels and making available needed finance, including through financing facilities. IEG's rural nonfarm case study of Bangladesh highlights lessons from the World Bank's support there that extended access to electricity through off-grid Solar Home Systems, supplemented by progress on extending the electricity grid. An impact evaluation found that yearly per capita expenditure and yearly total income increased, with a particularly strong impact on yearly nonfarm income. However, the benefits of grid electrification were not equally distributed (Khandker, Barnes, and Samad 2012).

RURAL FINANCIAL INCLUSION

IEG's evaluation *Financial Inclusion: A Foothold on the Ladder toward Prosperity* found that financial inclusion faces persistent obstacles in reaching the rural poor (World Bank 2015b).⁶ Financial inclusion has the potential to benefit the rural poor through an array of channels, ranging from payments to savings to insurance. Credit and savings services can help smooth consumption in the face of variable income flows. Insurance can protect against illnesses or job loss. Savings and credit may also help the poor make investments to improve their housing or launch or expand a micro- or small enterprise (Banerjee and Duflo 2007; Collins and others 2009; CFI 2009). Informal services, though convenient, can be unreliable, risky, and costly (Collins and others 2009; Roodman 2012).

Reliance on brick-and-mortar branching of traditional financial institutions has often not proven economical in rural areas. High transaction costs apply to the supply and demand side, where it is costly and time consuming for the poor to access financial services. There are additional risks at the lower end of the market, including customers' lack of formal credit history, formal identification, financial literacy, and income volatility. The rural poor often depend heavily on informal schemes ranging from moneylenders to cooperatives and rotating savings, but these carry costs and risks because they operate outside the ambit of prudential and consumer protection regulation (Collins and others 2009; Roodman 2010). Among promising innovations are delivery models such as mobile, correspondent banking, agent-based, and branchless banking. IEG's financial inclusion evaluation concluded that, to deliver sustainable, low-cost services, the World Bank Group and its partners need to research, pilot, and scale innovative business models to reach underserved rural clients (World Bank 2015). One example is a new (in 2016) initiative involving the World Bank, CGAP (the Consultative Group to Assist the Poor), IFC, and UK-AID, called Harnessing Innovation for Financial Inclusion, which is intended to scale up branchless banking and modernize government and retail payments, including remittances, to provide access to a broad range of financial services to those people who do not have any or adequate access. Although its focus is not explicitly rural, by aiming at the unbanked, it will disproportionately benefit the rural poor.

IEG's financial inclusion evaluation found that IFC investments often reach countries that have high exclusion rates, but only a fraction of its support caters to the very small retail segment of the microcredit market (World Bank 2015a). IFC typically supports fully licensed banks, but also nonbank microfinance institutions, which are highly relevant for the inclusion of the rural poor. In the countries where IFC operates, microloans represent about 5 to 10 percent of the loan portfolios of those banks that IFC supports with investments where microenterprises or poor households are a declared beneficiary. The majority of IFC-supported banks (90 percent) have mixed portfolios; the rest are up to 10 times larger and go to clients taking out significantly larger loans. This is not necessarily a bad thing as – at least SMEs are likely to benefit from such loans – and eventually microenterprises may benefit from the strengthening and deepening of the smaller end of the commercial finance market. But it argues for better segmentation and targeting of the microsegment. Within the microloan segment, IFC-supported banks issue loans slightly larger than their peers, indicating that they do not necessarily cater to the lowest end of the microcredit market. IEG's evaluation found that monitoring and transparently reporting the extent to which IFC's loans reach the poor and microenterprises is important going forward.

In the World Bank, support for rural financial access has taken the form of smaller elements in larger projects, a many of which are only partially focused on rural access to finance, and a number include sectors other than the financial sector. The majority fell under the former *Finance and Private Sector Board*, but many also fell under the former *Agriculture and Rural Development*. Vehicles for direct support to rural finance institutions, or smaller microfinance or informal financial institutions, are limited, and apex arrangements have been the typical approach – with mixed success. In the case of Ghana, IEG’s PPAR of the *Rural Financial Services Project* found that the World Bank was able to help establish regulatory guidelines for rural banks through support to an apex bank, but it had only partial success in establishing delegated supervision by the central bank to the apex bank. In Bangladesh, the *Second Poverty Alleviation Microfinance project* targeted both rural microfinance and urban microentrepreneurs through an apex funding and capacity building institution. According to IEG, the objective of achieving market-based funding was not achieved through the project, and the apex institution remained subsidized.

Box 4.1. A Patient and Multifaceted Approach to Expanding Rural Finance in Tajikistan

IEG’s RNFE Tajikistan case study showed a patient and multifaceted approach to expanding rural financial services. In Tajikistan, IFC worked with the World Bank and other donors in promoting rural finance. IFC supported the transformation and strengthening of microfinance enterprises through advisory and, sometimes, subsequent investments. It used advisory services to improve the country’s financial infrastructure and regulatory environment related to credit bureaus. It also supported the development of leasing finance through its *Agri-Finance and Regulatory Reform* project, which helped to improve the legislative framework for leasing. Some of its advisory work was delivered regionally to central Asia, including a financial literacy initiative and piloting of an innovative technology for microlending. It also worked with the World Bank and donors to promote higher-level policy and institutional reforms. The World Bank delivered substantial financial sector Analytical and Advisory Assistance. In spite of many setbacks, until Tajikistan’s recent economic crisis, access to rural finance for farm and nonfarm rural uses was growing rapidly.

A key question raised in IEG’s examination of rural finance schemes, and more broadly about subsidized microfinance, is that of sustainability and the need for a consistent approach to subsidies. An IEG working paper based on multiple PPARs concluded that “when subsidies are political and entrenched they are hard to displace and it is insufficient for a project team alone to conduct dialogue on this theme; it requires higher-level policy dialogue support between senior World Bank staff and senior country officials” (World Bank 2015c).

The RNFE portfolio review found that access to rural finance — as a core project component — was concentrated in the Europe and Central Asia agriculture portfolio, where credit was directed toward farm and nonfarm enterprises. Evaluated projects in Europe and Central Asia sought to improve rural enterprise access to finance, markets, and know-how. In Moldova, where access to capital was a critical constraint, the World Bank helped extend access to formal finance to rural areas and restructure savings and credit associations to provide greater access to finance while providing oversight of the industry to ensure prudent management and sustainable growth. The Implementation Completion and Results Report Review found that a combination of advisory and financial services were effective in stimulating private sector-based growth. In Armenia, the World Bank provided support through a facility for small rural business including for rural financial services such as credit for working capital requirements, long-term credit for investment purposes, and leasing programs for processing equipment. In Kyrgyz, key constraints to agri-food enterprises' access to capital were addressed through the formal banking sector using new risk-mitigation tools.

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CHAPTER 4

COUNTRY STRATEGY ANALYTICS AND ENABLERS

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¹ The *Rural Investment Climate: Analysis and Findings* shows the richness and potential of RICAs through a deep analysis of results from Nicaragua, Tanzania, and Sri Lanka. It sheds new light on how household characteristics shape decisions to set up an enterprise, responses of entrepreneurs to constraints, and differences among communities. At the household level, RNFE activity through self-employment is often simultaneous to wage employment and farm labor, fitting within a broader livelihood strategy of managing risks. Most enterprises are small, with over two-thirds employing household members. Higher community income is associated with higher density and larger enterprise size. Enterprises mostly sell locally; those that sell outside have higher productivity. Enterprise age and entrepreneurship are positively correlated with productivity. Key constraints are costs, availability, and procedures of finance; electricity and water access; cost and reliability; and road quality and access. Regulations are of low concern and credit does not have a strong effect on productivity. Social factors have a strong influence on choice and behavior. The data also allowed for an examination of gender differences in the RNFE, including the findings that non-farm entrepreneurship was found to be especially important for female heads of household and more compatible with women's domestic responsibilities than wage or agricultural employment.

² See the the RuralStruc Program on the "Structural Dimensions of Liberalization," an initiative between the World Bank Sustainable Development Department, the French government, and IFAD.

³ There are "push" and "pull" factors in the RNFE. The need to cope with shocks, agricultural seasonality, and (larger) household size (and associated surplus labor) can push households into non-farm entrepreneurship, while market opportunities can pull them farther in. Proximity to markets and quality of infrastructure enhance such opportunities. Access to credit and markets, household wealth, and the education and age of the head of household each are positively associated with the likelihood of operating a non-farm enterprise. Rural enterprises, those headed by women, and those owned by young people are less productive than urban enterprises, those run by males, and those headed by older owners. In general, enterprises operated out of necessity rather than opportunity were less productive. Enterprises cease operations because of low profits, a lack of finance, or the effects of idiosyncratic shocks. Many enterprises operate only part of the year, potentially due to seasonal farm employment of the operators.

⁴ In a joint initiative of the Agriculture GP and the Global Indicators Group in DEC, the World Bank mobilized a variety of donor support, including from the U.K. Department for International Development, the Danish International Development Agency, the

Government of the Netherlands, the Gates Foundation, and the U.S. Agency for International Development.

⁵ The World Bank and other international organizations have employed a “rural access index” using household surveys to determine road accessibility, defined as population living within 2 kilometers of an all-season road. Recent rural access index data with an updated methodology indicates that 13.5 million Kenyans and 14.5 million Mozambiquans are unconnected to an all-season road. See World Bank. 2015. “A New Measure of Rural Access to Transport: Using GIS Data to Inform Decisions and Attainments of the Sustainable Development Goals.” Connections – Transport and ICT Note 23, October 20. <http://www.worldbank.org/en/topic/transport/brief/connections-note-23>.

⁶ Financial inclusion is about having access to formal financial services. Those without a bank account—or access to other formal financial services (such as a bank, credit union, cooperative, post office, or microfinance institution)—are among the financially excluded. In practice, there is a continuum of having no access to financial services, only informal services, a mix of informal and formal services, and the use of exclusively formal services. Even so, for those with access, the quality and cost of services varies tremendously.

5. Conclusions and Recommendations

The World Bank Group can do more to assist the rural poor to realize the potential of the RNFE as a pathway out of poverty. Poverty, while declining, is increasingly concentrated in the rural space. RNFE income is part of the solution to reducing rural poverty. Yet for the poor to benefit from opportunities in the RNFE – including opportunities presented by mobility – they will need to overcome a host of connectivity, human, social, and financial constraints. Priorities will depend on the state of a country’s structural transformation and its development trajectory, and attention needs to be paid to the differentiated nature and characteristics of areas within each.

Although the importance of the RNFE has been emphasized in World Bank Group strategies, the World Bank Group has not demonstrated a strategic way of engaging in the RNFE to alleviate poverty. Multiple GPs, global solution groups, and communities of practices are engaged in activities in this space, but there is no coordinating mechanism. Partnerships have strong potential but are underused in the RNFE space.

This evaluation asked a key question: “How successfully has the World Bank Group contributed to the creation of sustainable income-generating opportunities for the rural poor within the RNFE?” And, what attributable effects has this had on reducing poverty?” The evaluation found that the World Bank Group has a bifurcated portfolio in this space, with a significant gap between poverty-oriented and growth-oriented interventions. In general, projects with rural nonfarm income-generating activities that have a poverty focus have been effective in reducing vulnerability and increasing access to services but not in supporting sustained income or employment gains that have lifted the rural poor out of poverty. These approaches include rural livelihoods, community-based approaches with a productive aim, and social safety nets with a productive inclusion theme. On the other hand, projects with a growth aim, namely value chains, have achieved increased sales, revenues, and increased income – but reach to the rural poor is often not evident. While there are likely spillover or secondary effects, these are not measured. Efforts to bridge this divide have asked projects adept at reducing vulnerability to achieve income and employment goals that they were not originally designed to deliver (for example, social safety nets). Another phenomenon observed was “discontinuous change”: a shift from one approach to another with different target groups but without a clear plan to fill the social or productive gap left by the change.

IFC's RNFE portfolio in the agricultural and food sectors is concentrated in urbanized and transitioning economies. Nonetheless, a closer analysis showed many projects aim to benefit frontier or rural regions. Where IFC's investments in food processing have had strong links to rural areas and smaller urban centers, they had significant positive development outcomes and demonstrated links to the RNFE. However, IFC often works with large, international clients where its value addition has been weaker and the benefits to the RNFE less clear. In many instances, there is little evidence generated on links or benefits to the rural poor. In addition, in some cases, corporations with substantial market power may disadvantage small producers in the value chain, suggesting a need for attention to market structure. In spite of examples of where market power has adversely affected poor value chain participants, the risks imposed by market structure and its impact on the poor and related mitigants are rarely treated explicitly in project documentation.

Sex-disaggregated data across the RNFE portfolio increasingly records women's participation in World Bank Group projects. However, few record women's access to economic opportunities, and none record the distributional benefits by gender. Value chain activities require better upfront diagnostics of women's roles, including their relative access to assets, markets, and services and their bargaining power with actors across the value chains.

RNFE country case studies found that most of these had not pursued an integrated strategic approach to developing the rural nonfarm economy to reduce poverty. Bangladesh offers an important exception. Rural services have been delivered as part of sector programs but not as part of a spatially oriented approach to the rural economy (both farm and nonfarm). Such an approach would include an analysis of such dynamics as rural-to-urban migration, remittances, and (in many countries) increasing youth unemployment and aging populations. A broader review of RNFE content in existing Systematic Country Diagnostic for agrarian and transitioning countries found that there was good coverage of the topic, including an analysis of the way that different income groups participate in farm and nonfarm employment and associated binding constraints. Yet, specific conclusions were lacking on how to more effectively use the RNFE as a poverty reducing platform, including to inform forthcoming country partnership frameworks. Another finding at the country level is that there are untapped opportunities to use partners to pursue a more integrated approach.

Critical to guiding integrated country approaches to the RNFE is the application of more consistent diagnostics of the rural private sector. The World Bank has been a leader in researching the RNFE and its relationship to poverty. Yet a gap exists on the diagnostic and analytics side that has been addressed occasionally but not

systematically. Pilot initiatives, financed by trust funds, have not been institutionalized. Where country-level diagnostics have been conducted, they have valuably informed strategies and programming.

Several enabling factors influence the participation of the poor in the RNFE. Rural connectivity has been enhanced in transitioning countries that have strategically used both transport and agriculture finance, but this has not occurred in agrarian economies. Rural roads projects in a third of all cases aimed to link the poor to economic opportunities but did not track this. Dialogue is lacking between the Agriculture and Education GPs on how best to deliver market-relevant skills to rural areas and there is a paucity of evidence on the effectiveness of skills training components in value chain projects. Several innovations in the area of rural education service delivery could be studied, tested elsewhere, and strategically applied. IEG's evaluation *Financial Inclusion: A Foothold on the Ladder toward Prosperity* found that the World Bank has extended a level of financial services to the poorest segments of rural societies, but subsidization raises questions about sustainability, crowding out, and politicization. IFC investments reach countries with high exclusion rates – which often have substantial rural poverty – but only a fraction cater to the lower end of the retail segments, which are more difficult and expensive to reach and maintain.

Recommendations

Recommendation 1: At the corporate level, the World Bank and IFC should clarify their approach to the RNFE, and as part of it, how the World Bank Group engages across its institutions, GPs, and partnerships to promote nonfarm economic development to reduce poverty in the rural space. As part of this approach, options should be differentiated by the level of structural transformation and guided by portfolio lessons.

Recommendation 2: To bridge the identified gap, the World Bank and IFC should more flexibly and relevantly select and design projects in a manner tailored to the specific stage and nature of a country or area's structural transformation and adapted to the needs and dynamics of the target rural population. To encourage this, the World Bank Group should increase the pooling of knowledge and cross-fertilization across GPs, regions, and units to build on and adapt ongoing approaches and to develop new ones.

Recommendation 3: The World Bank Group should work to close knowledge gaps about what works to reduce rural poverty within the RNFE. The World Bank

should conduct evaluations (either systematically, through a representative sample, or through clusters) of poverty and growth-oriented projects to learn more about mechanisms by which they influence the development of the RNFE and its impact on poverty

Recommendation 4: IFC should include in its value chain analysis, and monitoring and evaluation, a consideration of poverty and gender impacts, including income and employment for the rural poor; either systematically, or on a sample or cluster basis including through a strategic use of its external evaluations. In its value chain projects, IFC should more explicitly articulate the risks of market power and their mitigants in its project documentation.

Recommendation 5: In countries where the rural economy is a key part of the solution to ending poverty, the World Bank Group should (in partnership with donors and client countries) collect information on both formal and informal rural enterprises and their constraints and performance to help better inform the **Systematic Country Diagnostic**. RNFE diagnostics should include information for household-based enterprises as well as micro, small, and medium enterprises. Local capacity building and ownership is a critical part of this. This could be achieved by extending existing enterprise surveys to strengthen coverage of secondary cities and to include smaller enterprises in countries where existing surveys are limited in their coverage. This could be complemented by household surveys building on the experience of the LSMS-ISA on Agriculture to document entrepreneurial and work experience in rural enterprises.

Recommendation 6: The World Bank Group should strengthen and deepen gender analysis during project preparation of rural nonfarm projects and more consistently use the results of this analysis, to address gender-related binding constraints to female labor force participation in the RNFE. Project design should incorporate measures to address these constraints, and select indicators to track progress made toward gender-related economic outcomes.

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Appendix A. IFC and World Bank Project List

Supplementary project appendixes are available upon request.

Appendix B. Community-Based Approaches with Productive RNFE Components

PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
P073 886	BD: Social Investm ent Progra m Project II	Banglade sh	'10/ '15	Agric ulture /ARD	To improve the livelihoods, quality of life and resilience to climate variability, natural hazards and other shocks of the rural poor, especially the left out poor and vulnerable households	Poverty Targeting and Area Targeting. SIPP-2 was to cover 3,262 villages in three regions (Rangpur, Jamalpur, and Barisal) and 15 districts; within the villages, the targeted households comprised the poor, hardcore poor, and vulnerable households, based on a participatory identification of the poor exercise.	Increase in HHs income by at least 50% for 50% of HHs; At least ten major business partnership established through public/private partnerships with communities; Number of direct jobs created through project facilitation; Percent of the hardcore poor and vulnerable have accessed resources under the project and started income-generating activities or employment (dropped); At least 40% of target HHs have benefited from value addition activities through economic federations (dropped)	# of subprojects: 791,427 income-generating activities in 3,262 villages in three regions % of subprojects productive: 100% Productive Activities: Dairy (22%), Livestock - beef (22%), Small stock and poultry (16%), Agricultural investments (vegetables, hybrid crops and betel leaf cultivation, 10.7%), transport (motorized rickshaws and vans, 5%), Small business investments (tailoring and retailing, 19%), Fisheries (3.5%), Other (1.9%) What was evaluated: unclear Method of evaluation: Impact Evaluation, third party monitoring, special studies Results: The livestock IGAs yield annual net returns ranging from 19% for poultry operations to 33% for beef fattening and 48% for dairy from local cattle to 84 percent for dairy from crossbreed cattle. Transport and small business investments generated the highest average net incomes, followed by tailoring and cow rearing, hybrid crop cultivation and Koal rearing were the least income-generating activities. Comments: The Implementation Completion and Results Report (ICR) states that it should be noted, however, that the numbers are considered reliable only for the cattle enterprises (local dairy, crossbreed dairy and beef fattening) due to the small sample size available for other activities. All the income have been averaged to a year given the different. The IE covered 480 villages (269 treatment, 211 control) in four districts. The surveys covered about 4,701 households living in these villages. Sampling was developed in two stages: (a) using secondary information to identify a sample of project and control villages and compiling a census to classify households into poor, hardcore poor, and vulnerable categories; and (b) drawing up a probability sample of households from these classified census lists.
P113 030	TD- Local Dev Prog Sup APL II	Chad	'11/ '15	SURR /ARD	(i) Improved access to basic infrastructure and social services in targeted districts; and (ii) improved planning, management and monitoring by	No Targeting	Community microprojects completed (#);	# of subprojects: n/a % of subprojects productive: n/a Productive Activities: n/a What was evaluated: n/a Method of evaluation: Neither detailed micro-project impact evaluations, nor beneficiary surveys, were available Results: Specific results were considerably below targets. A case in point is water supply microprojects. Only 15 percent of the estimated number of wells/ boreholes was constructed. It is to be noted also that no soil protection and conservation microprojects were implemented. Also they were no livestock-related projects Comments: The ICR states that: "Data limitations have only permitted

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
					local communities and communes of decentralized investments.			to perform a least cost comparison scenario to assess project efficiency. The monitoring and evaluation (M&E) data only covered overall micro-project costs (see Annex 3), and was insufficiently detailed to do any other type of analysis". In the course of project implementation, neither income generation microprojects nor environmental microprojects were undertaken. Therefore it was not possible to make any cost-benefit analysis for either type of activity.
P104 097	VN - Progra m 135 Phase 2 Support Credit	Vietnam	'07/ '07	SURR /ARD	The credit would support policy and institutional actions to improve the results of P135-2 with particular reference to: (i) improved poverty targeting of program resource allocation; (ii) deepening and scaling up of community-driven approaches to planning, managing, operating and maintaining basic rural infrastructure; (iii) enhanced fiduciary transparency and accountability in program implementation through wider use of social audit approaches; and (iv) process monitoring and impact evaluation.	Poverty and Area Targeting. The criteria for identifying poor households varied considerably between provinces, complicating the allocation of resources among localities based on the number of poor households. As a prior action for DPC1, government issued Decision 393/2005/QD-UBDT which introduced verifiable, poverty-based criteria for selection of commune and villages included in P135-2.	Commune, village and household selection criteria under P135-2 are pro-poor and effectively applied (# of provinces); Program resource allocation favors poorer participating communes and villages (# of provinces); Poor upland households increase incomes and diversify livelihoods in a sustainable, market responsive manner (income increase); Revised indicator is "Crop income per household per month."	Program is a DPI, does not include productive subproject but policy changes.

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
P094 212	TRANS AG REFOR M	Serbia	'07/ '13	SURR /ARD	The Transitional Agriculture Reform Project development objective is to enhance the competitiveness of Serbian agriculture.	Area Targeting. Southern Serbia, the poorest and least developed region, is characterized by mountainous geography, large expanses of pasture and forest, small and fragmented arable areas, very limited commercial production, and high rates of outmigration	Rising profitability and competitiveness of Serbian agriculture; Establishment of local tourism association, bye-laws, standards, marketing strategy;	# of subprojects: in municipalities % of subprojects productive: () Productive Activities: What was evaluated: Method of evaluation: Results: Comments:.
P080 830	BR Maranh ao Integrat ed: Rural Dev	Brazil	'04/ '08	SURR /ARD	To help State of Maranhao achieve the goal of reducing poverty by increasing its HDI from 0.647 to 0.700 by year 2007	Poverty and Area targeting	Incremental employment generated from subproject investments (Not known due to lack of evaluation study); Increase in social welfare of rural communities (not measured); Number of communities successfully graduated from the program and successfully linked to other financing (Not measured)	# of subprojects: 626 % of subprojects productive: 48% (300) Productive Activities: What was evaluated: N/A Method of evaluation: N/A Results: Efficiency of the community subprojects was not assessed. The four subproject case studies prepared for the mid-term review do not shed much light on the overall efficiency of the project. The largest single category--productive subprojects--consisted of a series of "very small-scale" initiatives that were apparently diffuse in their impact, lacked technical guidance, did not pay enough attention to market prospects and were targeted mostly for local sale or consumption and to complement income and subsistence Comments: actual impact of these investments on livelihoods was not measured.
P093 640	HT CDD Project (PROD EP)	Haiti	'06/ '13	Agric ulture /ARD	To scale up the direct transfer of public resources to local community organizations in poor rural and peri-urban communities, by: (i)improving their access to basic social and economic infrastructure and support income-generating	Poverty targeting	Number of communes (municipalities) successfully managing direct transfer to CBOs for community subprojects (SPs); Percentage of rural/peri-urban poor with access to basic social and economic infrastructure (eg, water supply, feeder roads, schools, health posts); CBOs officially constituted and participating in COPRODEPs; Number of households expressing awareness of PRODEP and its objectives, activities and means of access; Residents in project area with access to basic social and economic infrastructure (eg, access to potable water,	# of subprojects: 1,687 % of subprojects productive: 33% (553) Productive Activities: Livestock (28%), Grain mills (24%), Community stores (24%), Agroprocessing (10%), Animal traction (4%), fisheries (2%), Chicken farms (2%), Agricultural production intensification (10%), Other (4%) What was evaluated: 16 subprojects in 2009 at MTR, 4 productive subprojects at end of project (FAO/CP) (<1%) Method of evaluation: Economic evaluation of subprojects conducted by FAO/CP of ten subprojects chosen from the most representative type of subprojects Results: Of the 4 productive subprojects, one had a negative ERR, one at 7% and two between 13 and 15%. A MTR study (2009) revealed that about 75% of productive SPs were under financial stress. Indicator: Percentage change in household assets, per capita incomes among project beneficiaries; Dropped: This indicator was dropped by AF1 as majority (81%) of SPs (infrastructure and social) did not have a direct impact on household income or assets. An estimated 75% of income-generating SPs showed varying financial issues at this stage

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
					activities by financing small-scale investments proposed, implemented and managed by community organizations; and (ii) improving governance and building social capital of communities by increasing citizen participation and transparency in open decision-making processes		irrigation, grain mills); %productive/income-generating subprojects are operational 3-6 months after completion; 3,500 CBOs officially constituted and participating in COPRODEPs (includes pre-existing and strengthened, as well as newly created CBOs); %population in project area express awareness of PRODEP and its objectives, activities and means of access; percent of CBO members express a positive change in terms of their organizational capacity and ability to work together constructively;	Comments: Subprojects chosen for evaluation were not randomly selected and represented less than 1% of productive activities.
P073 973	VIP	Kyrgyz Republic	'04/ '08	SURR /ARD	To contribute to the alleviation of rural poverty. It seeks to achieve this by pursuing three specific objectives: (a) improving governance and capacity at the local level; (b) strengthening the provision of, and access to, essential infrastructure services; and (c) supporting private small-scale group enterprise development.	Area targeting	Employment and income generated by microprojects	# of subprojects: 4,344 % of subprojects productive: 27% (1,164) Productive Activities: Sewing workshops, Machinery repair workshops, Saw mills, Flour mills, Oil press, Fruit and vegetable processing, Agricultural production, Veterinary services, Bakery and pasta production What was evaluated: 71 productive microprojects (6%) (Total evaluated: 185) Method of evaluation: Randomized sample, BIA Results: Average IRR: 70%, ranging from 6% to over 100%. Some income-generating mini-projects are financially unsustainable; some even do not cover recurrent costs (mainly sewing workshops, flour mills and machinery repair). A total number of 57 mini-projects (or about 30% of the analyzed MPs) are found to be financially unviable. Comments: micro-project analysis undertaken between 2005-2007; IEG has some queries about the efficiency analysis in the ICR . Some of these subprojects (for example, schools) do not lend themselves to financial rate of return analysis . Also, based on a spreadsheet supplied to IEG by the project team, it is apparent that 43 of the sample of 185 projects had insufficient data to enable financial rate of return calculation

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
P102 354	Comm unity Action Progra m (APL-2)	Niger	'09/ '13	SURR /ARD	To improve Rural communes' capacity to design and implement in a participatory manner Communal Development Plans and Annual Investment Plans and therefore contributing to enhance rural livelihoods.	Poverty and Area Targeting	N/A	<p># of subprojects: 6,315</p> <p>% of subprojects productive: 81% (5,099)</p> <p>Productive Activities: Livestock, grocery shops, hand bag production</p> <p>What was evaluated: Unclear: IE considers 6 districts out of 25 and 115 over 656 villages, ICR mission: 12 Comm Org. interviews in 2 districts for the Economic analysis (5,530 COs and 19 districts)</p> <p>Method of evaluation: Tribhuvan University IE</p> <p>Results: All selected subprojects are financially and economically viable and generate FRRs ranging from 108% to 847% (ERR 18%-62%). Increased income is observed in both program and control areas between two periods, and the difference is higher in program area than in control area. This is a positive sign, although it is important to keep in mind that the follow-up survey was conducted in the same year that 64% of the beneficiaries received their funds and the majority of them had not started repayment of interest or principal. Without adequate technical or veterinary support, a government audit reported that the majority of the livestock perished in two districts, leaving several households indebted but without any additional income. A later IE finds that 66% of households covered under PAF in the newer districts achieved a minimum income increase of 15% and an average income increase of 82.5% in real terms. The percentage of PAF beneficiary households with food insufficiency for 3 months or less dropped from 13.8% in 2007 to about 5.5% in 2010 compared with a 6.8% reduction for nonbeneficiary households; percentage of PAF beneficiary households with food insufficiency of 6 months or less decreased from 40% in 2007 to 33% in 2010 compared with a 9% increase in non-PAF households over the same period. Employment (number working hours per week) in the project area increased by 18%, but this was lower than the 27% recorded in the control area.</p> <p>Comments: No clarity on Economic and financial analysis results due to the extremely low number of COs interviewed, the IE provides enough other data to make a judgment</p>
P081 368	MR- Com Based Rural Dev (FY04) - (PDRC)	Mauritan ia	'04/ '11	SURR /ARD	To improve the living conditions of project- supported village communities, in terms of sustainable income increase, access to basic socioeconomic services, and improved natural resource	Poverty Targeting	2,500 subprojects (SP) implemented and maintained by community associations; income	<p># of subprojects: 1,588 in 391 municipalities</p> <p>% of subprojects productive: 50% (785)</p> <p>Productive Activities: ag mech (431 tractors), manioc mills (94) and a range of ag processing</p> <p>What was evaluated: 27 randomly selected projects (19 ag mech; 5 manioc flour mills; and 3 honey processing)</p> <p>Method of evaluation: Random sampling; use of proxy estimates from similar subproject</p> <p>Results: Negative or zero IRR for most subprojects under drought conditions. Other evidence indicates that the project annually created an estimated seasonal 1,050 jobs. Even taking the impact of drought into account and the modest scale of most investments, the project's productive activities demonstrated capacity to increase income.</p> <p>Comments: There is some inconsistency in the percentage of each type of subprojects; the IRR and ERR are negative, and the subprojects evaluated range from 4% to 5%. Estimated rates of return under</p>

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
					management practices.			nondrought conditions showed better results, but the data used for these estimates were also based on unspecified secondary data.
P074 872	LK: Community Devt & Livelihood "Gemi	Sri Lanka	'04/'10	SURR /ARD	To enable the rural poor to improve their livelihood and quality of life	Area Targeting	# of VOs functioning effectively; % of subprojects implemented and maintained; % increase in HH incomes of the poor; % of VOs with sustainable savings and credit system at the end of the project; and an increase in private sector investment in the communities.	# of subprojects: 142,741 % of subprojects productive: 67% (95,853) Productive activities: food grains (21%), horticulture (27%) and commercial (28%) crops, animal husbandry (4%) and self-employment (grocery stores, brick making, sewing operations; 20%) What was evaluated: n/a Method of evaluation: Impact Assessment, mission field visits, IEG Project Performance Assessment Report (PPAR). Results: ERR at 30.5%, FRR at 32.5%. 78% of households that took a loan used the loan finance to initiate or expand an agricultural income-generating activity, with the remaining investing in nonfarm income-generating activities. 50% of the loans were taken for productive purposes, 50% to finance domestic expenses or to refinance debt. 5% of the productive group reported being able to afford diversification or expansion into commercial crop. Poor households experienced an incremental increase of 41 percent in incomes compared with control villages. The complementarity of subprojects and VSCO loans was found to contribute to this effect. Placing the VSCOs in the village center addressed distance and time as barriers to accessing rural finance. The VSCO allowed villagers – on a small group basis organized by geographic proximity – to start small (with small loans and small membership fees) and then to graduate to larger loans based on a proof of repayment. Comments: This included the costs of mobilization and management. The evidence for the analysis came from the project database, the impact assessment, data from the infrastructure unit of GDF, comparisons with other programs, secondary data sources, the ICR field missions findings, and supervision reports
P087 145	LK: 2nd Comm Devt & Livelihood Improvement	Sri Lanka	'10/'14	Agriculture /ARD	To enhance incomes and the quality of life of poor households in the poorest divisions in the country.	Area and Poverty Targeting	Percentage of communities whose Rural population benefits from the program, % targeted households in focal villages have increased net income (farm and nonfarm) by at least 30%; % targeted households are members of CBOs/VDOs with satisfactory rating; % vulnerable people are VDO members and % of them obtain financing for livelihoods development; % village youth and ex-combatants assisted; No. of jobs created income, livelihood improvement.	# of subprojects: 3,554, 135,475 VSCO loans % of subprojects productive: Infrastructure: 3,554; VSCO loans: 100% Productive Activities: Loans: agriculture (70% of the total), animal husbandry (7%), small industries (20%) and other (4%); Infrastructure: bridges, irrigation, culverts, water distribution, sanitation improvement What was evaluated: 2,520 households in 9 districts (unclear over how many households, likely 200,249) Method of evaluation: Impact Assessment Results: Overall ERR at 22.4%, FRR at 23.7%. 39.9% incremental increase in income against the base year for 50% of the targeted households; 1,010 VOs were formed. Linkages were established with the Bank of Ceylon and some 95 staff of that bank were placed in bank branches to focus on project clients. 1,034 VOs from Phase I were given continued support; Phase II achieved 918 VSCOs with 19,200 small groups. The impact assessment found a 39.9% incremental increase in income against the base year for 50% of the targeted households. Comments: The ICR efficiency analysis was a generally thorough analysis based on a range of data, substantial coverage, and what seem reasonably conservative assumptions. However, the income data did

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
								not directly differentiate the poverty cohorts so it is not clear what share the poor achieved. The impact study did not provide detailed analysis of ground-level interventions or impacts, the focus was on statistical analysis of a questionnaire. The ICR notes that the impact study data "could not be disaggregated or attributed to subcomponent investments and was largely unusable for cost-benefit analysis. VSCO loans analysis was based on estimated returns from agriculture Animal husbandry loans are assumed to go to dairy production exclusively. A lack of detailed data for small industries and others prevent inclusion in this analysis
P040 653	ML- Rural Com. Dev. (PACR)	Mali	'06/ '13	Agric ulture /ARD	To improve the living conditions of project-supported rural communities in terms of (i)access to basic socioeconomic services and (ii)a sustainable increase in incomes, while promoting improved natural resource management practices	No Targeting	% of the productive projects have generated average annual income per member superior to the daily poverty line	# of subprojects: 1,411 % of subprojects productive: 70% (987) Productive Activities: Agriculture (45%), Livestock (28%), Processing and trade (12%) Crafts (8%), Commercial facilities (8%) What was evaluated: 27 microprojects (3%): village garden (5), dry crop (10), livestock (5), processing & trade and crafts (3) Method of evaluation: 2 assessments of impact; Independent Impact Study (2013) Results: Estimated average ERR of 28.4%; very high ERR for each micro-project from 44% (Village Garden) to 186% (Crafts). 63% of the productive subprojects had generated average annual income per member superior to the basic poverty line. Comments: Low sample project areas and no clarity on how the ERR were estimated bring forth reasons to question the results. The economic and financial analysis was not carried out independently by the World Bank, It calculates ERRs for a very small, reportedly "representative", sample of subprojects implemented under component 3. Lack of a baseline study on beneficiary livelihoods or incomes and the fact that incomes were only assessed on the basis of a sample of the various types of productive investments limits available evidence.
P084 329	Emerg ncy Nationa l Solidari ty Project	Afghanis tan	'04/ '07	SURR /ARD	To lay the foundations for a strengthening of community level governance, and (ii) to support community-managed subprojects comprising reconstruction and development that improve	Poverty Targeting	Number of villages with completed subprojects (with certificate of completion)	# of subprojects: 16,496 % of subprojects productive: 34% (roughly 5,542) Productive Activities: unclear, sectors were: Transport (21.5%), Livelihood (10.1%), Rural Development (1.9%), Agriculture (0.1%) What was evaluated: 45 subprojects (0.6%) across nine provinces and representing namely irrigation, power, transport, and drinking water supply Method of evaluation: Beneficiary Survey Results Results: Estimated ERR: 23.6%, and ranges between 19%-30% for 4 mentioned sectors. However, these results are likely to be underestimated due to unaccounted spillover effects and convergence of ongoing and proposed rural infrastructure, agriculture, and micro credit development projects Comments: Analysis is extremely limited by major sampling issues and lack of evidence: the small sample of project analyzed, the nonproductive nature of 3 out of 4 sectors, the absence of specific activities (as compared with sectors) and important assumptions ((ICR,

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
					access of rural communities to social and productive infrastructure and services			Annex 3, page 25). Thus, the claim that “benefits have also been derived economically by: creating livelihood opportunities and direct forms of economic development through improved productive capacity and the provision of work in relation to certain NSP projects” (ICR, Annex 6, page 34) cannot be confirmed.
P081 968	Poverty Alleviation Fund	Nepal	'04/ '09	SURR /ARD	To improve access to income-generation projects and community infrastructure for the groups that have tended to be excluded by reasons of gender, ethnicity and caste, as well as for the poorest groups in rural communities	Area and Poverty Targeting	N/A	<p># of subprojects: 6,315</p> <p>% of subprojects productive: 81% (5,099)</p> <p>Productive Activities: Livestock, grocery shops, hand bag production</p> <p>What was evaluated: Unclear: IE considers 6 districts out of 25 and 115 over 656 villages, ICR mission: 12 Comm Org. interviews in 2 districts for the Economic analysis (5,530 COs and 19 districts)</p> <p>Method of evaluation: Tribhuvan University IE</p> <p>Results: All selected subprojects are financially and economically viable and generate FRRs ranging from 108% to 847% (ERR 18%-62%). Increased income is observed in both program and control areas between two periods, and the difference is higher in program area than in control area. This is a positive sign, although it is important to keep in mind that the follow-up survey was conducted in the same year that 64% of the beneficiaries received their funds and the majority of them had not started repayment of interest or principal. Without adequate technical or veterinary support, a government audit reported that the majority of the livestock perished in two districts, leaving several households indebted but without any additional income. A later IE finds that 66% of households covered under PAF in the newer districts achieved a minimum income increase of 15% and an average income increase of 82.5% in real terms. The percentage of PAF beneficiary households with food insufficiency for 3 months or less dropped from 13.8% in 2007 to about 5.5% in 2010 compared with a 6.8% reduction for nonbeneficiary households; percentage of PAF beneficiary households with food insufficiency of 6 months or less decreased from 40% in 2007 to 33% in 2010 compared with a 9% increase in non-PAF households over the same period. Employment (number working hours per week) in the project area increased by 18%, but this was lower than the 27% recorded in the control area.</p> <p>Comments: No clarity on Economic and financial analysis results due to the extremely low number of COs interviewed, the IE provides enough other data to make a judgment</p>
P075 247	MW-Com Based Rural Land Dev (FY04)	Malawi	'04/ '11	Agric ulture /ARD	To increase the incomes of about 15,000 poor rural families by implementing a decentralized, community-based and voluntary approach to	Poverty Targeting	Income levels (“before-after”); (ii) increased and sustainable agricultural productivity on participating farms Increase in real incomes of participating families as compared with those of control groups and of such families prior to the project (Malawi Kwacha /month).	<p># of subprojects: #N/A</p> <p>% of subprojects productive: #N/A</p> <p>Productive Activities: #N/A</p> <p>What was evaluated: #N/A</p> <p>Method of evaluation: #N/A</p> <p>Results: Direct community involvement through identification, negotiation and acquisition of land and the preparation of farm development proposals, approved by a district-level multistakeholder entity, taking into account legal, technical, environmental, and poverty reduction criteria. These subprojects are carried out through the award of land acquisition and farm development grants to project beneficiaries who are the poor, landless and food-insecure households from the pilot</p>

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
					land reform in 4 pilot districts in southern Malawi.			districts. Comments: This project transferred land to its beneficiaries and therefore does not provide productive activities per se
P089 297	Rural Development Program	Solomon Islands	'08/ '15	SURR /ARD	To raise the living standards of rural households by establishing improved mechanisms for the delivery of priority economic and social infrastructure and services by the public and the private sector	Area and Poverty Targeting	Percentage decrease in travel time to access improved water supply sources; Percentage of villages with satisfactory access to infrastructure and/or services; Percentage of households who have changed agricultural practices, including varieties, as a result of agricultural advice	# of subprojects: 360, AG extension activities: 1,084, Rural Enterprise Development (SEF): 65 recipients % of subprojects productive: <1% (3), AG Ext: 60% (651), Rural Enterprise Devl: 100% Productive Activities: Market building, AG Ext: Cash Crop (53%), Livestock (34%), Resource Management (13%), Farmer Association (<1%); SEF: Agriculture (30%), Transport and Shipping (19%), Tourism (16%), Infrastructure (16%), Retail (4%), Energy (4%), Other (10%) What was evaluated: N/A Method of evaluation: N/A Results: ERR Education: 19%, Health: 12%, Solar Power: 39%, WASH: 21%. Comments: due to the lack of information or rigorous evaluation of past activities, the absence of basic agricultural data on yields and farm systems, the demand-driven nature of the investments and the substantial nonquantifiable benefits. The analysis in this section assesses where possible the project effectiveness and efficiency for each of the components based on a mix of surrogate measures and anecdotal information including some limited ex post analyses conducted using RDP I Component 1 data during design of RDP 2.
P082 969	GM-CDDP SIL (FY06)	Gambia, The	'07/ '12	SURR /ARD	To rural communities, in partnership with Local Government Authorities, plan, implement and maintain their priority social and economic investments.	Area Targeting	At least 70 % of Subprojects achieved and fully functional two years after completion.	# of subprojects: 1,315 % of subprojects productive: 79% (1,034) Productive Activities: Ag-related (farm mech, agroprocessing, horticulture, livestock; 96%, Fisheries (<1%), Trade (shops, market stalls; 4%) What was evaluated: 143 randomly selected subprojects (11%) Method of evaluation: Survey Results: ERR 23%, assumed interest rate 20%; FRR 47%. Pro-poor impact of investments came from improved farm productivity and food supply, diversification and increased access to services. Direct and indirect employment generated Comments: Positive ERR is somewhat balanced by a very high assumed interest rate (20%) which reduced real returns on investment.
P081 482	GH-Com Based Rural Dev (FY05)	Ghana	'05/ '11	SURR /ARD	Strengthen the capacity of rural communities to enhance their quality of life by improving their productive assets, rural infrastructure and access to	Area and Job Targeting	% of communities whose Rural population benefits from the program.	# of subprojects: 3,656 % of subprojects productive: 2% (77) Productive Activities: Market structure (64%), Slaughter house (20%), water for agriculture (15%); Rural enterprises and learning centers (N/A) What was evaluated: 40 (52%) Method of evaluation: Beneficiary survey Results: ERR 42% for learning centers, 159% for new businesses started by learning center trainees, and 65% for small rural entrepreneurs. The value of productive assets increased by 27% on average; The revenue of beneficiary enterprises increased by 21% on average Comments: Community-based approach is used only in Natural Resource Management, and some infrastructure is built for community-

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
					key support services from private and public sources.			based services and rural enterprises and learning centers are financed (but not with a community-based approach). Due to the very small sample size (40 recipients equaling 3.3%), it is not possible to arrive at any conclusion regarding the distribution of the outcomes or to determine whether the benefits were equally distributed or were concentrated on a minority of rural enterprises. For what regards ERR and FRR on enterprises, information concerning financial performances was collected during interviews of approximately five hours with the managers of selected enterprises spread over two to three days
P104 752	BR Paraiba 2nd Rural Pov Reducti on	Brazil	'09/ '14	Agric ulture /ARD	Support efforts o reduce the incidence of rural poverty, addressing both its income and nonincome dimensions.	Area and Poverty Targeting	Assets held by HH and share of socioeconomic and productive investments	# of subprojects: 487 % of subprojects productive: 32% (156) Productive Activities: livestock (24%; goat, fish, chicken), Beekeeping/honey (17%), ag mech (17%), irrigated ag (8%), rice (5%), clothing manufacturing (5%), handicraft (4%), mining (4%), other (12%) What was evaluated: 17 productive subprojects (total SP evaluated was 7%) Method of evaluation: A borrower completion report and several small studies were delivered Results: Average IRR for productive activities was 17.4% with high variations (from 0% to 33%). 40% increase in assets by the end of the project; 98% of the productive assets generated incremental employment by the end of the project. And third, for market linkages, about 32% of all productive subprojects had established commercial arrangements Comments: Few subprojects had more than one year of effective operation at the time of this evaluation, due to the aforementioned delays in project implementation, coupled with the impact of the drought on agricultural activities. The analysis focused on those subprojects that had completed at least one production/marketing cycle or had at least one year of implementation, thereby reducing the universe for the analysis to 208 subprojects (only 17 productive out of 57 projects in the subuniverse).
P108 932	ET- Pastoral Comm unity Develpt II (FY08)	Ethiopia	'08/ '13	Agric ulture /ARD	To increase the resilience of Ethiopian pastoralists to external shocks and to improve the livelihoods of targeted communities.	Poverty Targeting	Income levels ("before-after"); (ii) increased and sustainable agricultural productivity on participating farms Increase in real incomes of participating families as compared with those of control groups and of such families prior to the project (Malawi Kwacha /month).	# of subprojects: #N/A % of subprojects productive: #N/A Productive Activities: #N/A What was evaluated: #N/A Method of evaluation: #N/A Results: Direct community involvement through identification, negotiation and acquisition of land and the preparation of farm development proposals, approved by a district-level multistakeholder entity, taking into account legal, technical, environmental, and poverty reduction criteria. These subprojects are carried out through the award of land acquisition and farm development grants to project beneficiaries who are the poor, landless and food-insecure households from the pilot districts. Comments: This project transferred land to its beneficiaries and therefore does not provide productive activities per se
P098 949	VIP 2	Kyrgyz Republic	'07/ '14	SURR /SD	To alleviate rural poverty by	Area and Poverty Targeting	Number of financially viable microprojects ; Number of jobs created in beneficiary	# of subprojects: 4,619 % of subprojects productive: 19% (898) Productive Activities: Sewing Shops (16%), Autorepair (13%),

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
					empowering communities to improve access to social and economic infrastructure services, and employment opportunities.		communities Number of Jobs created in beneficiaries communities	Carpenter (10%), Veterinary stations (7%), Beauty salons (4%), Other (49%) What was evaluated: 133 projects (15%) Method of evaluation: Randomized sample Results: FIRR were 59% for carpentry/furniture shops, 20% for confectionary shops, 128% for mini-bakeries, 74% for veterinary service stations, and 193% for mini-shops. Income-generating activities on average yielded positive results, although some small businesses had negative returns. Comments: ex post ERR only samples gathered data for 133 randomly selected microprojects by ARIS, although book-keeping is not a common practice in Kyrgyz Republic and data might not be precise; and the data was collected one year after the investment. There was also no specific indicator or target value to monitor the objective of "Private group-owned small-scale enterprise development" in the results framework.
P074 106	KE-W Kenya CDD/F lood Mitigati on (FY07)	Kenya	'07/ '16	Agric ulture /ARD	To empower local communities of men and women to engage in sustainable and wealth creating livelihood activities and reduce their vulnerability to flooding.	Poverty and Area Targeting. Five counties of Western Kenya: Vihiga, Busia, Bungoma, and Kakamega. Targeted communities were randomly selected sublocations based on poverty data, and spread evenly across administrative constituencies	Income increase (%), men and women benefiting from the value-added livelihood SLD projects (#)	# of subprojects: 2,876 % of subprojects productive: unclear (likely 2,446) Productive Activities: agricultural commodities, livestock and related support (Dairy cow and goat, poultry, feed etc.), tree planting What was evaluated: unclear sample Method of evaluation: project data, visit observations, stakeholder workshops, farmer beneficiary interviews across 10 subcounties, no end line or impact survey Results: ERR estimated at 20% over 20 years at discount rate of 10%, FIRR only available for dairy goat, at 78%. The incremental net benefits at the crop and farm levels appear positive, even after labor costs are factored in. This is further complemented by the introduction of livestock at the farm level. In general, the return on family labor per day is above the average daily wage in the project area across all crop model. While the project has undoubtedly had some positive effect on the production parameters of the target communities and resulted in a number of key benefits for those supported, the results remain open to debate given the magnitude of change in levels of yield increase Comments: The analysis covers a limited number of farmers benefiting from CDD led investments in crop and livestock production based on a selection of commodities.
P099 751	CN- Sustain able Dev. in Poor Rural Areas	China	'10/ '15	Agric ulture /ARD	to explore and pilot more effective and innovative ways of providing poverty reduction assistance to the poorest communities and households in	Poverty targeting	Directly benefiting poverty households in CDD and CDF activities as compared with % of poverty households in the Project villages (%);	# of subprojects: 3,487 % of subprojects productive: (unclear) Productive Activities: Terracing (37,425 tree planted), rural infrastructure (2,205, 260 km rural roads), Livestock raising (Pig, Cattle, Goat, Apple, Mushroom) Method of evaluation: External survey, cost-effectiveness for CDD projects, cost and benefit approach for CDF Results: Estimated FRR 15% (target 12%); range for income-generating activities 16%-38%, the poverty rate in the Project villages declined by 23%, compared with a drop of 6% in the control villages. At the start of the Project the poverty rate in Project villages was 7% higher than the control villages, while at the end of the Project it was 11% less than the control villages, incomes at the end of the Project were 54% higher

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
					Henan Province, Shaanxi Province and Chongqing Municipality (the Project Provinces) through community-driven development and participatory approaches.			while in in 2010 per capita incomes in Project villages were slightly lower than in control villages Comments: There is not significant information on specific activities, for example, how many income-generating/livestock activities were carried out under the CDF
P105 075	PK: PPAF III	Pakistan	'09/ '16	Agric ulture /ARD	Targeted poor are empowered with increased incomes, improved productive capacity and access to services to achieve sustainable livelihoods	Those areas of Pakistan where market penetration is currently very low and, therefore, complements other programs that are working to improve the outreach of microfinance in Pakistan.	ICR not available	ICR not available
P086 747	LK: Comm unity Liveli hoods in Conflict Ar	Sri Lanka	'04/ '14	Agric ulture /ARD	To help conflict-affected communities in the North-East Province and adjoining areas to restore livelihoods, and enhance agricultural and other production and incomes, and build their capacity for sustainable social and economic reintegration	Area targeting. Eight districts of the Northern and Eastern Provinces: (i) Ampara; (ii) Batticaloa; (3) Jaffna; (4) Kilinochchi; (5) Mannar; (6) Mullaitivu; (7) Trincomalee; and (8) Vavuniya; as well as four districts adjoining these provinces (province in parentheses) which were judged to have been significantly affected by the conflict; (9)	Number of households benefiting from livelihood opportunities; Number of employment opportunities generated; Proportion of vulnerable people who obtain livelihood financing; Increased cropping intensity of farm holdings; Increased agricultural productivity (yield); Business linkages created with Cluster commercial enterprises; Increased quantity and sales of village products; Villages report stable or higher prices for major village products	# of subprojects: 127,217 % of subprojects productive: 98.6% (125,504) Productive Activities: Rural roads (1,765), livelihoods investments, including VDO loans and polynet investments (123,612) What was evaluated: Roads (442 out of 1,765), livelihoods investments and polynet investments (96 polynet) in 12 districts Method of evaluation: Extensive randomized but representative field survey (2014), Impact Evaluation Results: Estimated EIRR: 14.7%, FIRR 14.6% for Livelihood support activities. Regarding Village Development Organizations loans, beneficiaries' incomes are 30% higher than nonproject group. Mean family income increased by 30%, while 37% of respondents saved some money. 97% of beneficiaries stated their income and social status improved. For agricultural, fisheries and small industry investments, net earnings exceeded total investment costs by the end of the first year of operation in all cases, and averaged 300%, 434% and 348% of initial investment respectively. For livestock and small business investments, returns averaged net earnings of 193% and 169% of investment costs respectively in one year of operation. total of four different designs of polynet houses were offered over the period from 2011 to 2014 following problems with the initial design which was high cost and reportedly unstable in high winds; 96 surveyed polynet houses

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
						Moneragala (Uva); (10) Puttalam (North West); (11) Anuradhapura (North Central); and (12) Polonnaruwa (North Central)		averaged only 48 percent, and one surveyed district (Vavuniya) reported an average loss across the 12 samples Comments: Net earnings stemming from VDO loans and livelihoods investments stem from one year of operation only.
P093 787	BR Bahia State Integ Proj Rur Pov	Brazil	'06/ '14	Agric ulture /ARD	To increase social and economic opportunities for the rural poor in Bahia by improving their access to basic socioeconomic infrastructure, thus contributing to the borrower's objective of increasing the HDI.	Poverty Targeting. No Area Targeting	2,500 subprojects (SP) implemented and maintained by community associations; income	# of subprojects: 1,588 in 391 municipalities % of subprojects productive: 50% (785) Productive Activities: ag mech (431 tractors), manioc mills (94) and a range of ag processing What was evaluated: 27 randomly selected projects (19 ag mech; 5 manioc flour mills; and 3 honey processing) Method of evaluation: Random sampling; use of proxy estimates from similar subproject Results: Negative or zero IRR for most subprojects under drought conditions. Other evidence indicates that the project annually created an estimated seasonal 1,050 jobs. Even taking the impact of drought into account and the modest scale of most investments, the project's productive activities demonstrated capacity to increase income. Comments: There is some inconsistency in the percentage of each type of subprojects; the IRR and ERR are negative, and the subprojects evaluated range from 4% to 5%. Estimated rates of return under nondrought conditions showed better results, but the data used for these estimates were also based on unspecified secondary data.
P063 622	NG- Fadama SIL 2 (FY04)	Nigeria	'04/ '09	Agric ulture /ARD	To sustainably increase the incomes of Fadama users	Conflict areas in North Eastern Sri Lanka	50 % of male and females have increased their average real incomes by at least 20%	# of subprojects: 7,766 % of subprojects productive: 100% Productive Activities: Crop production, nonfarm activities, livestock production What was evaluated: 25 economic enterprises (cost-benefit analysis and IRR) Method of evaluation: IFPRI baseline, External Assessment (2006) Results: ERR and FRR were reported to be 43% and 48% respectively. The return on investment for grains processing was 1.16 for 2 tons/8-hours capacity; and for groundnut oil extractor 1.74. Aquaculture and artisanal fisheries yielded an IRR of >61% Comments: There is no information provided in the analysis as to how many observations were used to generate the economic rates of return or the representativeness of the samples that were used to generate the data. IEG was not able to validate either reported result due to weaknesses in the construct of the impact assessment and due to the absence of evidence associated with the results reported in the completion report. The assessment did not measure change in income; it measured the change in value of the productive assets at the household level, before and after the launch of Fadama II. The project commissioned an external assessment in 2006, one year after the project began implementation.

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
P052 256	BR-MG Rural Poverty Reducti on	Brazil	'06/ '10	SURR /ARD	To assist the State of Minas Gerais to reduce high levels of rural poverty development	407 municipalities, focuses on the 100 municipalities with the lowest Human Development Index	1,860 subproject implemented and maintained by community associations	# of subprojects: 1,730 % of subprojects productive: 54% (934) Productive Activities: What was evaluated: 22 subprojects (2%) Method of evaluation: Financial and Economic analysis at completion; Physical Performance Review and Qualitative Study of Perceptions Results: 57% of beneficiaries reported an increase in incomes and 43 percent an increase in employment, (ICR, p. vi). A 2010 study found that "59 percent [of beneficiaries] acknowledged that subprojects brought opportunities for additional income and employment" (ICR, p. 20). Neither source quantifies the magnitude of the increases, nor is it clear how much of it is attributable to the project. No evidence was provided on the number of jobs and incremental income generated. Comments: Only 22 subprojects representing the dominant types of infrastructure and productive subprojects (water supply, farm mechanization and milk cooling units). However, these were not randomly sampled. The subprojects selected were those "considered by knowledgeable people to be moderately successful, that is, the sampled units were not limited exclusively to very successful subprojects" (ICR p. 32)—implying that unsuccessful projects were not included in the sample. Further, the share of successful and unsuccessful projects is not known.
P096 439	MN- Sustain able Livelihoods II	Mongolia	'07/ '13	SURR /ARD	To enhance secure and sustain livelihoods in communities throughout Mongolia	Fadama areas	Incremental employment generated from subproject investments (Not known due to lack of evaluation study); Increase in social welfare of rural communities (not measured); Number of communities successfully graduated from the program and successfully linked to other financing (Not measured)	# of subprojects: 626 % of subprojects productive: 48% (300) Productive Activities: N/A What was evaluated: N/A Method of evaluation: N/A Results: Efficiency of the community subprojects was not assessed. The four subproject case studies prepared for the mid-term review do not shed much light on the overall efficiency of the project. The largest single category—productive subprojects—consisted of a series of "very small-scale" initiatives that were apparently diffuse in their impact, lacked technical guidance, did not pay enough attention to market prospects and were targeted mostly for local sale or consumption and to complement income and subsistence Comments: Actual impact of these investments on livelihoods was not measured. Incremental employment generated unclear due to lack of evaluation
P082 621	NWFP Community Infrastructure II (CIP2)	Pakistan	'04/ '09	SURR /ARD	To promote the well-being of low income communities of North West Frontier Province (NWFP) by: (a) supporting investments in community development	Poverty and Area Targeting	Household income improved	# Of subprojects: 647; 1,431 schemes % of subprojects productive: unclear Productive Activities: Street pavements (548 schemes/38%), drainage (463 schemes/32%), water supply (221 schemes/15%), roads (179 schemes/13%), and others (20 schemes/2%). What was evaluated: 16 (1%) Method of evaluation: Estimates/ data from PCSU financial management section and interview with CCB representatives in Islamabad and Peshawar Results: ERRs ranged from 15.8% for street pavements to 19.2% for the water schemes, significantly lower than the ex-ante analysis in the project appraisal documents (PAD).

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
					activities, basic services and small-scale productive infrastructure; and (b) strengthening capacity at the new devolved local government and community levels, to plan and deliver such services and infrastructure.			Comments: Due to security constraints the ICR team was unable to collect data through field visits. The ex post economic analysis is based on the data provided by the PCSU Finance Section and similar data gathered from other projects such as the Pakistan Poverty Alleviation Fund Project, Azad Jammu & Kashmir CISP, and NWFP CIP-I. The ICR interviewed CCB representatives who attended at the two workshops held in Islamabad and Peshawar over a total of 16 schemes. The Project was implemented in 9 regions of NFWP. However, more than 50% of the project funds were spent in only two regions, Bannu and Mardan. The reasons for such higher shares of these two regions were: (a) political influence at the province level; (b) readiness in both administrative/technical capacity to implement such higher volumes of work; and (c) ability of financial contributions. Metrics issue: there was no target value for improvements in household income nor direct measurement of improvements for target beneficiaries
P098 378	BF-APL 2 Com Based Rur Dev II	Burkina Faso	'07/ '13	SURR /ARD	To support capacity building and investment activities at the local level, through the newly created rural communes. Phase 2 will support the 302 rural communes with capacity building to enable them to take the lead on local development challenges, and a formula-based envelope will be made available for investment activities. Rural communes will provide onward	Poverty and Area Targeting	At least 70 % of Subprojects achieved and fully functional two years after completion.	# of subprojects: 1,315 % of subprojects productive: 79% (1,034) Productive Activities: Ag-related (farm mech, agroprocessing, horticulture, livestock; 96%, Fisheries (<1%), Trade (shops, market stalls; 4%) What was evaluated: 143 randomly selected subprojects (11%) Method of evaluation: Survey Results: ERR 23%, assumed interest rate 20%; FRR 47%. Pro-poor impact of investments came from improved farm productivity and food supply, diversification and increased access to services. Direct and indirect employment generated Comments: Positive ERR is somewhat balanced by a very high assumed interest rate (20%) which reduced real returns on investment.

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
					transfers to villages within their locality, based on a transparent selection process.			
P100791 (AF P050875)	BR Cear� Rural Pov. Add'l Financi ng	Brazil	'06/'09	Agriculture / ARD	See original project: P050875	Area Targeting	No. of families benefited from subproject (SP) investments	<p># of subprojects: 2,932 subprojects</p> <p>% of subprojects productive: 18% (531)</p> <p>Productive Activities: Ag mech (70%), stone grinding, cashew nut prod., hammock prod. and small irrigation schemes, honey, fruit prod. and processing</p> <p>What was evaluated: 18 ag mech subprojects in Cear�, unclear what other specific projects</p> <p>Method of evaluation: baseline study (FECAMP 2005); two physical performance studies (2004, 2009); the Cear� portion of the Binswanger (2006) quasi-experimental evaluation study, a final Evaluation Report (2009); Borrower Completion Report (SDA/COPPE, 2009)</p> <p>Results: while stone grinding and cashew nut production (IRR of >50 and 45%) are economically and financially sustainable, the same cannot be said with respect to hammock production (<1% IRR), which is clearly unsustainable as currently conducted, while small irrigation schemes barely reach an IRR of 10%. The average rate of return on tractors studied is 18%. Overall ERR of 13%. Average annual household income rising 40% in the period from August 2003 - July 2004 with income from agricultural production up 29%, from consumption of own production up 53%, and from work off-farm up 27%. Total generated employment in ag mechanization, rural electrification and other subprojects at 20,350 jobs.</p> <p>Comments: It is unclear how many subprojects were evaluated. The distribution of such subprojects also followed a different path than planned at appraisal with Area 3 municipalities (wealthier area) obtaining two to three times as many subprojects as the poorest municipalities in Area 1</p>
P101359 (AF P050881)	BR - Piaui Rural Pov. Add'l Financi ng	Brazil	'07/'10	Agriculture / ARD	See original project: P050881	Area Targeting	Number of families benefited from subproject investments	<p># of subprojects: 1,902 subprojects</p> <p>% of subprojects productive: 21% (400)</p> <p>Productive Activities: Tractor (36%), Beekeeping (20%), Small Animal Husband (17%), Agroprocessing centers (14%), Cashew Prod. Processing (10%), Other (2%)</p> <p>What was evaluated: 20 subprojects (1%), drawn from the four most common subproject types financed: water supply, rural electrification, tractors, and honey production at end; 40 subprojects (5 productive) at MTR</p> <p>Method of evaluation: Quasi-experimental survey by Binswanger (2009), four physical performance studies (PPS, 2004, 2009 and 2010)</p> <p>Results: For the cases studied that were at least moderately successful, the economic rates of return were as follows: [...] tractors (17-35 percent) and honey production (43-63 percent). Limited evidence in the ICR to suggest that the project significantly increased incomes and employment. Direct employment generated was estimated at only 2,550</p>

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
								<p>jobs (0.02 jobs per beneficiary family)</p> <p>Comments: It is unclear how many subprojects there were in each category. A major issue is that evaluated subprojects were not randomly selected; the project team noted that the cases represented subprojects considered by knowledgeable people to be moderately successful. Although the sampled units were not limited exclusively to very successful subprojects, they seem to have excluded unsuccessful projects.</p>
P101 507 (AF P066 170)	BR (AF)RG N RulPov Red	Brazil	'08/ '10	Agric ulture /ARD	See original project: P066170	Area and Poverty Targeting	Evidence of improved living conditions at beneficiary household level; Proportion of productive investments; generating full-time employment for beneficiary families; ERR for productive subprojects exceed 12%;	<p># of subprojects: 2,610</p> <p>% of subprojects productive: 44% (1,148)</p> <p>Productive Activities: Milk production, irrigated agriculture, fishing and crafts</p> <p>What was evaluated: 13 subprojects (1%)</p> <p>Method of Evaluation: The "baseline" study was not conducted until 2010, seven years later. Quasi-experimental survey by Binswanger (2009), four physical performance studies (PPS, 2004, 2009 and 2010); a 2005 "Evaluation of Results"</p> <p>Results: ERR of 27 %; Other data that the ICR presents does not show significant income and employment gains. Data derive from only 12 subprojects implemented in Rio Grande do Norte, whose representativeness cannot be vouched for. There was no statistically significant difference between the treatment and the control group</p> <p>Comments: Weak reporting makes understanding impact and results difficult. IRR in ICR is not credible, given the small number of case studies, the nonrandom nature of their selection, and the incompleteness of the economic analysis for those subprojects included as case studies. The 13 subprojects chosen spanned the range of subproject types but only 6 were subjected to full economic and financial analysis. The project team provided the additional information that the subprojects were selected to be "typical," but it is not clear whether this comprised only successful projects. The share of unsuccessful projects is not reported. The ICR notes that "Statistical extrapolations for the entire universe of subprojects were neither intended nor possible".</p>
P110 617 (AF P093 787)	BR (AF) Bahia State Integ. Pr Rural	Brazil	'10/ '14	Agric ulture /ARD	See original project: P093787	Poverty Targeting. No Area Targeting	2,500 subprojects (SP) implemented and maintained by community associations; income	<p># of subprojects: 1,588 in 391 municipalities</p> <p>% of subprojects productive: 50% (785)</p> <p>Productive Activities: ag mech (431 tractors), manioc mills (94) and a range of ag processing</p> <p>What was evaluated: 27 randomly selected projects (19 ag mech; 5 manioc flour mills; and 3 honey processing)</p> <p>Method of evaluation: Random sampling; use of proxy estimates from similar subproject</p> <p>Results: Negative or zero IRR for most subprojects under drought conditions. Other evidence indicates that the project annually created an estimated seasonal 1,050 jobs. Even taking the impact of drought into account and the modest scale of most investments, the project's productive activities demonstrated capacity to increase income.</p> <p>Comments: There is some inconsistency in the percentage of each type of subprojects; the IRR and ERR are negative, and the subprojects</p>

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
								evaluated range from 4% to 5%. Estimated rates of return under nondrought conditions showed better results, but the data used for these estimates were also based on unspecified secondary data.
P114 775 (AF P093 640)	HT (AF) Comm unity- Driven Develo p Project	Haiti	'09/ '13	Agric ulture /ARD	See original project: P093640	Poverty Targeting	Number of communes (municipalities) successfully managing direct transfer to CBOs for community subprojects (SPs); Percentage of rural/peri-urban poor with access to basic social and economic infrastructure; CBOs officially constituted and participating in COPRODEPs; Number of households expressing awareness of PRODEP and its objectives, activities and means of access; Residents in project area with access to basic social and economic infrastructure; %productive/income-generating subprojects are operational 3-6 months after completion; %population in project area express awareness of PRODEP and its objectives, activities and means of access; percent of CBO members express a positive change in terms of their organizational capacity and ability to work together constructively	# of subprojects: 1,687 % of subprojects productive: 33% (553) Productive Activities: Livestock (28%), Grain mills (24%), Community stores (24%), Agroprocessing (10%), Animal traction (4%), fisheries (2%), Chicken farms (2%), Agricultural production intensification (10%), Other (4%) What was evaluated: 16 subprojects in 2009 at MTR, 4 productive subprojects at end of project (FAO/CP) (<1%) Method of evaluation: Economic evaluation of subprojects conducted by FAO/CP of ten subprojects chosen from the most representative type of subprojects Results: Of the 4 productive subprojects, one had a negative ERR, one at 7% and two between 13 and 15%. A MTR study (2009) revealed that about 75% of productive SPs were under financial stress. Indicator: Percentage change in household assets, per capita incomes among project beneficiaries; Dropped: This indicator was dropped by AF1 as majority (81%) of SPs (infrastructure and social) did not have a direct impact on household income or assets. An estimated 75% of income-generating SPs showed varying financial issues at this stage Comments: Subprojects chosen for evaluation were not randomly selected and represented less than 1% of productive activities.
P118 139 (AF P093 640)	HT (AF) Rural CDD (PROD EP)	Haiti	'10/ '13	Agric ulture /ARD	See original project: P093640	Poverty Targeting	Number of communes (municipalities) successfully managing direct transfer to CBOs for community subprojects (SPs); Percentage of rural/peri-urban poor with access to basic social and economic infrastructure; CBOs officially constituted and participating in COPRODEPs; Number of households expressing awareness of PRODEP and its objectives, activities and means of access; Residents in project area with access to basic social and economic infrastructure; %productive/income-generating subprojects are operational 3-6	# of subprojects: 1,687 % of subprojects productive: 33% (553) Productive Activities: Livestock (28%), Grain mills (24%), Community stores (24%), Agroprocessing(10%), Animal traction (4%), fisheries (2%), Chicken farms (2%), Agricultural production intensification (10%), Other (4%) What was evaluated: 16 subprojects in 2009 at MTR, 4 productive subprojects at end of project (FAO/CP) (<1%) Method of evaluation: Economic evaluation of subprojects conducted by FAO/CP of ten subprojects chosen from the most representative type of subprojects Results: Of the 4 productive subprojects, one had a negative ERR, one at 7% and two between 13 and 15%. A MTR study (2009) revealed that about 75% of productive SPs were under financial stress. Indicator: Percentage change in household assets, per capita incomes among project beneficiaries; Dropped: This indicator was dropped by AF1 as majority (81%) of SPs (infrastructure and social) did not have a direct impact on household income or assets. An estimated 75% of income-

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COMMUNITY-BASED APPROACHES WITH PRODUCTIVE RNFE COMPONENTS

PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
							months after completion; %population in project area express awareness of PRODEP and its objectives, activities and means of access; percent of CBO members express a positive change in terms of their organizational capacity and ability to work together constructively	generating SPs showed varying financial issues at this stage Comments: Subprojects chosen for evaluation were not randomly selected and represented less than 1% of productive activities.
P119 152 (AF P087 145)	LK: Comm unity Livelihoods in Conflict -AF	Sri Lanka	'10/ '14	Agric ulture /ARD	See original project: P086747	Area and Poverty Targeting	Percentage of communities whose Rural population benefits from the program, % targeted households in focal villages have increased net income (farm and nonfarm) by at least 30%; % targeted households are members of CBOs/VDOs with satisfactory rating; % vulnerable people are VDO members and % of them obtain financing for livelihoods development; % village youth and ex-combatants assisted; No. of jobs created income, livelihood improvement.	# of subprojects: 3,554, 135,475 VSCO loans % of subprojects productive: Infrastructure: 3,554; VSCO loans: 100% Productive Activities: Loans: agriculture (70% of the total), animal husbandry (7%), small industries (20%) and other (4%); Infrastructure: bridges, irrigation, culverts, water distribution, sanitation improvement What was evaluated: 2,520 households in 9 districts (unclear over how many households, likely 200,249) Method of evaluation: Impact Assessment Results: Overall ERR at 22.4%, FRR at 23.7%. 39.9% incremental increase in income against the base year for 50% of the targeted households; 1,010 VOs were formed. Linkages were established with the Bank of Ceylon and some 95 staff of that bank were placed in bank branches to focus on project clients. 1,034 VOs from Phase I were given continued support; Phase II achieved 918 VSCOs with 19,200 small groups. The impact assessment found a 39.9% incremental increase in income against the base year for 50% of the targeted households. Comments: The ICR efficiency analysis was a generally thorough analysis based on a range of data, substantial coverage, and what seem reasonably conservative assumptions. However, the income data did not directly differentiate the poverty cohorts so it is not clear what share the poor achieved. The impact study did not provide detailed analysis of ground-level interventions or impacts, the focus was on statistical analysis of a questionnaire. The ICR notes that the impact study data "could not be disaggregated or attributed to subcomponent investments and was largely unusable for cost-benefit analysis. VSCO loans analysis was based on estimated returns from agriculture Animal husbandry loans are assumed to go to dairy production exclusively. A lack of detailed data for small industries and others prevent inclusion in this analysis
P094 735 (AF P084 329)	Emerg Nationa l Solidari ty - Supple mental	Afghanis tan	'05/ '07	SURR /ARD	See original project: P084329	Poverty Targeting	Number of villages with completed subprojects (with certificate of completion)	# of subprojects: 16,496 % of subprojects productive: 34% (roughly 5,542) Productive Activities: unclear, sectors were: Transport (21.5%), Livelihood (10.1%), Rural Development (1.9%), Agriculture (0.1%) What was evaluated: 45 subprojects (0.6%) across nine provinces and representing namely irrigation, power, transport, and drinking water supply Method of evaluation: Beneficiary Survey Results Results: Estimated ERR: 23.6%, and ranges between 19%-30% for 4 mentioned sectors. However, these results are likely to be underestimated due to unaccounted spillover effects and convergence of

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
								ongoing and proposed rural infrastructure, agriculture, and micro credit development projects Comments: Analysis is extremely limited by major sampling issues and lack of evidence: the small sample of project analyzed, the nonproductive nature of 3 out of 4 sectors, the absence of specific activities (as compared with sectors) and important assumptions ((ICR, Annex 3, page 25). Thus, the claim that “benefits have also been derived economically by: creating livelihood opportunities and direct forms of economic development through improved productive capacity and the provision of work in relation to certain NSP projects” (ICR, Annex 6, page 34) cannot be confirmed.
P086 270 (AF P084 329)	Emerg NSP (II supple mental)	Afghanis tan	'06/ '07	SURR /ARD	See original project: P084329	Poverty Targeting	Number of villages with completed subprojects (with certificate of completion)	# of subprojects: 16,496 % of subprojects productive: 34% (roughly 5,542) Productive Activities: unclear, sectors were: Transport (21.5%), Livelihood (10.1%), Rural Development (1.9%), Agriculture (0.1%) What was evaluated: 45 subprojects (0.6%) across nine provinces and representing namely irrigation, power, transport, and drinking water supply Method of evaluation: Beneficiary Survey Results Results: Estimated ERR: 23.6%, and ranges between 19%-30% for 4 mentioned sectors. However, these results are likely to be underestimated due to unaccounted spillover effects and convergence of ongoing and proposed rural infrastructure, agriculture, and micro credit development projects Comments: Analysis is extremely limited by major sampling issues and lack of evidence: the small sample of project analyzed, the nonproductive nature of 3 out of 4 sectors, the absence of specific activities (as compared with sectors) and important assumptions ((ICR, Annex 3, page 25). Thus, the claim that “benefits have also been derived economically by: creating livelihood opportunities and direct forms of economic development through improved productive capacity and the provision of work in relation to certain NSP projects” (ICR, Annex 6, page 34) cannot be confirmed.
P121 057 (AF P040 653)	ML:Ad d Fin - Rural Comm unity Dev Project	Mali	'11/ '13	SURR /ARD	See original project: P040653	No Targeting	% of the productive projects have generated average annual income per member superior to the daily poverty line	# of subprojects: 1,411 % of subprojects productive: 70% (987) Productive Activities: Agriculture (45%), Livestock (28%), Processing and trade (12%) Crafts (8%), Commercial facilities (8%) What was evaluated: 27 microprojects (3%): village garden (5), dry crop (10), livestock (5), processing & trade and crafts (3) Method of evaluation: 2 assessments of impact; Independent Impact Study (2013) Results: Estimated average ERR of 28.4%; very high ERR for each micro-project from 44% (Village Garden) to 186% (Crafts). 63% of the productive subprojects had generated average annual income per member superior to the basic poverty line. Comments: Low sample project areas and no clarity on how the ERR were estimated bring forth reasons to question the results. The economic and financial analysis was not carried out independently by the World Bank, It calculates ERRs for a very small, reportedly “representative”, sample of subprojects implemented under component

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PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
P080 819 (AF P081 968)	NP PAF Supple mental	Nepal	'07/ '09	SURR /ARD	See original project: P081968	Area and Poverty Targeting	n/a	<p>3. Lack of a baseline study on beneficiary livelihoods or incomes and the fact that incomes were only assessed on the basis of a sample of the various types of productive investments limits available evidence.</p> <p># of subprojects: 6,315</p> <p>% of subprojects productive: 81% (5,099)</p> <p>Productive Activities: Livestock, grocery shops, hand bag production</p> <p>What was evaluated: Unclear: IE considers 6 districts out of 25 and 115 over 656 villages, ICR mission: 12 Comm Org. interviews in 2 districts for the Economic analysis (5,530 COs and 19 districts)</p> <p>Method of evaluation: Tribhuvan University IE</p> <p>Results: All selected subprojects are financially and economically viable and generate FRRs ranging from 108% to 847% (ERR 18%-62%).</p> <p>Increased income is observed in both program and control areas between two periods, and the difference is higher in program area than in control area. This is a positive sign, although it is important to keep in mind that the follow-up survey was conducted in the same year that 64% of the beneficiaries received their funds and the majority of them had not started repayment of interest or principal. Without adequate technical or veterinary support, a government audit reported that the majority of the livestock perished in two districts, leaving several households indebted but without any additional income. A later IE finds that 66% of households covered under PAF in the newer districts achieved a minimum income increase of 15% and an average income increase of 82.5% in real terms. The percentage of PAF beneficiary households with food insufficiency for 3 months or less dropped from 13.8% in 2007 to about 5.5% in 2010 compared with a 6.8% reduction for nonbeneficiary households; percentage of PAF beneficiary households with food insufficiency of 6 months or less decreased from 40% in 2007 to 33% in 2010 compared with a 9% increase in non-PAF households over the same period. Employment (number working hours per week) in the project area increased by 18%, but this was lower than the 27% recorded in the control area.</p> <p>Comments: No clarity on Economic and financial analysis results due to the extremely low number of COs interviewed, the IE provides enough other data to make a judgment</p>
P121 631 (AF P089 297)	Additio nal Financi ng- Solomo n Islands RDP	Solomon Islands	'11/ '15	SURR /ARD	See original project: P089297	Area and Poverty Targeting	Percentage decrease in travel time to access improved water supply sources; Percentage of villages with satisfactory access to infrastructure and/or services; Percentage of households who have changed agricultural practices, including varieties, as a result of agricultural advice	<p># of subprojects: 360, AG extension activities: 1,084, Rural Enterprise Development (SEF): 65 recipients</p> <p>% of subprojects productive: <1% (3), AG Ext: 60% (651), Rural Enterprise Devl: 100%</p> <p>Productive Activities: Market building, AG Ext: Cash Crop (53%), Livestock (34%), Resource Management (13%), Farmer Association (<1%); SEF: Agriculture (30%), Transport and Shipping (19%), Tourism (16%), Infrastructure (16%), Retail (4%), Energy (4%), Other (10%)</p> <p>What was evaluated: N/A</p> <p>Method of evaluation: N/A</p> <p>Results: ERR Education: 19%, Health: 12%, Solar Power: 39%, WASH: 21%.</p> <p>Comments: due to the lack of information or rigorous evaluation of past activities, the absence of basic agricultural data on yields and farm systems, the demand-driven nature of the investments and the</p>

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COMMUNITY-BASED APPROACHES WITH PRODUCTIVE RNFE COMPONENTS

PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
								substantial nonquantifiable benefits. The analysis in this section assesses where possible the project effectiveness and efficiency for each of the components based on a mix of surrogate measures and anecdotal information including some limited ex post analyses conducted using RDP I Component 1 data during design of RDP 2.
P104 483 (AF P053 578)	BD: SIPP Additio nal Financi ng	Banglade sh	'07/ '11	SURR /ARD	to develop effective and efficient financing and institutional arrangements for improving access to local infrastructure and basic services through the implementation of community-driven small-scale infrastructure works and social assistance programs	Poverty and Area targeting. Poor, rural and socially excluded households. Five districts (Jamalpur, Gaibandha, Rangpur, Sirajganj, Barisal)	No. of hardcore poor and poor benefiting from the project, No. of youth employed or self-employed, No. of employment days generated for the flood effected community in the target villages through the provision of community infrastructure works	# of subprojects: 2,092 subproject, 110,000 microloans % of subprojects productive: 100% microloans Productive Activities: Livelihood loans: goats, poultry or cattle rearing (62%); small trade business, (19%); rickshaws (8%); Paddy Husking (5%), Agriculture and fisheries (6%) What was evaluated: Only benefits from IGAs were calculated Method of evaluation: field interviews with 3,768 people, independent final impact assessment Results: Estimated ERR: 24.7%. household incomes are estimated to have increased by about \$16/month, corresponding to a doubling of the family income. 7,941 out of 10,660 youth who received training were employed. out of another 776 youth who accessed loans (59% of target), 450 youth were employed (34% of target). Out of 17,710 most vulnerable (hardcore poor) who have received one-time grant, 14,361 graduated to accessing loans from Village Community Organizations and started income-generating activities Comments: unclear number of project evaluated
P115 524 (AF P098 949)	ADDIT IONAL FINAN CING - VIP 2	Kyrgyz Republic	'10/ '14	SURR /ARD	See original project: P098949	Area and Poverty Targeting	Number of financially viable microprojects ; Number of jobs created in beneficiary communities Number of Jobs created in beneficiaries communities	# of subprojects: 4,619 % of subprojects productive: 19% (898) Productive Activities: Sewing Shops(16%), Autorepair(13%), Carpenter(10%), Veterinary stations (7%), Beauty salons(4%), Other(49%) What was evaluated: 133 projects (15%) Method of evaluation: Randomized sample Results: FIRR were 59% for carpentry/furniture shops, 20% for confectionary shops, 128% for mini-bakeries, 74% for veterinary service stations, and 193% for mini-shops. Income-generating activities on average yielded positive results, although some small businesses had negative returns. Comments: ex post ERR only samples gathered data for 133 randomly selected microprojects by ARIS, although book-keeping is not a common practice in Kyrgyz Republic and data might not be precise; and the data was collected one year after the investment. There was also no specific indicator or target value to monitor the objective of "Private group-owned small-scale enterprise development" in the results framework.
P125 504 (AF)	MN - 2nd Sustain able	Mongoli a	'11/ '13	SURR /ARD	See original project: P096439	Area and Poverty Targeting	n/a	# of subprojects: 6,239 ; 49,074 loans % of subprojects productive: 81%(5,066) Productive Activities: Infrastructure, business centers, provision of transport for doctors, trash collection, fodder and hay making,

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COMMUNITY-BASED APPROACHES WITH PRODUCTIVE RNFE COMPONENTS

PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
P096 439)	Livelihoods (AF)							<p>preservation of winter pasture, and vaccination of livestock</p> <p>What was evaluated: 16 subprojects (0.3%)</p> <p>Method of evaluation: 3 Beneficiaries Impact Surveys, End of project survey</p> <p>Results: ERR done only for infrastructure component, average at 33%, ranging from 13% (Ultrasound machine) to 69% (bridge for small vehicles). Returns on investments from loans varied between around 20% for trading to around 50% for services manufacturing and husbandry. Key actions taken include preparation of fodder and hay making, preservation of winter pasture, and vaccination of livestock.</p> <p>For the MDF component, a total of 49,523 subborrowers (beneficiaries) in 284 slums benefited from the interventions and a cost-benefit analysis show that the MDF interventions were costs efficient with cost per beneficiary ranging from MNT968 (\$0.58) in Khovsgol Aimag (22 slums benefited from the loan facilities) to MNT3,388 (\$2.25) in the city of Ulaanbaatar (9 districts benefited from loan facilities).</p> <p>Comments: The analysis focused only on 16 subprojects/interventions at some level with identifiable financial and economic benefits to the beneficiaries. Also the ICR does not provide any information on whether the 16 projects were randomly selected. It is not clear if there was cherry picking of profitable projects. In addition, the assumptions for benefit and cost streams were not provided.</p>
P125 855 (AF P087 145)	LK: AF Community Livelihoods in Conflict	Sri Lanka	'11/ '14	Water /ARD	See original project: P086747	Area and Poverty Targeting	Percentage of communities whose Rural population benefits from the program, % targeted households in focal villages have increased net income (farm and nonfarm) by at least 30%; % targeted households are members of CBOs/VDOs with satisfactory rating; % vulnerable people are VDO members and % of them obtain financing for livelihoods development; % village youth and ex-combatants assisted; No. of jobs created income, livelihood improvement.	<p># of subprojects: 3,554, 135,475 VSCO loans</p> <p>% of subprojects productive: Infrastructure: 3,554; VSCO loans: 100%</p> <p>Productive Activities: Loans: agriculture (70% of the total), animal husbandry (7%), small industries (20%) and other (4%); Infrastructure: bridges, irrigation, culverts, water distribution, sanitation improvement</p> <p>What was evaluated: 2,520 households in 9 districts (unclear over how many households, likely 200,249)</p> <p>Method of evaluation: Impact Assessment</p> <p>Results: Overall ERR at 22.4%, FRR at 23.7%. 39.9% incremental increase in income against the base year for 50% of the targeted households; 1,010 VOs were formed. Linkages were established with the Bank of Ceylon and some 95 staff of that bank were placed in bank branches to focus on project clients. 1,034 VOs from Phase I were given continued support; Phase II achieved 918 VSCOs with 19,200 small groups. The impact assessment found a 39.9% incremental increase in income against the base year for 50% of the targeted households.</p> <p>Comments: The ICR efficiency analysis was a generally thorough analysis based on a range of data, substantial coverage, and what seem reasonably conservative assumptions. However, the income data did not directly differentiate the poverty cohorts so it is not clear what share the poor achieved. The impact study did not provide detailed analysis of ground-level interventions or impacts, the focus was on statistical analysis of a questionnaire. The ICR notes that the impact study data "could not be disaggregated or attributed to subcomponent investments and was largely unusable for cost-benefit analysis. VSCO loans analysis was based on estimated returns from agriculture Animal husbandry loans are assumed to go to dairy production exclusively. A</p>

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COMMUNITY-BASED APPROACHES WITH PRODUCTIVE RNFE COMPONENTS

PID	Name	Country	APP/ Close FY	GP/ Sector	Project Development Objective	Targeting	Metrics	Results
P146 021 (AF P089 297)	AF2 - SI Rural Develo pment Progra m	Solomon Islands	'14/ '15	SURR /ARD	See original project: P089297	Area and Poverty Targeting	Percentage decrease in travel time to access improved water supply sources; Percentage of villages with satisfactory access to infrastructure and/or services; Percentage of households who have changed agricultural practices, including varieties, as a result of agricultural advice	<p>lack of detailed data for small industries and others prevent inclusion in this analysis</p> <p># of subprojects: 360, AG extension activities: 1,084, Rural Enterprise Development (SEF): 65 recipients</p> <p>% of subprojects productive: <1% (3), AG Ext: 60% (651), Rural Enterprise Development: 100%</p> <p>Productive Activities: Market building, AG Ext: Cash Crop (53%), Livestock (34%), Resource Management (13%), Farmer Association (<1%); SEF: Agriculture (30%), Transport and Shipping (19%), Tourism (16%), Infrastructure (16%), Retail (4%), Energy (4%), Other (10%)</p> <p>What was evaluated: N/A</p> <p>Method of evaluation: N/A</p> <p>Results: ERR Education: 19%, Health: 12%, Solar Power: 39%, WASH: 21%.</p> <p>Comments: due to the lack of information or rigorous evaluation of past activities, the absence of basic agricultural data on yields and farm systems, the demand-driven nature of the investments and the substantial nonquantifiable benefits. The analysis in this section assesses where possible the project effectiveness and efficiency for each of the components based on a mix of surrogate measures and anecdotal information including some limited ex post analyses conducted using RDP I Component 1 data during design of RDP 2.</p>
P130 667 (AF P098 949)	AF2 for VIP 2	Kyrgyz Republic	'13/ '14	SURR /SD	See original project: P098949	Area and Poverty Targeting	Number of financially viable microprojects ; Number of jobs created in beneficiary communities Number of Jobs created in beneficiaries communities	<p># of subprojects: 4,619</p> <p>% of subprojects productive: 19% (898)</p> <p>Productive Activities: Sewing Shops(16%), Autorepair(13%), Carpenter(10%), Veterinary stations(7%), Beauty salons(4%), Other(49%)</p> <p>What was evaluated: 133 projects (15%)</p> <p>Method of evaluation: Randomized sample</p> <p>Results: FIRR were 59% for carpentry/furniture shops, 20% for confectionary shops, 128% for mini-bakeries, 74% for veterinary service stations, and 193% for mini-shops. Income-generating activities on average yielded positive results, although some small businesses had negative returns.</p> <p>Comments: ex post ERR only samples gathered data for 133 randomly selected microprojects by ARIS, although book-keeping is not a common practice in Kyrgyz Republic and data might not be precise; and the data was collected one year after the investment. There was also no specific indicator or target value to monitor the objective of "Private group-owned small-scale enterprise development" in the results framework.</p>

Note: AF = additional funding; ARD = Agricultural and Rural Development; ERR = economic rate of return; FAO = Food and Agriculture Organization; FY = fiscal year; IRR = internal rate of return; PAD = project appraisal document; VIP = Village Investment Program.

Appendix C. Crop Value Chains

PID	Name	Country	APP / Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
P088 268	RISP SUPP LMT	Moldova	'04/'06	To foster post-privatization growth in the agricultural sector by improving the access of new private farmers and rural businesses to what they need to succeed - knowledge, markets, and finance.	Provide technical and financial assistance to promote the formation of viable farmer organizations (Fos) and agribusiness, including providing full information and required documents for registering enterprises, confirmation of the legal status of newly privatized agribusinesses, and other legal and institutional support for new agribusiness enterprises, and establish a business advisory and marketing support service infrastructure for postcreation, business development support to new, private, farmer organizations and agricultural and rural entrepreneurs; access to finance through three credit line facilities, including a general commercial credit line, a special credit line with a "matching grant"; and a microfinance credit line	No area targeting reported	Private farmers and rural entrepreneurs.	Did not report on relevant economic impacts	Did not plan or report on relevant skills/training
P075 184	PH: Diversified Farm Income & Mkt. Devt	Philippines	'04/'09	To assist the Government of the Philippines to strengthen the capacity of its Department of Agriculture to provide market-oriented services to increase agricultural competitiveness and rural incomes	Access to market, including better market information and services in building market linkages between growers, traders, processors and exporters country-wide; and market development investments to expand markets for crop, livestock and fishery products	These include Region 10 (Bukidnon; a large producer of vegetables, fruits, corn and livestock); Region 7 (Cebu and Negros Oriental; primarily producing vegetables, fruits and agriculture); Region 6 (Iloilo and Panay Island: with particular attention to	The Department of Agriculture as well as the participating members of the private sector and local government units (LGUs) in the four focus areas	Did not report on relevant economic impacts	Capacity building interventions targeted at farmers/growers/fishers associations with the aim of enabling these organizations to expand their reach to more small-scale and medium-scale producers, as well as, women and men farmers shall be undertaken to allow them to embark on more organized and synchronized production and marketing of their commodities

APPENDIX C CROP VALUE CHAINS

PID	Name	Cou ntry	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
						aquaculture), and the Cordillera Administrative Region (CAR, a large producer of vegetables and fruits).			
P087 011	RUR ENT & AGRI C DEVT	Arm enia	'06/'10	To support the development of Armenia's small and medium-scale rural businesses by improving the ability of farmers and rural entrepreneurs to access markets and by stimulating market-oriented private and public investments in rural areas	Support for small rural businesses and agroprocessors, through enhanced rural financial services, promotion of rural business linkages to improve market access and links between producers and processors; training to promote lending skills, facilitate use of suitable financial instruments and provide long-term capital, assist emerging rural business to introduce innovative business mechanisms and improve market linkages	Targeted vulnerable people in mountainous areas and focusing on strengthening the livestock sector competitiveness mainly to meet the growing demand on the domestic market. No other justification was provided	Small and medium-scale farmers and rural entrepreneurs	Targeted income increase surpassed by 170%: a survey covering 52 of the 132 rural business entities participating in the project with established links to farmers reports around 27% income increase. Baseline value was not provided.	a) Support capacity building of participating financial institutions (PFIs) to promote requisite lending skills and to facilitate the development and widespread use of suitable financial instruments and methodologies; and (b) provide badly needed long-term capital for on-lending to farmers and farmer groups, agroprocessors, and other agribusinesses through qualifying PFIs. The participatory capacity building and investments improved the community planning skills and organization potential. Regional governors report a higher degree of mobilization and organization in the communities which are now able to better prioritize their development needs and access financing available through other government and/or donor programs. They are also helping the communities in generating new cash earnings, which are used to cover other individual and shared priority investment needs.
P115 686 (AF P087 011)	RUR ENT & AGRI C DEVT	Arm enia	'06/'10	To support the development of Armenia's small and medium-scale rural businesses by improving the ability of farmers and rural entrepreneurs	Support for small rural businesses and agroprocessors, through enhanced rural financial services, promotion of rural business linkages to improve market access and links between producers and processors; training to promote lending skills, facilitate use of suitable financial instruments and	Targeted vulnerable people in mountainous areas and focusing on strengthening the livestock sector competitiveness mainly to meet the growing demand on the domestic market.	Small and medium-scale farmers and rural entrepreneurs	Targeted income increase surpassed by 170%: a survey covering 52 of the 132 rural business entities participating in the project with established links to farmers reports around 27% income increase. Baseline value was not provided.	a) Support capacity building of participating financial institutions (PFIs) to promote requisite lending skills and to facilitate the development and widespread use of suitable financial instruments and methodologies; and (b) provide badly needed long-term capital for on-lending to farmers and farmer groups, agroprocessors, and other agribusinesses

APPENDIX C

CROP VALUE CHAINS

PID	Name	Country	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
				to access markets and by stimulating market-oriented private and public investments in rural areas	provide long-term capital, assist emerging rural business to introduce innovative business mechanisms and improve market linkages	No other justification was provided			through qualifying PFIs. The participatory capacity building and investments improved the community planning skills and organization potential. Regional governors report a higher degree of mobilization and organization in the communities which are now able to better prioritize their development needs and access financing available through other government and/or donor programs. They are also helping the communities in generating new cash earnings, which are used to cover other individual and shared priority investment needs.
P065 463	CN- Jiangxi Integrated Agric. Mod- ern.	China	'04/'10	to improve the livelihood of rural households in Jiangxi Province through establishment of integrated, economically and environmentally sustainable, and market-driven agricultural production systems focusing on productivity and agricultural output of high quality and value.	Removing bottlenecks and strengthening distribution and agro-enterprises providing farm inputs or processing and marketing in a competitive market-economy environment; improving the agricultural marketing system by renovating, upgrading and construction of agricultural product markets, and thereby increasing farmers' access to markets; providing market development support to various entities, such as strategic market studies, investments into testing and grading equipment; enterprise specific training programs and	Jiangxi Province	Households benefiting from agroprocessing and marketing activities and training and extension outreach	1) Annual average income per capita for farmers increased from \$332 to \$508: The annual average income per capita for project farmers exceeded the target value by 11%, 2) % Farmer loan repayment rate (target 100%), achieved. 3) FRR of 35% for 16 enterprises including pepper processing unit, orange processing unit, tea-seed oil unit, and vegetable processing unit, etc. Investment costs included civil works (land preparation and buildings), equipment, vehicles, training and technical assistance	Use of advanced technology was supported, including eater use of plastic tunnels for intensive vegetable growing and over 188,000 days of farmer training as well as training of staff at the township and village level.
P078 544	RURAL DEVT	Georgia	'05/'11	To develop the productivity and profitability of the private	Agricultural supply chain development, including efficient development of marketing supply chains for commodities that have a	Rural areas were targeted but no justification was provided	A broad range of private sector operators in the country's agriculture and agribusiness sectors, ranging from small and medium-size farmers, to	Improved incomes for farmers and enterprises from activities supported under the project. Baseline value was 0 and actual figure was 28.3 %	The project was successful in building capacity of the participating financial institutions. It delivered necessary training to credit officers in appraisal of rural

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PID	Name	Cou ntry	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
				agriculture sector	demonstrated market potential, with the view to expand profitable domestic and export market opportunity, supply chain analysis, technical assistance, training, and studies, support agribusiness firms in identifying regulatory, technological, contractual, and investment constraints and assist in the development of marketing plans, supply chain linkages, contractual agreements, and investment proposals, including farmer linkages to agribusinesses and markets, support for the development of product certification, quality testing and labeling standards, and rural finance to processors and agribusiness enterprises involved in the marketing supply chains of marketed agricultural commodities		agricultural processors, as well as other private, supply chain-integrated entities.		investments and delivery of new financial products
P071094	CN - Poor Rural Communities Development	China	'05/'11	To improve livelihood security, and achieve a sustained participation of the rural poor in project design, implementation, and in the monitoring and evaluation aspects within the three project provinces	Enhance the management of food safety controls and quality certification along the value chain; improve agribusiness marketing by strengthening market information systems, and developing market-oriented infrastructure.	18 counties in Sichuan, Yunnan, and Guangxi. The two provinces and one Autonomous Region are in China's lagging western region, and all 18 counties are nationally designated poor counties. All of the project villages in Yunnan and Guangxi are designated key poor villages, and two-thirds of the project villages in Sichuan are designated key	poor, farmers	Project farmers' per capita incomes increased by 12% per year, which is greater than that of nonproject villages (9%), the national average for rural areas (9.2%), and all nationally designated poor counties (10%). Project farmers' per capita consumption increased at 8.7% per year, which is greater than that of the national average (7.5%) and of all nationally designated poor counties (8.1%). Decline in poverty incidence over the project implementation period: in Sichuan, Yunnan and Guangxi provinces it declined from about 35% to 6%, 62% to 32% and 80% to 31%, respectively. Although the poverty incidence targets set at appraisal were not fully achieved, the reduction is	The project provided training services to the adults in the project villages with a focus on functional literacy education and practical technical skills.

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						poor villages. Ethnic minority people comprise two-thirds of project's primary target group, and include people of the Yi, Wa, Dai, Lahu, Zhuang, Miao, Molao, Dong, Maonan and other groups. Eleven of the project's 18 counties are ethnic minority autonomous counties.		considered significant. From 2006 to 2010, the incidence of poverty declined from 15.9% to 9.3% in the project area, registering a total reduction of 6.6 percentage points. This reduction in poverty incidence outperformed the national average of 1.8 percentage points over the same period	
P058 015	AG POST PRIV ASSIS T (APL #2)	Kaza khst an	'05/'11	To enhance the access to commercial financial services by farmers and small/medium-size rural enterprises.	Support for the government's recently enacted crop insurance program, including training and investment in weather data infrastructure; expand the use of nontraditional financial instruments in rural areas, including helping commercial banks and leasing companies accelerate rural investment lending by expanding the use of nontraditional instruments like leasing of agricultural machinery, and the use of structured finance for selected supply chains, a credit facility for on-lending to agribusinesses, and other viable rural enterprises; Rural microfinance including support product innovation, facilitate access of MFIs to commercially sourced funds, benchmarking and filling some knowledge gaps, and provide on-lending resources to expand outreach, as a stopgap measure toward commercial funding sources	No area targeting reported	Small-scale farmers and rural SMEs	<i>Did not report on relevant economic impacts</i> (Not in results framework - According to Eurasian Bank data, during the implementation of the credit line some 2,068 new jobs were created, which is believed to contribute to employment generation and increased incomes in rural areas)	<i>Did not plan or report on relevant skills/training</i>
P110 940	BI PRAS	Buru ndi	'08/'11	To contribute to restoring	PRASAB seeks to directly improve food security by	The Project will have a national	Smallholder farmers	26% net profit increase for 62% of beneficiaries	Capacity building of producer organizations and local

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(AF P064 558)	AB Suppl ement			the productive capacity and livelihoods of rural population in Burundi through economically and ecologically sustainable investments	revitalizing and diversifying agricultural production and establishing sustainable land management. The project responded to the priorities of Burundi's Interim poverty reduction strategy paper, including: (i) raising production and productivity and diversifying sources of income in rural areas; (ii) Improving the quality of services and their delivery to farmers; (iii) improving the institutional framework for better access to markets and appropriate policy planning and implementation; and (iv) promoting sustainable land use and improving natural resource management. Burundi's full PRSP of August 2007 continued to emphasize these priorities.	coverage. However, in practice the provinces where the Project will operate will depend on a number of factors, such as the number of producer organizations available for or interested in Project activities; agricultural potentials and opportunities; ongoing activities with which PRASAB operations could link; and other development agencies supporting producer organizations or micro-Project investments in the province.			communities would be based on training needs and resulting training plans, linked to the productive and sustainable land management subprojects, and offered by contracted local implementing agencies.
P102 316 (AF P006 010)	AR Prov Ag Devt I Add'l Financ e Ln742 5-AR	Arge ntina	'07/'11	to: (i) increase and diversify agricultural production and exports through intensifying land use, increasing productivity per hectare, and introducing new crops and modern varieties; (ii) increase and stabilize the agricultural	Technical assistance and investments in agricultural competitiveness and/or agricultural productive investments subprojects, including public infrastructure and services (with complementary private off-farm investments)	National and provincial targeting, based on province eligibility. No poverty targeting	120,000 small and medium-sized commercial farmers whose agricultural incomes would be increased and stabilized	Annual incomes increases of beneficiaries ranged from \$2,385 to \$17,480 / year per family (Target: 25 to 50% increases) for 2,185 farmers; Expansion and maintenance of markets for agro-livestock and products (achieved); 11 nontraditional products differentiated by market; 108,5000 smallholder farmers family benefited (target 120,000)	There was unanimous agreement that the training, including in specific productive activities, which accompanied the energy connection, was valuable. Distinct sets of activities were developed, grouped basically into internal training, postgraduate training, masters and specializations, external training and UEC-sponsored seminars aggregating the gamut of PROSAP's public and private stakeholders for project planning and review purpose

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				<p>incomes of about 120,000 small and medium-sized commercial farms; (iii) improve the effectiveness of basic agricultural support services to increase the international competitiveness of agricultural products, by introducing new and more productive technologies, increasing quality and improving sanitary conditions of products, and eradicating diseases that limit access to international markets; (iv) improve rural productive infrastructure to reduce production and marketing costs, through a significant reduction in the risk of losses (crops, livestock, equipment and facilities), as well as more efficient</p>					

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				use and better conservation and management of natural resources; (v) strengthen national and provincial institutional capacity to formulate and analyze sector development policy, as well as to identify, prepare and implement investment projects; and (vi) rationalize public investments and promote an expanded private sector role (for example, farmers' organizations, NGOs, and service providers) in agricultural development					
P105 176	RW- Rural Sector Supt APL2 (FY08)	Rwa nda	'08/'12	To increase agricultural production and marketing in marshland and hillside areas targeted for development under the project in an environmentally sustainable manner.	Strengthening commodity chain, including promoting agricultural value addition, and expanding access to markets, supporting rural entrepreneurs and assisting beneficiary cooperatives along the entire commodity chain, middle (processing), and lower (marketing) stages; specialized training, technical assistance, and advisory services to improve business planning and management capacity for commercially	Marshland and hillside areas	Farmers (households) and famer organizations (cooperatives, water user associations)	67 cooperatives with business plans and supported by the project increased their revenues from sales by 50% against a target of 20 cooperatives so this target was achieved to a level of 335%. The Impact Assessment Survey (2012) documented that 67 cooperatives had achieved revenue increases exceeding 50% compared with their respective baseline; these included 18 cooperatives that increased revenues by more than 1,000%. Additional evidence provided has	Trainings, including: (i) organizational support and related training for farmer organizations; (ii) business planning and enterprise management training for commercially oriented cooperatives ;(iii) organizational and operational support for associations of Lead Farmers; and (iv) organizational support for national commodity associations

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					oriented cooperatives; and rural investments in public goods and services (for example, community grain drying and storage facilities, rural roads)			<p>shown that the cooperatives increased the marketed share from 35% in 2008 (2008 FINSCOPE Survey) to 70% at project closing.</p> <p>Program level indicators:</p> <p>Change in the average level of household incomes among Programme direct beneficiary households: RW 48,840 to RW 232,000 (These cannot be compared because one was income and the other is consumption). However, it is possible to compare the figure for RSSP beneficiaries in sample with a comparator figure from the same EICV3 data set. The comparator figure is for all rural households outside Kigali (not benefiting from RSSP) where at least one household member has a main job on the family farm and is RWF 214,964. So it can be said that RSSP beneficiaries have experienced improvements in their absolute consumption figures and have higher consumption levels than their peers in Rwanda</p> <p>Change in the percentage of Programme direct beneficiary households under the poverty line: 65.7 percent to 39.9 percent (EICV3)</p> <p>* EICV3: National Integrated Household Living Conditions Survey</p>	
P101 216	AGR STRE NGT HENI NG AND ACCE SSIO N	Mac edon ia, For mer Yug osla v Rep	'07/'12	To improve the delivery of government assistance to the agriculture sector in a manner consistent with the European	Access to market through the establishment of an Agriculture Information System and a Market Information System in a manner compliant with EU requirements	No area targeting reported	Direct beneficiaries were expected to be institutions which deliver services to farmers. Farmers and users of veterinary or irrigations/drainage services were indirect/secondary	Did not report on relevant economic impacts	Did not plan or report on relevant skills/training

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	PROJ ECT	ublic of		Union's pre- accession requirements			beneficiaries of the project. Also, farmers and agroprocessors who received IPARD support were direct beneficiaries. Livestock herders were also to benefit from the improved animal health.		
P049 721	AGRI C COM PETIT IVEN ESS	Kaza khst an	'05/'12	To increase the competitiveness of the agricultural sector in Kazakhstan.	Empower communities to help them increase their participation in the decentralization and local communal development processes; and (ii) ensuring sustainability of investments by strengthening communities' capacities in programming, designing and properly managing collective investments, as well as undertaking income- generating and productive activities; including, grants to rural communes to co-finance microprojects proposed by them, with the purpose of reducing poverty by addressing their priority social and socioeconomic needs.	No area targeting reported	Although the project did not target a specific group of farmers, individual farmers (usually small and medium size, family farms, and commercial farmers) were the main beneficiaries.	1) Increased farmers' income, particularly that of small- and medium-size farmers. - baseline: 0; actual: 3,200 farmers. (Target value was revised to better reflect the project's contribution); 2) Value of agricultural exports, including livestock products, rises compared with 2005. target: \$800 million; actual: \$1,850 million	<i>Did not plan or report on relevant skills/training</i>
P090 887	ADCP -II	Azer baija n	'06/'12	To further increase rural productivity and incomes by enhancing the access of farmers and small and medium rural enterprises to rural business and agricultural support services including financial, advisory and veterinary services and	Enhanced access to financial services and targeted business support; strengthen and broaden credit union outreach expanding rural financial services such as credit for working capital requirements, long-term credit for investment purposes, and leasing programs for processing and agricultural equipment; introducing innovative mechanisms that encourage sustainable linkages between developing small-scale rural businesses and agroprocessors with farmers, associations and groups; strengthen rural business, market information	Project-supported rural areas	Individual farmers, farmer groups, rural microentrepreneurs, and the small to medium agroprocessors	Incomes of participating farmers and rural entrepreneurs increased by 20% through improved access to services and through vertical integration; Production marketed for cash increased by 20% as a result of increased quantity and improved quality of production	<i>Did not plan or report on relevant skills/training</i>

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				by stimulating market-oriented investments in rural areas	and promotion services offered through the rural advisory system				
P116 557	MA-First DPL in support of the PMV	Morocco	'11/'12	To increase the agri-food sector's productivity and diversification with the goal of maintaining higher rates of agricultural growth and employment. More specifically, the objectives of the series were to: (i) improve the efficiency of domestic markets; (ii) improve the socioeconomic impacts of investments directed to small farmers; (iii) improve agricultural services; and (iv) improve the use and management of irrigation water and the planning of irrigation infrastructure	Improve farmer access to superior breeding stock for cattle, pigs, sheep and poultry; financing eligible farm enterprise investments to improve stock handling and livestock housing and provide start-up working capital, through a combination of demand-driven matching grants and commercial loans; provide technical advice on breed selection and breeding management, nutrition, animal health and improved husbandry practices; improve livestock nutrition by fostering locally grown feedstuffs and upgrading pastures for cattle and sheep; and improve meat quality and hygiene initially through initiation of a new field slaughter service on Upolu and Savai'i, and later by construction of an abattoir on Upolu, all with associated cold chains.	rural areas with Gini coefficient of 0.6	small farmers	Improved socioeconomic impact of investments directed at small farmers target was set at 40 % and actual achieve was 84 %	<i>Did not plan or report on relevant skills/training</i>
P111 984 (AF P051 922)	MG:Rural Dev Proj Additional	Madagascar	'09/'12	This project paper concerns to provide an additional credit to the Republic of	Technical assistance and productive Investments including rural infrastructure; productive nonagricultural activities; and the provision of	All of the 20 agro-ecological regions of the country, with particular focus on the poorer areas within each	The primary target population was the same for both phases. The OP intended to reach with at least one subproject an estimated 180,000 families, identified as	38% Average income increase among beneficiaries	The project provided extension and training services to rural communities and producer organizations, directly required for the implementation of the demand-driven income-generating subprojects.

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	Financ ing			Madagascar for the Rural Development Support Project. The additional financing credit will help finance the costs associated with scaled- up activities to enhance the impact of a well- performing ongoing project and contribute to an enhancement of its impact and development effectiveness.	advisory services and capacity building support to POs.	region. Geographic targeting using a combination of (a) poverty indicators such as access to basic services in education, health and potable water; and (b) physical isolation from roads and markets	poor smallholders living in remote, low-density areas with no access to any subsidy for productive investments and with inadequate infrastructure and services. The AF targeted an incremental 70,000 families with the same profile, organized into 6,000 producer organizations.		(training in management and marketing)
P077 454	COM MTY AGRI C & WAT ERSH ED MGM T	Tajik istan	'04/'12	To build the productive assets of rural communities in selected mountain watersheds, in ways that sustainably increase productivity and curtail degradation f fragile lands and ecosystems	Small-scale processing facilities and developing of a distribution mechanism for products such as milk and milk products, fruits, meat, including, grading & packaging of goods, establishing of storage and/or marketing facilities; livestock owners associations to organize buying or producing fodder and feed, vaccination campaigns, building of enclosed pens, or fencing of parcels; and establishing small-scale farm machinery leasing units by establishing member owned credit facilities following the nonbank financing organization model; and limited patching and rehabilitation of access and feeder roads to facilitate	Rural communities in selected mountain watersheds	Common interest groups and individuals	% of rural production investments are successful according to agreed economic, financial, social, and environmental standards and are being sustained: 85% achieved (target 80%); #households participating in some part of the rural production component: 43,513 households (target 32,000); Total value of farm production investments where Project is operational: \$3.85million (target: \$3.8 million)	Training to communities to support seed and seedling production, livestock breeding and animal health and husbandry improvements, and market and enterprise analysis and development.

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P090 673	RISP (APL #2)	Moldova	'06/'13	To provide long-term support to accelerate agricultural recovery and growth so that Moldova's agricultural and rural sectors can play their full role in providing the underpinning for future income growth and poverty reduction.	transport and improve access to markets Rural advisory services, including strengthening and consolidating the network of private rural advisory services providers, rural business development, including support to up-and-coming businesses for the identification of profitable ventures and potential markets, conceptualization of business ideas, development of business plans, etc., and rural finance, including expand the outreach of formal financial sector to rural areas for farmers and rural entrepreneurs.	The project activities were carried out throughout the country as there was not specific geographical concentration.	Private farms, emerging farmer organizations, cooperatives, and other private, rural entrepreneurs	1) Percentage of beneficiaries whose income has increased. Baseline: 0; actual: 90.8%	Technical assistance to rural entrepreneurs, and provide operational support for local development agencies (DAs), with the aim to create legally registered, self and co-owned sustainable rural businesses, which would potentially become clients of financial institutions.
P093 165	MZ-Market Led Smallholder Dev (FY06)	Mozambique	'06/'13	To increase the income of smallholder farmers in selected districts of the Zambezi Valley region of central Mozambique. Increased incomes will be achieved not only by direct support to smallholder groups and other supply chain participants, but also through the strengthening of local-level capacity to undertake and manage service	Agricultural Production and Marketing Development, including technical support for stakeholders involved in marketing and processing of agricultural products	Zambezi valley/provinces / districts (five districts of Chemba, Maringue, Mopeia, Morrumbala and Mutarara of the Zambezi Valley region of central Mozambique)	Smallholders rural farmers and community-based organizations	The average increase in household agricultural income for the project's treatment group was 36 percent higher than the average agricultural income recorded for that group at the reconstructed baseline. However, for the control group, the average increase in household agricultural income was 69 percent, compared with the average agricultural income recorded at the reconstructed baseline. While the reported 36 percent increase exceeds the PDO target of 30 percent, no explanation is provided by the data collected at end-line as to why the treatment districts performed worse on average than the control. It is also necessary to note that by achieving the PDO target, the project beneficiaries would have still been categorized as poor, since the 30 percent target increase would not be sufficient to propel the target beneficiaries over the internationally agreed	Contracted studies, applied research, specialized training and awareness campaigns would be undertaken in such areas as market opportunities identification and development, crop diversification, sustainable land and water management, market information etc.

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				delivery within the context of the government of Mozambique's decentralization policy.				poverty line of \$1.25 a day as of project close in 2013."	
P049724	AGRI BUSI NESS & MAR KETI NG	Kyrg yz Rep ublic	'05/'13	To assist the borrower in increasing and enhancing the business activities of the Beneficiary agribusinesses supporting the Borrowers economic growth	Build business capacity of the parties involved in marketing chains of agricultural commodities and providing them the foundation to work together more effectively.	No area targeting reported	The main beneficiaries were agro-food processors, who received consultancy services provided by technical, marketing, and financial management specialists. Indirect beneficiaries were agricultural producers supplying agro-food processors involved in the project	Increase in sales of agribusinesses supported by the project from a baseline value of enterprise data (actual figure not provided) to 114 % Increase in profit of enterprises and organizations supported increased by 107 % from a baseline value of enterprise data (actual figures not provided)	An extensive capacity building program was offered to producer cooperatives. The participating financial institutions received training to strengthen their capacity to provide investment lending in agriculture and to offer new financial products tailored to the agriculture sector. The supply chain management subcomponent sought to build the capacity of private sector participants in the marketing of Kyrgyz agri-food products. The project established an Agribusiness Competitiveness Center to provide clients—that is, beneficiaries—with co-paid technical assistance through contracting with international business consulting firms and teaming these with local consultants. The intention of the center was to build consultancy capacity for the agroprocessing sector that would be sustained beyond the implementation of the Project.
P098889	COTT ON SEC RECO V	Tajik istan	'07/'13	To improve the livelihood of cotton farmers and create the conditions for sustainable growth of cotton production in selected, low income areas of Tajikistan,	Promote foreign direct investment in ginneries in selected districts; provide subcredits to selected private sector agricultural businesses to finance modern seed processing equipment and provision of technical assistance, training; and conduct a communication outreach to rural population.	18 cotton districts in Khatlon.	Rural population of about 760,000 people living on 115,000 hectares of irrigated land in seven districts, and the people providing goods and services to farms in these districts.	<i>Did not report on relevant economic impacts</i>	Technical assistance, training and information to rural population of Khatlon oblast. Activities under Farmer Support Programs included: Regional Public Awareness; Community Outreach; and Farmer Extension. Indicator captured: 1)Number of Trainers trained to implement community outreach and farmer extension programs in project districts

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				through debt resolution, an improved policy environment, and increased cotton output and profitability.					
P116 321 (AF P090 673)	RISP (APL #2)	Mol dova	'06/'13	To provide long-term support to accelerate agricultural recovery and growth so that Moldova's agricultural and rural sectors can play their full role in providing the underpinning s for future income growth and poverty reduction.	Rural advisory services, including strengthening and consolidating the network of private rural advisory services providers, rural business development, including support to up-and-coming businesses for the identification of profitable ventures and potential markets, conceptualization of business ideas, development of business plans, etc., and rural finance, including expand the outreach of formal financial sector to rural areas for farmers and rural entrepreneurs.	The project activities was carried out throughout the country as there was not specific geographical concentration.	Private farms, emerging farmer organizations, cooperatives, and other private, rural entrepreneurs	1) Percentage of beneficiaries whose income has increased. Baseline: 0; actual: 90.8%	Technical assistance to rural entrepreneurs, and provide operational support for local development agencies (DAs), with the aim to create legally registered, self and co-owned sustainable rural businesses, which would potentially become clients of financial institutions.
P108 885	VN - Agric ulture Comp etitive ness Projec t	Viet nam	'09/'14	To strengthen the competitiveness of smallholder farmers, with a focus on eight provinces in central Vietnam, in collaboration with the agribusiness sector.	Training and technical assistance to farmers, establishment of models that improve postharvest and marketing activities; productive linkages and scaling up successful value chains, including fostering the competitiveness of smallholder farmers and agribusinesses by facilitating the establishment, development and operation of private, demand-driven productive partnerships between farmer organization and agribusiness enterprises, and a network of local service providers	Eight provinces in the central region: Lam Dong; Binh Thuan; Ninh Thuan; Dak Lak; Binh Dinh; Gia Lai; Nghe An; and Thanh Hoa.	Smallholder farmers and agribusinesses	<i>Did not report on relevant economic impacts</i>	Training was provided to the management and technical cadre of 21 cooperatives in business planning and marketing and in the operation of rice drying and storage facilities.
P083 609	SN- Agr	Sene gal	'06/'14	To: "increase nontraditional	Test innovative partnership business models adapted to	No area targeting reported	9,000 were small-scale farmers (mostly rice and	<i>Did not report on relevant economic impacts</i>	Three centers of innovation and training for horticultural and

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	Markets & Agribusiness Dev (FY06)			agricultural exports and farm revenues for project-supported producers." In May 2010, the project was formally revised through a Level 1 restructuring process. The statement of revised objectives as articulated in the 2010 Financing Agreement (FA, p. 5) was to: "improve competitiveness of selected domestic supply chains, increase nontraditional agricultural exports and increase rice production in Project areas."	small producers and SMEs in key promising supply chains for the domestic and regional markets; assist eligible small producers and SMEs interested in applying these innovations to implement well-defined Business development Projects (subprojects); conduct related diagnostic assessments and studies; improvement of food safety in the marketing of animal products; modernization of the marketing channels for red meat and of the marketing channels for poultry and eggs.		vegetable growers), some 500 were medium-scale farmers, and 36 were commercial enterprises		nontraditional crops in key regions were created using existing training infrastructure. The impact of these centers was not clear and no information was provided on the number of people who received training/capacity building support through these facilities. Several horticultural communication materials were published through project support including: good phytosanitary practices, how to fight fruit flies and termites, and quality characteristics of onions and bananas.
P088828	MR-Irrigated Agr Integr Dev APL 2 (FY05)	Mauritania	'05/'14	To increase the value-added of irrigated agriculture and related incomes and employment in the Senegal River Valley through the judicious use of the country's most precious natural assets:	Rural Incentives and Capacity Building, including support to agricultural supply chains, targeting rice and horticultural supply chain, meeting the demands for agricultural technical and managerial support services of target beneficiaries at the farm level, and sustaining the improvement of the domestic rice sector by meeting the credit needs of the sector's participants, such as seed fanners, producers, processors, and providers of	Target beneficiaries along the Senegal River	20,000 small-scale growers of irrigated crops (rice and vegetables) organized in cooperatives	Did not report on relevant economic impacts	Capacity building activities (training, workshops, etc) for public providers of services to policy makers and agricultural producers, producers' organizations at the national and regional levels, private engineering bureaus

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				water and arable land.	agricultural custom services; Promotion of Agricultural Diversification, for commercial farmers and entrepreneurs engaged in horticultural, animal feed, and agro-forestry including introduction of new and processing techniques, quality control system of fruit and vegetables at the farm, packaging and port of entry/exit levels; (4) market information; (iv) quality control management at the processing center and points of export/import entry points				
P127 822	MA-Suppo rt of Plan Maroc Vert DPL2	Mor occo	'13/'14	To increase the implementation of land and biodiversity conservation measures in selected projects directed to small farmers located in targeted marginal areas in the project area.	Reducing marketing costs and improving marketing services through the modernization of fruit and vegetable markets and slaughterhouses; Improve the institutional and regulatory framework governing fruit and vegetable wholesale markets, and improve the institutional and regulatory framework governing slaughterhouses	Marginal areas of Souss-Massa-Draa and Marrakech-Tensift-Al Haouz characterized by low and erratic rainfall, and with limited access to irrigation, small farmers are not inclined to risk their limited financial resources in the purchase of agricultural inputs, resulting in low productivity.	small farmers	Direct project beneficiaries, Small farmers trained, Small farmers who are satisfied with the project, Targeted clients satisfied with agricultural and rural advisory services, Targeted clients who are members of an association Key achievements included (i) institutional framework governing fruit and vegetable wholesale markets, upgrading of slaughterhouses, and a modern fruit and vegetable wholesale market that is operational, (ii) both the share of new projects submitted by professionals in the implementation of the investment program for Pillar II projects and the share of small farmers benefiting from Pillar II support increased, (iii) all public agricultural research financing and extension advisory services are currently awarded competitively and some of them contracted to the private sector, (iv) an effective food safety control system was established, and finally, (v) the PMV support was an effective incentive for farmers to establish a basis for groundwater management, and to establish a basis for groundwater	Prior Action 2 promoted research and training in the country's agriculture sector: the amount of training provided exceeded expected results by 20 percent, and the share of women in training was 20 percent, double the target of 10 percent.

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P116 301 (AF P083 609)	SN- Agr Marke ts & Agrib us Dev (FY06)	Sene gal	'06/'14	To: "increase nontraditional agricultural exports and farm revenues for project-supported producers." In May 2010, the project was formally revised through a Level 1 restructuring process. The statement of revised objectives as articulated in the 2010 Financing Agreement (FA, p. 5) was to: "improve competitiveness of selected domestic supply chains, increase nontraditional agricultural exports and increase rice production in Project areas."	Test innovative partnership business models adapted to small producers and SMEs in key promising supply chains for the domestic and regional markets; assist eligible small producers and SMEs interested in applying these innovations to implement well-defined Business development Projects (subprojects); conduct related diagnostic assessments and studies; improvement of food safety in the marketing of animal products; modernization of the marketing channels for red meat and of the marketing channels for poultry and eggs.	No area targeting reported	9,000 were small-scale farmers (mostly rice and vegetable growers), some 500 were medium-scale farmers, and 36 were commercial enterprises	management and in convincing them to convert to drip irrigation. <i>Did not report on relevant economic impacts</i>	Three centers of innovation and training for horticultural and nontraditional crops in key regions were created using existing training infrastructure. The impact of these centers was not clear and no information was provided on the number of people who received training/capacity building support through these facilities. Several horticultural communication materials were published through project support including: good phytosanitary practices, how to fight fruit flies and termites, and quality characteristics of onions and bananas.
P081 704	ML:A gr Comp et & Divers ify (FY06) - (PCD A)	Mali	'06/'15	To foster improvements in the performances of supply chains for a range of agricultural, livestock, fishery and gathering products, for	Value-adding technologies to improve processing and marketing of selected high-value agricultural products; agricultural supply chains, including storage, postharvest and agroprocessing technologies and equipment, aimed at improving the quality and value of products, reinforcing private sector capacities to respond to	The project chose four of the eight regions of Mali (Koulikoro, Sikasso, Segou, and Mopti) and Bamako District (in its rural areas) for project intervention. The choice of these regions was	Project beneficiaries were not explicitly stated in the original PAD. The government completion draft report helped identify the following as direct project beneficiaries (including women): producers (of mangoes, onions/shallots, potatoes, and papaya;	According to the impact study (p. 43) the gross income of potato farmers increased from CFAF 157,900 in 2009 to CFAF 1,262,100 in 2012 (a net increase of 700%); of shallot/onion producers' gross income increased from CFAF 475,300 in 2006 to CFAF 884,400 in 2014 (an increase of 80%); and that of papaya farmers from CFAF 460,500 in 2011 to CFAF 507,000 in 2014 (a modest increase	The project had significant social development impact resulting from the different core project activities. These included a number of trainings (hands-on workshops in a range of tasks from production to marketing/exporting were provided under the ACDP); clearly an improved capacity is in operation under the value chains that were supported

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				which Mali has a strong comparative advantage	market opportunities and improving the competitiveness of agricultural products, market research and improvement of the information base on supply chains, promotion of private investment and improvement in the provision of private services quality and food safety management; access to finance for the various private actors and operators involved in the agricultural supply chains; and market-oriented infrastructure, including export facilities, collection centers, storage and processing facilities	justified by the fact that these are areas of high agricultural production potential, possess relatively well-developed support infrastructure, and were also home to some manufacturing entities. The areas selected for intervention by the ACDP are geographic regions with a high concentration of poor.	livestock; and fish); processors (of mangoes, onions/shallots, milk, meat, and fish); traders/service providers; collectors (of mangoes); exporters; and artisans.	of 10%). The value of production of these three crops increased from a baseline of 49,500 million CFAF to 278,000 million CFAF compared with a revised target of 230,000 CFAF. One direct impact is the number of jobs (about 5,248 jobs) that was directly created as a result of the ACDP and it was the rural poor who directly benefited from the project.	under the ACDP. The skills training of 9 Malian nationals for International Register of Certificated Auditors certification and 16 Malian consultants in Global G.A.P. to provide support services to businesses. Training 10 quality control auditors; and providing valuable market intelligence on destination markets.
P112 688	Easter n Africa Agric ultura l Produ ctivity	Africa Regi on	'09/'15	To: (i)enhance regional specialization in agricultural research; (ii)enhance collaboration in agriculture training and technology dissemination; and (iii)facilitate increased transfer of agricultural technology, information, and knowledge across national boundaries	Support multiplication of seeds and breeds, strengthen the enabling environment for regional seed and breed trade, and improve the capacity of seed and breed producers and traders; provide business development services to seed entrepreneurs (existing and new companies) , advice on appropriate technology (including equipment), and an assistance to participate in regional meetings.	No area targeting reported	Farmers, general populations, agricultural populations	The project supported the establishment of 410 agro-business units in the four program countries with a total membership of 9,030	1,932 staff trained (short- and long-term)
P096 105	SL- Rural Dev & Priv Sec	Sierra Leone	'07/'15	To increase production of selected agricultural commodities	Finance an market information system and support events such as (fairs, workshops, training, demos, and field farm schools) ; assist	13 agricultural districts	Smallholder farmers Other: traders, private sector agroprocessors and farmer organizations, threshers,	1) % of target beneficiaries for the selected value chain increase their production by at least 20 percent: Achievement pre AF: Beneficiaries expected: 150,000,	Technical assistance for product development and adaptation, proactive marketing and compliance with quality and phytosanitary standards;

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	Dev SIL			by 20 percent and sales by 10 percent through improvements in efficiencies along the value chain for targeted beneficiaries	in the strengthening of legally registered farmer organizations and their unions, agribusinesses, marketing entities, and other rural businesses through capacity building, policy regulations and market information		millers, polishers, wholesales, retailers and importers	<p>achieved: 17,491, 11.6 percent productivity achievement (% of target): Cassava, 89.7%, Rice, 83.4%, Cocoa 150%</p> <p>Achievement post-AF: Beneficiaries expected: 25,000 , Achieved: 56,000 , productivity achievement: (% of target): Cassava: 103%, Rice: 233%, Cocoa: 198</p> <p>2) 50% of target beneficiaries for the selected value chain increase their sales by at least 10% by the end of the project: Achievement pre- AF: Beneficiaries expected: 150,000; achieved: 16,000 (10.6%) Sale price achievement (% of target): Cassava: 58%; Rice: 58%; Cocoa: 170% (This achievement was made by only 10.6% of the expected beneficiaries) Achievement post-AF: Beneficiaries expected: 25,000; achieved: 56,000 (224%) Sale price achievement (% of target): Cassava: 128%; Rice: 150% (This target was fully achieved by more than double the expected number of participants.</p> <p>3) Real farm gate prices increase by at least 10% for the selected value chains of the targeted beneficiaries: Achievement Pre-AF: Cassava: 58%, Rice: 150%, Cocoa 169% Achievement Post-AF: Cassava: Cassava: 128%; Rice: 150%; Cocoa: 200%</p>	assistance in the strengthening of legally registered farmer organizations and their unions, agribusinesses, marketing entities, and other rural businesses through capacity building, policy regulations and market information
P117 593 (AF P112 688)	Easter n Africa Agric ultura l Produ ctivity	Afric a Regi on	'09/'15	To: (i)enhance regional specialization in agricultural research; (ii)enhance collaboration in agriculture training and technology dissemination;	Support multiplication of seeds and breeds, strengthen the enabling environment for regional seed and breed trade, and improve the capacity of seed and breed producers and traders; provide business development services to seed entrepreneurs (existing and new companies) , advice on appropriate technology	No area targeting reported	Farmers, general populations, agricultural populations	The project supported the establishment of 410 agro-business units in the four program countries with a total membership of 9,030	1,932 staff trained (short- and long-term)

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PID	Name	Country	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
				and (iii) facilitate increased transfer of agricultural technology, information, and knowledge across national boundaries	(including equipment), and an assistance to participate in regional meetings.				
P109 683	Kenya Agriculture & Agribusiness	Kenya	'09/'15	To increase agricultural productivity and incomes of participating smallholder farmers in the Project Area.	improved linkages to both markets and agribusiness, to generate greater impact for agricultural productivity growth and improved risk management, including providing Farmer Grants (matching grants) to farmer groups (CIGs, PBGs, cooperatives, micro-small enterprises, etc.) to implement marketing and agribusiness microprojects; design and establish appropriate agribusiness funding instruments to be rolled out by financial institutions, and support the development of market-based weather risk products to be rolled out to farmers by insurance companies;	Selected (85) districts identified based on the poverty index and potential for maize production	Smallholders farmers operating on one acre or less of land in areas with medium to high potential for increased production of maize	Incremental staple production in targeted areas (tons): Targets assumed incremental production of 36,450 in year one and 85,050 in year two; Farmers receiving improved seed through input vouchers (number): incremental number of farmers 244,364, 163% of the targeted increment, Number of active loans (farmers and dealers) from participating commercial banks (number): 32,994 (target 46,000)	Agro-dealers participating in the program were also beneficiaries of training programs, as well as of the increased business generated by voucher redemption
P084 148	MW-Irrigation, Rural Livelihoods & Agribusiness (FY06)	Malawi	'06/'15	To raise agricultural productivity, and net incomes of poor rural households in target districts of Malawi, in a sustainable manner, by providing an integrated package of support covering	Rural nonfarm activities include: support of the beneficiary communities, particularly those covered under the irrigation schemes, to obtain complementary services and goods for optimizing their returns from irrigated farming, to add value through micro-processing, to improve the marketing of their produce, and to build their technical and business capacities. Support provided under this component would entirely be	11 target districts (poor rural HHs)	Water users, farmers in upper catchments, farmers who formed themselves into groups and developed a proposal for either creating productive assets or improving their knowledge and skills through extension support, training and marketing.	1) Increase in farm sales in targeted rural households for irrigated maize and rice - % increase in local currency unit (core indicator): 227.8 against 0 baseline 2) Number of people trained, of which % female in extension services, operations and maintenance of schemes, technical staff training, marketing and agribusiness: Extension 57,337 (44%), O&M 36,828 (43%), staff 1,704 (31%), marketing and agribusiness 30,113 (45%)	Training in group dynamics, leadership, setting objectives, decision making, preparing business plans, record keeping, and project management for smallholder farmer groups.

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				irrigation, agricultural/ irrigation advisory services, marketing and postharvest support.	demand-driven for proposals formulated by the eligible beneficiary groups and representative stakeholders and approved by the district assemblies under a process; Support for Marketing and Post-Harvest Assets, focused on addressing the marketing needs of the target group of farmers supported under the project and also making a start on a longer-term development of marketing by supporting the MOA'S marketing unit within market information system.				
P131 760 (AF P084 148)	MW-Irrig, Rural Lvlhds & Agr SIL (FY06)	Malawi	'06/'15	To raise agricultural productivity, and net incomes of poor rural households in target districts of Malawi, in a sustainable manner, by providing an integrated package of support covering irrigation, agricultural/ irrigation advisory services, marketing and postharvest support.	Rural nonfarm activities include: support of the beneficiary communities, particularly those covered under the irrigation schemes, to obtain complementary services and goods for optimizing their returns from irrigated farming, to add value through micro-processing, to improve the marketing of their produce, and to build their technical and business capacities. Support provided under this component would entirely be demand-driven for proposals formulated by the eligible beneficiary groups and representative stakeholders and approved by the district assemblies under a process; Support for Marketing and Post-Harvest Assets, focused on addressing the marketing needs of the target group of farmers supported under the project and also making a start on a longer-term development of marketing by supporting the MOA'S marketing unit within market information system.	11 target districts (poor rural HHs)	Water users, farmers in upper catchments, farmers who formed themselves into groups and developed a proposal for either creating productive assets or improving their knowledge and skills through extension support, training and marketing.	1) Increase in farm sales in targeted rural households for irrigated maize and rice - % increase in local currency unit (core indicator): 227.8 against 0 baseline 2) Number of people trained, of which % female in extension services, operations and maintenance of schemes, technical staff training, marketing and agribusiness: Extension 57,337 (44%), O&M 36,828 (43%), staff 1,704 (31%), marketing and agribusiness 30,113 (45%)	Training in group dynamics, leadership, setting objectives, decision making, preparing business plans, record keeping, and project management for smallholder farmer groups.

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P121 120 (AF P084 148)	MW- Irrig, Rural Lvlihd s & Agr SIL (FY06)	Malawi	'06/'15	To raise agricultural productivity, and net incomes of poor rural households in target districts of Malawi, in a sustainable manner, by providing an integrated package of support covering irrigation, agricultural/irrigation advisory services, marketing and postharvest support.	Rural nonfarm activities include: support of the beneficiary communities, particularly those covered under the irrigation schemes, to obtain complementary services and goods for optimizing their returns from irrigated farming, to add value through micro-processing, to improve the marketing of their produce, and to build their technical and business capacities. Support provided under this component would entirely be demand-driven for proposals formulated by the eligible beneficiary groups and representative stakeholders and approved by the district assemblies under a process; Support for Marketing and Post-Harvest Assets, focused on addressing the marketing needs of the target group of farmers supported under the project and also making a start on a longer-term development of marketing by supporting the MOA'S marketing unit within market information system.	11 target districts (poor rural HHs)	Water users, farmers in upper catchments, farmers who formed themselves into groups and developed a proposal for either creating productive assets or improving their knowledge and skills through extension support, training and marketing.	1) Increase in farm sales in targeted rural households for irrigated maize and rice - % increase in local currency unit (core indicator): 227.8 against 0 baseline 2) Number of people trained, of which % female in extension services, operations and maintenance of schemes, technical staff training, marketing and agribusiness: Extension 57,337 (44%), O&M 36,828 (43%), staff 1,704 (31%), marketing and agribusiness 30,113 (45%)	Training in group dynamics, leadership, setting objectives, decision making, preparing business plans, record keeping, and project management for smallholder farmer groups.
P125 256 (AF P096 105)	SL- Rural Dev & Priv Sec Dev SIL	Sierra Leone	'07/'15	To increase production of selected agricultural commodities by 20 percent and sales by 10 percent through improvements in efficiencies along the value chain for targeted beneficiaries	Finance an market information system and support events such as (fairs, workshops, training, demos, and field farm schools) ; assist in the strengthening of legally registered farmer organizations and their unions, agribusinesses, marketing entities, and other rural businesses through capacity building, policy regulations and market information	13 agricultural districts	Smallholder farmers Other: traders, private sector agroprocessors and farmer organizations, threshers, millers, polishers, wholesales, retailers and importers	1) % of target beneficiaries for the selected value chain increase their production by at least 20 percent: Achievement pre AF: Beneficiaries expected: 150,000, achieved: 17,491, 11.6 percent productivity achievement (% of target): Cassava, 89.7%, Rice, 83.4%, Cocoa 150% Achievement post-AF: Beneficiaries expected: 25,000 , Achieved: 56,000 , productivity achievement: (% of target): Cassava: 103%, Rice: 233%, Cocoa: 198 2) 50% of target beneficiaries for the selected value chain increase	Technical assistance for product development and adaptation, proactive marketing and compliance with quality and phytosanitary standards; assistance in the strengthening of legally registered farmer organizations and their unions, agribusinesses, marketing entities, and other rural businesses through capacity building, policy regulations and market information

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PID	Name	Cou ntry	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
								<p>their sales by at least 10% by the end of the project: Achievement pre- AF: Beneficiaries expected: 150,000; achieved: 16,000 (10.6%) Sale price achievement (% of target): Cassava: 58%; Rice: 58%; Cocoa: 170% (This achievement was made by only 10.6% of the expected beneficiaries) Achievement post-AF: Beneficiaries expected: 25,000; achieved: 56,000 (224%) Sale price achievement (% of target): Cassava: 128%; Rice: 150% (This target was fully achieved by more than double the expected number of participants. 3) Real farm gate prices increase by at least 10% for the selected value chains of the targeted beneficiaries: Achievement Pre-AF: Cassava: 58%, Rice: 150%, Cocoa 169% Achievement Post-AF: Cassava: Cassava: 128%; Rice: 150%; Cocoa: 200%</p>	
P149 700 (AF P113 586)	South Sudan Emergency Food Crisis AF IV	South Sudan	'14/'15	To support adoption of improved technologies for food production and storage, and provide cash or food to eligible beneficiaries in South Sudan	Support a safety net program that targets food-insecure but able-bodied individuals to participate in high priority public works in exchange for food or cash, including opening of access roads to agriculturally productive areas, construction of grain storage facilities and markets, improve postharvest management of selected staple food crops all year round, among others.	6 of the 80 counties in Southern Sudan (Panriang, Tonga, Tonj North), which suffer from agro-climatic vulnerability, and production/surplus areas (Morobo, Yambio and Raga)	Food-insecure households and agro-pastoralist	ICR not available	Finance advisory services, capacity building and technical assistance to support agricultural productivity
P107 343	Bi-Ag. Past. Product. & Market Devel.	Burundi	'10/'16	to increase small producers' productivity and market access for targeted commodities	Support for productive investments at various stages of the value chains (primary collection, storage, processing, and marketing, including postharvest activities (for example, improved storage and small-scale processing	10 rural provinces currently covered by PRASAB," and subject to IDA'S prior approval other coffee-producing provinces (where	Producer organizations, associations, and cooperatives in the targeted value chains. A total of about 2,630 matching grants are expected to be awarded during project	<i>Did not report on relevant economic impacts</i>	Training for professional associations/cooperatives in the value chains and capacity building for partner public institutions

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PID	Name	Cou ntry	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
				in the project area	facilities, drying techniques, price and marketing information, small-scale packaging, and pasteurization units), capacity building and facilitation of access to market capacities along the entire value chain for first-priority commodities, and infrastructure development, including feeder road rehabilitation to improve links to market	it will support the ongoing privatization of coffee-washing facilities).	implementation, benefiting 90,000 households.		
P113 273	LR- Small holder Tree Crop Projec t	Libe ria	'12/'16	The objective of the Smallholder Tree Crop Revitalization Support Project is to increase access to finance, inputs, technologies and markets for smallholder tree crop farmers in Liberia, and to develop a long-term development program for the tree crops sector	Smallholder tree crops revitalization, including marketing of major tree crops (cocoa, coffee, oil palm and rubber) in selected counties, capacity building of smallholders and their organizations to enhance their functions in marketing, postharvest handling and processing	National	Smallholder tree crop farmers and household members	No ICR available	Strengthening of about ten existing FOs/cooperatives -after an organizational and financial audit, as well as the establishment of about 30 smaller FOs starting from grassroot level. Capacity building of FOs would aim at improving their financial and institutional performance and promoting inclusion of deprived groups, transparency and accountability
P106 684	AR PROS AP2 2nd Prov Agric Dev	Arge ntina	'09/'16	To increase the productivity and sales volume of small and medium-size producers	Promotion of value added and development of linkages between production and markets including: public infrastructure and services (transport, communication, and energy and to improve commercial development), along with complementary private on-farm and off-farm investments to strengthen, farm-to-market linkages	The Project will focus on areas with larger concentrations of small and medium-size producers that have the potential to fully participate in modern, competitive,	Small and medium-size producers which have had limited access to value-added markets and not benefited from the recent growth of the agricultural sector because of difficulties in accessing production services	<i>Did not report on relevant economic impacts</i>	Promotion of soft skills related to administrative and management capacities

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P095 863	DO Municipal Development Program	Dominican Republic	'10/'16	To improve the technical and financial capacity of the Participating Municipalities to program, finance and deliver Minimum Municipality Services	Infrastructure development, including provision of support for slaughterhouses and public markets	agribusiness systems. Municipalities were selected to be representative of their province in terms of social and economic characteristics, and to overall provide a diversity of size within the sample.	The target beneficiaries of this Project are rural settlers where historically clientelistic and patronage politics have been predominant.	<i>Did not report on relevant economic impacts</i>	These events should include capacity building for communities' organizations and municipalities. The Project should be supporting to link the demand and supply of public services provision. In doing it should support municipalities institutional strengthening through territorial planning, budget formulation and implementation of participatory budgeting and conflict resolution. Supporting the community organizations for participatory planning budgeting and social control.
P096 648	NG- Commercial Agriculture Development Program	Nigeria	'09/'16	To strengthen agricultural production systems and facilitate access to market for targeted value chains among small and medium-scale commercial farmers in the five participating states	Market facilitation, including market development, awareness and knowledge sharing for commercial farmers, market price surveys, website and information kiosks, market/financial linkages, promotion of products for supply chain financing, use of crops as collateral, quality control measures and standards; food safety, exchange programs, agricultural trade fairs and shows, local and international study tours; rural infrastructure, including construction of new roads, rehabilitation of existing ones and maintenance of roads to communities and selected agricultural activities	Five states: Cross River, Enugu, Kaduna, Kano, Lagos	Small and medium commercial farms, HHs	No ICR available	Training to develop the capacities of the Commodity Interest Groups (CIGs) and Commercial Agriculture Development Associations (CADAs) to plan and execute their projects
P109 126	RURAL ENTERPRISE SUPPORT PROJECT II	Uzbekistan	'08/'16	To increase the productivity and financial and environmental sustainability of agriculture and the	Rural enterprise finance, including broadening access to financial services in rural areas, signing up additional commercial banks and engaging the microfinance sector in the component activities, to promote access to agricultural finance for	All regions are dominated by rural populations and heavily concentrated on agriculture. The production of the regions follows a similar pattern	Newly independent farmers	<i>Did not report on relevant economic impacts</i>	Provide farmers with the finance, tools and skills necessary for them to ensure their production, increase their overall productivity, expand their operations potentially into processing and equip themselves to raise their efficiency. Provide training and

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PID	Name	Country	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
P106 261	MX Sustainable Rural Development	Mexico	'09/'16	profitability of agribusiness in the project area	microentrepreneurs in rural areas, credit line for loans and leases for investments in agribusiness-related activities and related technical assistance, including credit line for agricultural machinery and food processing equipment, storage, packaging, provision of agricultural services, tree crops, livestock, beekeeping, fish farming, retail shops selling agricultural inputs and products, and other long-term investments, complementary training program for the PFIs and interested MFIs and leasing companies	with other regions of the country, with a strong emphasis on the main crops of cotton and wheat. In addition, the regions account for almost high production of vegetables, potatoes and fodder, which is necessary to support the almost 4.5 million cattle.			advisory services to newly independent farmers in various farm management skills (for example, legal, accounting, business, technical aspects including agronomy, water management, pesticide handling, IPM etc.); and (ii) increase availability of technical information and advisory services.
				To promote the adoption of environmentally sustainable technologies in agribusinesses	Promote investments in environmentally sustainable technologies in agribusinesses operating at the various stages of the production chain of agricultural product; investment and production support service, including technical assistance for implementation of their proposed business plan, as well as training to integrate technologies promoted through the project in their farms and/or agribusinesses	The scope of the project is national in nature, but it is expected that there would be more subprojects in states of relatively high concentration of agricultural activity (including agribusiness) such as: Jalisco, Coahuila, Durango, Chihuahua, Veracruz, Sonora, Guanajuato, Michoacan, Yucatan and Nuevo Leon.	Small and medium-sized producers	The proposed project would improve incomes of producers through reducing production costs while also increasing their participation in global markets due to increased energy efficiency practices.	It will also provide beneficiaries with technical assistance for implementation of their proposed business plan, as well as training to integrate technologies promoted through the project in their farms and/or agribusinesses.
P115 886	BJ: Agricultural Diversification	Benin	'11/'16	To restore and improve productivity and value addition for selected value chains in the Recipient's territory	Finance the expansion of the successful small -scale irrigation infrastructure activities, including complementary studies, works, small equipment, and capacity building; support the building of value chain institutions through the organization of value chain	inland valley schemes and irrigated perimeters	Farmers, fish farmers, fishermen, agribusinesses and professional groups of farmers and agro-enterprises.	<i>Did not report on relevant economic impacts</i>	<i>Did not plan or report on relevant skills/training</i>

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					participants into a well-structured interprofessions and the organization of producers around structuring activities (for example, rice milling, fingerlings and fish feed production)				
P093 699	AO-Market-Oriented Smallholder Agr	Angola	'09/'16	To increase agricultural production through provision of better services and investment support to rural smallholder farmers in selected comunas and municipalities of targeted Provinces of Bie, Huambo and Malanje.	Rural nonfarm activities include: (i) strengthen the technical, institutional, managerial and marketing skills of smallholders and their organizations, as well as of services providers and other stakeholders (relevant government institutions and private and nongovernmental agricultural service providers) involved in agricultural production and value chains, to more effectively operate in a market-driven environment and to prepare for the agricultural investment support opportunities under component ; and. (ii) Provide demand-based support, in the form of matching grants, to rural communities and smallholder groups and associations, for village productive infrastructure and agricultural production, processing and marketing subproject.	The project area consists of 25 Commas in 12 Municipals in the targeted provinces, including Bie, Huambo and Malanje. The selection of the project area has been guided by the following criteria: high agricultural potential, based on favorable ecological and climatic conditions; high population density; market access; existence of some supporting infrastructure; and potential synergies with other operations.	126,000 rural households	Did not report on relevant economic impacts	1) Strengthening the capacities of private sector agencies, NGOs and CBOs to support smallholder groups and associations to prepare development plans and investment proposals (subprojects) for finding under component two; and strengthening the managerial and business capacities of local microenterprises that support farming activities (small processors, craftsmen and local traders). 2) Strengthening capacities of relevant government institutions and introducing or strengthening participatory processes that support project implementation; 3) assisting smallholder groups and associations to identify, prepare and manage their productive agricultural investment activities to be funded; 4) improving smallholders agricultural and marketing skills and ability to access extension services. - In pad, the result framework capture the number of farmers benefiting from the capacity building activities.
P149 512	CAR Emerg . Food crisis & Ag. relaunch	Central African Republic	'14/'16	To protect and rebuild livelihoods, human capital, particularly of children, and to relaunch the productivity	The proposed project will go beyond the essential agricultural input provision and support seeds suppliers and farming women groups in strengthening their capacity for resilience in a broader scope than just production. This component will finance	11 Prefectures (Bangui, Ouham, Ouham Pende, Lobaye, Nana-Mambéré, Ombella M'Poko, Basse Kotto, Mbomou, Ouaka, Nana-Gribizi and Kemo)	Livelihood assistance to about 722,000 people; assistance to food-insecure individuals	Did not report on relevant economic impacts	Training to the beneficiary farmers and to 50 field personnel of the Ministry of Rural Development as well as 150 young graduates

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				of the agriculture sector.	purchase of groundnut, maize, rice and vegetable seeds (about 400 tons) for subsidized distribution to seeds producer groups (17,400 households), and 370 women groups (11,100 households) to restore domestic food production capacity.				
P105 256	MW - Agric Dev Prog Support Project	Malawi	'08/'16	To improve the effectiveness of investments aimed at food security and sustainable agricultural growth	Training courses aimed at public and private sector personnel involved in the implementation of a national warehouse receipts initiative; and the refurbishment of one warehouse to be leased for warehouse receipt operations	No area targeting reported	smallholder farmers	ICR not available	Formal and informal training, technical assistance, equipment, and a strategic planning framework through annual work plans and budgets, with enhanced monitoring and evaluation, financial management and procurement and human resources planning and management capabilities. training of 7,500 farmers in the safe use of insecticide in adapted grain storage structures; Inservice training urornams for SMS and field staff in alternative/participative extension methodologies and selected priority technical subjects reflected in the annual work plans
P081 567	BF-Ag. Diversification & Market Dvt.	Burkina Faso	'06/'17	To increase the competitiveness of selected agricultural subsectors that target national, subregional and international markets, thereby contributing to shared agricultural growth of the Recipient's territory	Establish a supply chain promotion fund that will provide matching grants to finance microprojects proposed by smallholders and small-scale processors for specific categories of investments; product quality improvement, and agricultural diversification while strengthening producers' linkages to markets.	Area Targeting	0	Active project	None
P092 724	DRC Ag	Con go,	'10/'17	To increase agricultural	Increase the number of farmers and farmers'	Northern Équateur	105,000 households of smallholder farmers in	Active project	Farmers groups will be supported to develop the skills,

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PID	Name	Cou ntry	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
	Rehab & Recov ery SIL (FY10)	Dem ocrat ic Rep ublic of		productivity and improve marketing of crops and animal products by smallholder farmers in targeted areas.	cooperatives participating to sustainable cocoa programs; speed up restructuring of cooperatives; rehabilitation of and maintenance of feeder roads to improve cocoa marketing in project intervention areas; improve access to markets for smallholders in rubber and oil palm producing areas; support to domestic processing.	Province and Pool Malebo.	the targeted areas; service providers active in project areas; nongovernmental organizations (NGOs), small businesses, and transporters, for example-producers who can obtain improved seed from project participants, and (iii)consumers.		links, and communication needed to evolve into stronger and larger farmer organizations capable of joining together for marketing or for addressing key issues affecting members' welfare.
P095 210	NE - Agro- Pastor al Expor t Prom otion Proj	Nige r	'09/'17	To increase the value of selected products marketed by project- supported producers.	Build public-private partnerships to structure and invigorate coordination among the principal links in the selected supply chains, including coordination among the principal links in the selected supply chains (Le. Livestock products, onion, cowpeas, sesame, souchet, and gum Arabi)by developing coordination mechanisms that will result in regular stakeholder meetings for each commodity;strengthen existing producer organizations, and facilitate the emergence of new one; application of a comprehensive value-chain approach to increase the quality of Niger's produce and its competitiveness; financing subprojects on primary collection, and marketing on demand and as a function of business models that have proved to be profitable, and facilitating access to credit through technical assistance to financial institutions in order for them to develop financial products directed toward agricultural sector development.	National targeting	Agro-producers	Active project	No Training
P101 716	CN- Jilin	Chin a	'10/'17	To assist Jilin Province in	Support carrying out a program to strengthen the	Jilin Province	Certification offices, agricultural Commission,	Did not report on relevant economic impacts	Did not plan or report on relevant skills/training

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CROP VALUE CHAINS

PID	Name	Cou ntry	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
	Food Safety			improving its agricultural product quality and reducing agricultural product safety risks through: (i) introducing good agricultural practices, (ii) improving the implementation of agricultural product safety-related regulations, and (iii) strengthening the agricultural product safety monitoring system.	capacity of the Agricultural Committees, the Livestock Bureaus and the Water Resources Bureaus at the provincial and local levels in Jilin Province in managing and monitoring agricultural product safety and quality		government staff, farmers and agricultural processors		
P115 351	Samoa Agriculture Competitiveness Enhancement	Samoa	'12/'17	To support fruit and vegetable growers and livestock producers to improve their productivity and take greater advantage of market opportunities.	Improve farmer access to superior breeding stock for cattle, pigs, sheep and poultry; financing eligible farm enterprise investments to improve stock handling and livestock housing and provide start-up working capital, through a combination of demand-driven matching grants and commercial loans; provide technical advice on breed selection and breeding management, nutrition, animal health and improved husbandry practices; improve livestock nutrition by fostering locally grown feedstuffs and upgrading pastures for cattle and sheep; and improve meat quality and hygiene initially through initiation of a new field slaughter service on Upolu	Upolu and Savai'i islands	1,500 households wanting to adopt a more commercial approach to fruit and vegetable and livestock production and marketing	<i>Did not report on relevant economic impacts</i>	Training would be imparted on topics such as group dynamics, basic enterprise economics and marketing.

APPENDIX C CROP VALUE CHAINS

PID	Name	Country	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
					and Savai'i, and later by construction of an abattoir on Upolu, all with associated cold chains.				
P119 308	CI: Agriculture Sector Support Project	Côte d'Ivoire	'14/'17	To improve smallholder access to technologies and markets, and enhance governance of selected value chains supported under the project.	Provide block grants and capacity building to communes to finance small-scale subprojects at the village level for productive infrastructure and livelihood improvement activities that are identified through participatory planning processes.	National targeting	The primary target groups are small farmers in selected cocoa, oil palm, rubber, cashew and cotton producing areas	Active project	Training programs for about 13,000 cocoa farmers (equivalent to 156,000 client-days of training) on good agricultural practices (GAP), through appropriate delivery mechanisms such as Farmers Field Schools.
P147 978 (AF P081 567)	BF- Ag. Divers ification & Market Dvt.	Burkina Faso	'06/'17	To increase the competitiveness of selected agricultural subsectors that target national, subregional and international markets, thereby contributing to shared agricultural growth of the Recipient's territory	Establish a supply chain promotion fund that will provide matching grants to finance microprojects proposed by smallholders and small-scale processors for specific categories of investments; product quality improvement, and agricultural diversification while strengthening producers' linkages to markets.	Area Targeting	0	Active project	None
P087 140	NP Agriculture Commerce and Trade	Nepal	'09/'18	To improve the competitiveness of smallholder farmers and the agribusiness sector in selected commodity value chains in 25 districts	Help agro-enterprises, commodity associations, cooperatives and farmer groups to actively engage in the development of commodity value chains by partially financing demand-driven investment proposals through a competitive matching grant; support investments in enterprise-based farmer institutions that are linked to other value chain	The project area comprises of 25 terrain and hill districts, which are found in the four Development Regions of Nepal, namely, Central, Western, Mid-western and far western Regions. The project targets districts with a higher	Smallholder farmers	Did not report on relevant economic impacts	Did not plan or report on relevant skills/training

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CROP VALUE CHAINS

PID	Name	Country	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
				supported by the project.	participants and are actively engaged with the markets.	potential for agriculture commercialization , better economic infrastructure and with relatively better organized farmer groups that are already engaged in the production of high-value commodities and are accessing markets.			
P095091	Mali - Agricultural Productivity (IDA)	Mali	'10/'18	To increase the productivity of smallholder agricultural and agribusiness producers in the targeted production systems and project areas.	Capacity building for communities would be provided for activities such as participatory planning, needs-assessment, beneficiary consultation, subproject preparation and implementation, financial management, community procurement, operations and maintenance, as well as monitoring and evaluation. Given the demand-driven nature of the Project, communities would have an open menu of social and economic investments, including but not limited to: rural infrastructure; basic services; vulnerability-reduction, food security and nutrition-enhancement activities; and management of natural resources. It is expected that each beneficiary community would have one subproject financed on the basis of an indicative ceiling of \$1,000 per family. Said ceiling would be increased to \$1,500 per family for a second subproject, in case this is identified by women and implemented in majority by them. The component would	National targeting	The project's primary target will be smallholder producers already connected to markets and ready to adopt improved technologies in the selected product groups.	Active project	The project will help restore in-country training capacities for producers and agricultural technicians.

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PID	Name	Country	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
					finance Community Investment grants for eligible subprojects.				
P102 459	ZM-Irrigation Development Project (FY10)	Zambia	'11/'18	To increase yields per hectare and value of diverse products marketed by smallholders benefiting from investments in irrigation in selected sites served by the project	facilitate private and cooperative investment in productive equipment and assets in and around irrigation schemes, and to stimulate the establishment of small-scale enterprises	Project-targeting provinces, giving priority to Southern, Central and Copper belt provinces	Households who own irrigated land or who will be able to establish microenterprises with support	Active project	The training program will enable the establishment of water user associations and producer organizations, and increase the knowledge capacity of smallholder farmers to negotiate with their commercial partners in the value chains
P119 432	LS - Small holder Agriculture Development Project	Lesotho	'12/'18	To increase marketed output among project beneficiaries in Lesotho's smallholder agriculture sector	Support the introduction, testing and demonstration of new business initiatives and technological innovations; support to targeted farmer groups (including commodity-based farmer associations, district and local apex associations, registered farmer cooperatives, informal farmer organizations or producer interest groups, market intermediaries, agribusinesses, input suppliers and other market participants)	Areas with higher production potential that are already engaged in market-oriented production or have good potential to become commercially active.	(a) existing producer groups that want to improve the production and productivity of their crops, improve their market integration, increase their membership or join forces with other groups; (b) broader community-based groups that manage resources or facilities which are important for market-oriented production; and (c) poorer farmers who have an interest in joining a group or committed farmers with a common interest wishing to form new groups.	Active project	none
P122 812	ACIP	Azerbaijan	'14/'18	To facilitate the access of agricultural producers to markets by strengthening sanitary and phytosanitary services, enhancing	Provide development support for value chain participants to assist them to establish productive partnerships and prepare subproject proposals for funding under the Project; investment support for agribusiness value chains expand availability of investment financing for	Regions	Individual Farmers Farmer groups small to medium agroprocessing enterprises "comprise individual farmers, farmer groups, and the small to medium	Did not report on relevant economic impacts	The Project would support a capacity building program which will include a comprehensive training on food safety standards for public sector staff and private agribusinesses.

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PID	Name	Country	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
				selected value chains, and providing financial services to agribusiness enterprises.	agribusiness/food processing enterprises through subloans and leasing; support introduction of new financial products better tailored for satisfying the specific needs of agribusiness; implement capacity building program for the participating financial institutions (PFIs).		agroprocessing enterprises."		
P126 440	RW: Third Rural Sector Support Project	Rwanda	'12/'18	The development objective of the Third Rural Sector Support Project (RSSP3) are to: i) increase the agricultural productivity of organized farmers in the marshlands and hillsides of subwatersheds targeted for development in an environmentally sustainable manner; and ii) strengthen the participation of women and men beneficiaries in market-based value chains.	Infrastructure for commodity chain development, including construction of rural commercial infrastructure such as collection centers, storage facilities, input facilities (seeds, organic and inorganic fertilizers), processing (agricultural products) and other value-adding activities); agribusiness centers including half-bulk markets, drying areas, storage facilities (for example, paddy, fertilizers); and capacity building to support the market integration in project areas involved in nonfarm activities including business planning development of farm budgets/business planning, small enterprise management, and marketing of output to Marketing Committees	Selected marshlands and adjacent hillsides	Female and male farmers, community members receiving Project support in small groups for value chain activities, either upstream or downstream	Active Project	Capacity Building for Value Chain Development subcomponent aims at building the capacity of farmers for value chain development through enhancing their understanding of agribusiness principles. This subcomponent will build the capacity of farmers for market-oriented farming at three levels: the producer, cooperative and the agribusiness center level including half-bulk markets.
P128 304 (AF P087 140)	NP:A griculture Com merci alizati on & Trade	Nepal	'09/'18	To improve the competitiveness of smallholder farmers and the agribusiness	Help agro-enterprises, commodity associations, cooperatives and farmer groups to actively engage in the development of commodity value chains by partially financing demand-driven investment proposals	The project area comprises of 25 terrain and hill districts, which are found in the four Development Regions of Nepal, namely, Central,	Smallholder farmers	Did not report on relevant economic impacts	Did not plan or report on relevant skills/training

APPENDIX C CROP VALUE CHAINS

PID	Name	Cou ntry	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
				sector in selected commodity value chains in 25 districts supported by the project.	through a competitive matching grant; support investments in enterprise-based farmer institutions that are linked to other value chain participants and are actively engaged with the markets.	Western, Mid-western and far western Regions. The project targets districts with a higher potential for agriculture commercialization , better economic infrastructure and with relatively better organized farmer groups that are already engaged in the production of high-value commodities and are accessing markets.			
P147 605 (AF P126 440) 0	RW: Third Rural Sector Support Project	Rwa nda	'12/'18	The development objective of the Third Rural Sector Support Project (RSSP3) are to: i) increase the agricultural productivity of organized farmers in the marshlands and hillsides of subwatersheds targeted for development in an environmentally sustainable manner; and ii) strengthen the participation of women and men beneficiaries	Infrastructure for commodity chain development , including construction of rural commercial infrastructure such as collection centers, storage facilities, input facilities (seeds, organic and inorganic fertilizers), processing (agricultural products) and other value-adding activities); agribusiness centers including half-bulk markets, drying areas, storage facilities (for example, paddy, fertilizers); and capacity building to support the market integration in project areas involved in nonfarm activities including business planning development of farm budgets/business planning, small enterprise management, and marketing of output to Marketing Committees	Selected marshlands and adjacent hillsides	Female and male farmers, community members receiving Project support in small groups for value chain activities, either upstream or downstream	Active Project	Capacity Building for Value Chain Development subcomponent aims at building the capacity of farmers for value chain development through enhancing their understanding of agribusiness principles. This subcomponent will build the capacity of farmers for market-oriented farming at three levels: the producer, cooperative and the agribusiness center level including half-bulk markets.

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CROP VALUE CHAINS

PID	Name	Country	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
				in market-based value chains.					
P114 264	Ghana Commercial Agriculture	Ghana	'12/'19	Increased access to land, private sector finance, input- and output-markets by smallholder farms from private public partnerships in commercial agriculture in Accra Plains and SADA zone	Capacity building activities for smallholders and/or nucleus investors to establish or expand out-growers schemes and the like, provision of specifically targeted training and technical advisory service; rehabilitation and construction of agricultural storage infrastructure and processing facilities, including the rehabilitation of state-owned agricultural storage facilities, warehouses and rice mills; and strengthen the capacity of eligible farmer's organizations, input dealers, mechanization centers, processors and other agricultural service providers along the value chain	The project targets Accra Plains and Savannah Accelerated Development Authority Zone	Poor households, agribusiness investors, smallholder farmers/out-growers,	Active project	Targeted training and technical advisory services for smallholders and/ or nucleus investors to establish or expand nucleus out-growers schemes
P124 018	Agribusiness Development Project	Senegal	'14/'19	To develop inclusive commercial agriculture and sustainable land management in project areas	Assist rural communities in selecting private operators for commercial agriculture on village land; promote private investment in agribusiness, including identifying and attracting investment in commercial agriculture and agribusiness, preparing marketing documents; financing for SMEs and farmers to improve SMEs productive capacity and competitiveness and to develop linkages with larger firms	The Ngalam Valley and Lac de Guiers areas	Smallholders, medium-scale farmers, wage workers, SMEs and large operators	Active Project	Technical assistance to ensure that land user rights are allocated to private operators in an inclusive and sustainable way, benefiting the broader community. It also provides vocational training and applied research to farmer associations, SMEs and agriculture business associations. (Training in areas such as development of business plans, financial statements, marketing and product design.)
P125 024	GM:Commercial Agriculture & Value Chain	Gambia, The	'14/'19	To improve productivity and access to market of targeted agricultural commodities for smallholders	Rehabilitate irrigation infrastructure to enhance the resilience of agricultural production systems to climate change-induced weather shocks in selected areas; rehabilitate/build commercial postharvest infrastructure to facilitate processing and	Central River Regions (CRR - North and South) and the North Bank and West Coast regions of the country.	private actors operating in the supply chains of the targeted commodities for domestic and export Markets, particularly, high-quality rice milling and marketing as well as fruit processing	Did not report on relevant economic impacts	Did not plan or report on relevant skills/training

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CROP VALUE CHAINS

PID	Name	Cou ntry	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
				in the Project Area	marketing of agricultural products; support strengthening of the technical, institutional, managerial and marketing capacities of smallholders and their organizations, as well as other stakeholders involved in agricultural production and value chains, to more effectively operate in a market-driven environment; facilitate farmers' access to market by creating and supporting commercial partnerships between farmers' organizations and private agribusiness enterprises to foster the integration of a greater number of smallholder producers in performing and remunerative value chains, by developing and implementing public-private alliances in the project areas aimed at improving market linkages.		(particularly, pulping, freezing and drying of mango in coordination with GCP interventions in the mango subsector)		
P127 209	Priv Sec Rehab & Agrib usines Dev- PSRA D	Guin ea- Bissa u	'14/'19	To support inclusive development of the cashew agribusiness sector and to promote entrepreneurs hip in other sectors of the economy.	Develop a number of commodity-based value chains and productive partnerships, including activities on: access to markets: roads, market information and certification; value addition: processing. Train organized groups and commercially oriented enterprises (agroprocessors and agribusiness enterprises) on a range of subjects, including new technologies, food safety and quality standards; development of linkages with producer organizations, marketing, export requirements, preparation of business plans and investment proposals for productive linkages etc. Credit Line for medium-term	National targeting	The main groups of beneficiaries are farmers and rural communities, employees, entrepreneurs, and government agencies. These beneficiaries include: cashew producers, cashew processors, rice producers and consumers, and young entrepreneurs (especially micro, small, and medium enterprises (MSMEs).	Active project	Did not plan or report on relevant skills/training

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CROP VALUE CHAINS

PID	Name	Country	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
					investment loans/leases, and support to value chains.				
P107 146	BR MST Acre Social Economic Inclusion	Brazil	'09/'20	To improve outcomes in economic opportunity, health and education for target populations in urban and rural areas. These improved outcomes will be achieved through the expansion of access to and improvement in the quality of basic health and education services, and increased technical expertise and improved organization in sustainable production methods and the development of selected productive sector.	Social and Economic Inclusion in Rural Areas, including integrating farmers and extractivists with the main productive [value] chains in Acre. In this context, the focus is on sustainable production, with the consolidation of productive chains within a strategy of integrated territorial management	State of Acre	n/a	Active Project	The vocational training program (up to 1 year) will include techniques to improve and diversify agro-forestry production, communication strategies, leadership programs, and community organization and development strategies.
P132 652	AG COM MERC IALIZ ATION PROJECT	Tajikistan	'14/'21	To increase the commercialization of farm and agribusiness products by improving the performance of selected value chains and productive	Develop a number of commodity-based value chains and productive partnerships. Train organized groups and commercially oriented enterprises (agroprocessors and agribusiness enterprises) on a range of subjects, including new technologies, food safety and quality standards; development of linkages with producer organizations,	Sughd and the Raions of Republican Subordination. "Khatlon has a favorable resource base, particularly land and water, and suitability for a wide range of crop and livestock activities. Sughd has a drier climate	Commercially oriented producer associations, Farmers, Agroprocessors, agribusiness enterprises, agro-input dealers engaged in the value chains and productive, linkages, Participating financial institutions, public and academic institutions. (very small farmers, in groups or	Active project	Did not plan or report on relevant skills/training

APPENDIX C CROP VALUE CHAINS

PID	Name	Cou ntry	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
				partnerships through increased access to finance and strengthened capacity of project beneficiaries.	marketing, export requirements, preparation of business plans and investment proposals for productive linkages etc. Credit Line for medium-term investment loans/leases, and support to value chains.	and more limited access to irrigation but is well suited to high-value fruit and vegetable production and has better access to regional and international markets for export. Raions of Republican Subordination has a diverse range of fruit and vegetable crops grown mostly for the urban markets of Dushanbe and Kurgan-Tubye"	associations: up to 0.5 ha per individual/ shareholder and commercial farmers: up to 2 Ha per shareholder if multiple owners and 10 Ha if single owner farm)		
P133 703	Hortic ulture Devel opme nt Projec t	Uzbe kista n	'14/'21	To enhance the productivity and profitability of horticulture sector in the project area.	Agricultural Support Services , including market-led agricultural technology transfer in the horticulture sector related to new production techniques, storage methods, postharvest handling, marketing and business management knowledge; creation of partnerships between producers, processors and traders, the establishment of a promotional association for fruits and vegetable, the provision of support to producer participation in national and international trade events and the assessment of the country's export and domestic marketing policies ; access to credit, including provision through selected PFIs of Investment and Working Capital Sub-Loans and Lease Financings to Beneficiaries and technical assistance and Training to PFIs to increase	Eight regions of Uzbekistan: Andijon, Jizzak, Ferghana, Kashkadarya, Karakalpakstan, Namangan, Samarkand, and Tashkent	Farmers, farmer groups, private enterprises, agro-firms, and agroprocessing enterprises, involved in the country's horticultural subsector	Active project	Enhance the capacity of farmers to improve quality and productivity of their product, as well as to identify and respond to market opportunities both domestically and in export markets

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PID	Name	Cou ntry	APP/ Close FY	Project Development Objective	Rural Nonfarm Activities	Geotargeting	Beneficiaries Targeted	Economic Impacts	Skills/Training
					their capacity in managing a range of innovatively structured finance products				

Note: EU = European Union; PDO = project development objective; ICR = Implementation Completion and Results Report.

Appendix D. Livestock and Pastoral

PID	Name	Country	Project Development Objective	APP/ Close FY	Rural Nonfarm Activities	Targeting	Metrics	Results
P098 256	AF: Hort. & Livestock Project	Afghanistan	To assist producer households in adopting improved practices so as to increase horticulture and livestock productivity and production in focus areas	'06/'11	Livestock and marketing initiatives, including developing livestock marketing initiatives, eliminating imports of animals and animal products (milk and milk products, frozen chicken and live cattle and buffalo for slaughter) and promoting export; productive infrastructure, including milk collection and processing facilities, traditional exports earnings from high-quality wool, camel hair, cashmere fiber and karakal skins, technologies for improving the harvesting, processing and marketing of these products	Type: Districts- were selected by the government, where horticulture and livestock development could be addressed more intensively by mobilizing Farmer/producer groups Beneficiaries: Producer households	Competitiveness/Productivity 1. Model dairy processing unit established, involving 19,500 farmers and incremental 40,000 liters/day by PY3; poultry production expanded by 25,000 units with incremental 100,000 eggs and 1,500 tons of meat annually by PY3 2. At least 60% of target producer households adopt improved poultry raising practices in Focus Districts - after the AF the indicator was moved to technology adopted 3. 5% reduction in mortality among large ruminants. 10% reduction in mortality among small ruminants	Increased productivity / Competitiveness 1. 7,000 poultry units established 3.68 million eggs produced (target 100,000) ; Model dairy unit not established; Meat (n/a) 2. 62% adopted improved practices, and 23% in process. AF: 57% fully adopted and 43% in process Reduced Vulnerability 3. 3% point reduction in mortality rate, falling from 5% to 2%. AF: 4% point reduction in mortality rate, falling from 5% to 1%. (Indicator unclear. If reduction expected is change in percentage mortality rate, ROP achieved 60% and AF 80% of target. If reduction expected refers to change in mortality, ROP and AF exceeded targets)

APPENDIX D

LIVESTOCK AND PASTORAL VALUE CHAINS

PID	Name	Country	Project Development Objective	APP/ Close FY	Rural Nonfarm Activities	Targeting	Metrics	Results
P113 032	ET: Agricultural Growth Program	Ethiopia	To increase agricultural productivity and market access for key crop and livestock products in targeted woredas with increased participation of women and youth	'11/ '16	Agricultural Production and Commercialization, including establishment and Strengthening of Agricultural and Rural Development Partners Linkages Advisory Councils, farmer organizations; (ii) Agribusiness support, including strengthening of agribusinesses along value chains of selected commodities, private sector capacity building and technical assistance, public sector capacity development for service provision; promotion of linkages to credit, including a credit guarantee scheme, and sectoral analysis of constraints and value-chain analysis ; small-scale Rural Infrastructure Development and Management, particularly rural markets, including the construction, rehabilitation and/or improvement, and management of small-scale rural infrastructure, development and management of market centers , and the establishment of about 40 primary market centers, 20 secondary market centers, and about 8 terminal market centers	Type: underinvested areas with a good potential for agricultural growth Beneficiaries: small- and medium-scale farmers in the selected woredas who crop an average area of somewhat less than 1 hectare (ranging between 0.25 and 2.3 hectares)	Competitiveness/Productivity 1. Percentage increase in total real value of marketed agricultural (including livestock) products per participating household 2. Percentage real sales value increase of the key selected value chains commodities supported at the end of the value chain	n/a
P128 143	SO-Drought Management & Livelihood (RE)	Somalia	To provide targeted emergency support to drought affected populations in Somalia including cash-for-work to preserve their livelihoods and the distribution of agricultural inputs, livestock feed or veterinary services to support the recovery of agriculture and livestock	'12/ '13	Targeted Cash-for-Work , including cash-for-work to about 15,000 beneficiaries, thus preserving livelihoods during the drought and providing crop or livestock inputs to about 35,000 beneficiaries, thus facilitating a rapid recovery immediately after the drought.	No Poverty and Area Targeting	n/a	n/a

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LIVESTOCK AND PASTORAL VALUE CHAINS

PID	Name	Country	Project Development Objective	APP/ Close FY	Rural Nonfarm Activities	Targeting	Metrics	Results
P089 259	RY Rainfed Agriculture and Livestock	Yemen, Republic of	productive capacity To enable poor producers: (a) improve their production, processing and marketing systems; (b) protect their assets: soil, WAT, rangeland, seeds and animals; and (c) get organized for the purpose of (a) and (b) above	'07/ '14	Marketing network, including seed delivery and marketing network , rural incomes development, including rain fed cereals and legumes postharvest handling, seed production and management, livestock raising, beekeeping and marketing, livestock product processing (cheese, ghee), postharvest handling and marketing, coffee postharvest handling and marketing, handicraft production and marketing, slaughtering facilities with running water; park and animal loading facilities; space distribution and organization; kiosk for vendors; and hygiene facilities	Type: Five governorates based on rural poverty and the importance of rain fed agriculture Beneficiary livestock owners and local farmers	Vulnerability 1. Additional revenue per beneficiary annually from (a) production (b) marketing and (c) processing Livestock Competiveness 2. Handling capacity of Al-Mokha quarantine station (Number, Custom)	Reduced Vulnerability 1. \$68 additional revenue per beneficiary from production annually 2. \$81 additional revenue) per beneficiary from marketing annually 3. \$107 additional revenue per beneficiary from processing annually Increased Livestock Competiveness (output level) 4. 2.4 million heads of animals/year handling capacity of Al-Mokha quarantine station (Target was 600,000. Achieved 400%)
P065 035	CN-Gansu & Xinjiang Pastoral Development	China	To promote sustainable natural resource management by establishing improved livestock production and marketing systems that would increase the income of herders and farmers in the project areas	'04/ '10	Markets and processing investments including: livestock markets (3 in Gansu, 44 in Xinjiang), shearing stations, wool storage facilities, milking and milk collection stations. improved access to markets for herders and traders, increased numbers of available selling outlets, and improved transparency of price; and access to finance for rural enterprises, including (ii) loans to profitable rural enterprises and/or enterprise like activities for fixed asset investments leading to increase profitability and value add of processing enterprise, shorter term loans to trader enterprises for seasonal investment capital.	Type: No area targeting reported Beneficiaries: low income groups whose average annual income is substantially below the country's average per capita income (\$1,122) Benefits would also accrue to entrepreneurs associated with livestock product processing industries in county, prefecture, and provincial centers	Vulnerability 1. Improved productivity and quality of livestock products 2. Increase in average net income of participating project townships compared with nonproject townships increased by end of project	Reduced Vulnerability 1. Cattle mortality reduced from 4% to 3.2%; the sheep mortality reduced from 7% to 4.5%; cattle weight gain increased from 505 g/head/day to 750 g/head/day; sheep weight gain from 165 g/head/day to 280 g/head/day

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LIVESTOCK AND PASTORAL VALUE CHAINS

PID	Name	Country	Project Development Objective	APP/ Close FY	Rural Nonfarm Activities	Targeting	Metrics	Results
P096 993	AISP	Kyrgyz Republic	To improve the Recipient's institutional and infrastructure environment for more productive, profitable and sustainable livestock and crop production by pasture users and smallholder farmers, as well as to reduce the economic impact of the zoonotic disease burden in the human population (revised)	'08/'13	Agricultural Market Information, including the collection and dissemination of essential agricultural market information, for agricultural producers, traders, processors and policy makers	Type: No area targeting reported Beneficiaries: Livestock owners with small size family farms	Service Delivery/Vulnerability 1. Expanded access to farm and livestock support services 2. Increased livestock productivity	Improved access to services 1. 458 Farmer Unions provided services to farmers (baseline: 0) Reduced Vulnerability 2. 89 lambs per 100 ewes surviving to age 4 months; 1960 liters/cow/lactation (Target related to milk yields exceeded by 18.5 % and rate of lambs surviving to 4 months exceeded by 80%) (baseline: 80 lambs per 100 ewes surviving to age 4 months; 1,800 liters/cow/lactation)
P118 045	TG: Agricultural Sector Support Project	Togo	To (i) rehabilitate and reinforce productive capacities among targeted beneficiaries across Selected Value Chains, and (ii) foster an enabling environment for the development of the agricultural sector, in the Recipient's territory	'11/'16	Development of food production and integration of key value chain, including building innovative and sustainable market-based mechanism, establishing partnerships between producer organizations, input distributors, wholesalers, food processors and marketers, financial institutions and other service provider; pilot inventory credit schemes (warrant age) for cereal producers (especially maize and sorghum) and in connection with contracting partners already bearing expertise in this field; support for innovative initiatives to diversify food crops and food products for domestic or subregional markets, including agro-industrial processing and marketing initiatives for products such as tubers, fruits, vegetable, innovative initiatives to expand market access for other crops (for example, fruits and vegetables) through a competitive grant scheme	Type: All five administrative regions of Togo Beneficiaries: crop farmers, animal herders, fish producers and fish merchants	Productivity/ Vulnerability 1. Increase of crop and fisheries output, and of livestock population among project beneficiaries	n/a

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LIVESTOCK AND PASTORAL VALUE CHAINS

PID	Name	Country	Project Development Objective	APP/ Close FY	Rural Nonfarm Activities	Targeting	Metrics	Results
P116598	BJ:SU PPOR T TO APIC ULTU RAL PRO MOTI ON PRO	Benin	No documents available	'12/ '15	No documents available	No documents available	No documents available	No documents available
P101955	SD- North Sudan Livestock (FY07)	Sudan	To improve livestock production and marketing in selected rain fed areas of Central and Eastern Sudan	'08/ '13	Integrate the national livestock marketing information systems, train stakeholders on interpreting and using information from the system, support research on and develop selected livestock-related cross-border value chains, specifically in arid and semi-arid areas, including: on capacity building, pastoralists and other actors (exporters, abattoirs) will be trained on cooperative management models, and marketing; vaccination campaigns; fodder bulking and conservation, identify markets and develop value chains for alternative products to livestock	Type: No area targeting reported Beneficiaries: Pastoral communities	Vulnerability/Productivity 1. Animals traded in the rehabilitated livestock markets, by type of livestock 2. Average herd size of small ruminants per household in targeted areas (number)	Reduced Vulnerability 1a. Number of sheep in targeted areas grew from 31 at baseline to 64 compared with a target of 46 1b. Number of goats grew from 7 at baseline to 10 compared with a target of 10 Increased Productivity 1c. Number of animals traded annually in rehabilitated markets increased : i) 492,845 sheep (target 388,852) over a baseline of 299,664, ii) 6,374 goats (target 1,213) over a baseline of 912, iii) 80,525 cattle (target 14,161) over a baseline of 10,640, (iv) 26,919 camels (target 7,949) over a baseline of 5,972 camels in 2009 Reduced Vulnerability 2. Average herd size of small ruminants per household in targeted areas sheep 64 and goat 10 compared with a target of 31 and 7 respectively
P124278	CAR-Agro-Pastoral Recovery Project (ERL)	Central African Republic	To increase productivity and production of selected food crops and livestock species in the project areas	'11/ '16	Rural Nonfarm activities include trainings to strengthen capacity of the institutions charged with agricultural development in CAR, such as public agencies, nongovernmental organizations, and producer organizations and other community-based group, including program and project planning, implementation, and evaluation; and support producer organizations and community-based organizations	Type: No area targeting reported Beneficiaries: producer organizations, community groups that receive productive assets	Vulnerability 1. Number of animals of selected livestock species produced by direct project beneficiaries	n/a

APPENDIX D

LIVESTOCK AND PASTORAL VALUE CHAINS

PID	Name	Country	Project Development Objective	APP/ Close FY	Rural Nonfarm Activities	Targeting	Metrics	Results
P120028	Community Agri. Res. Management and Compensation	Armenia	To improve productivity and sustainability of pasture/livestock systems in selected communities	'11/'16	Investment activities, including infrastructure to access and use remote pastures, such as spot road improvements, stock watering points, shelters, milk cooling devices, among others, machinery to produce and harvest fodder, including grass cutters, haying machines, silage choppers, etc, support to village-level agribusiness to develop new business opportunities, improve marketing, promote food safety practices, and introduce and demonstrate new technologies that could benefit communities focused on livestock production, developing alternative income opportunities such as honey production, medicinal herbs, agro-tourism, or development of niche products or by-products; improving food quality and safety; improving processing, packaging and marketing; developing new products; and provision of services such as veterinary or artificial insemination services.	Type: The project area covers around 230,000 ha of conditional land, of which more around 2/3 is pastures Beneficiaries: communities engaged in livestock production	Productivity/Competitiveness 1. Increased livestock productivity measured by: (a) milk production, and (b) increase in daily animal weight gain 2. Increased farm sales from livestock 3. Increased effectiveness of communal pasture management, as measured by increased communal budgetary revenues from lease of pasture	n/a
P123495 (AF P101955)	SD: Improving Livestock Production & Marketing	Sudan	To improve livestock production and marketing in selected rain fed areas of Central and Eastern Sudan	'11/'13	Integrate the national livestock marketing information systems, train stakeholders on interpreting and using information from the system, support research on and develop selected livestock-related cross-border value chains, specifically in arid and semi-arid areas, including: on capacity building, pastoralists and other actors (exporters, abattoirs) will be trained on cooperative management models, and marketing; vaccination campaigns; fodder bulking and conservation, identify markets and develop value chains for alternative products to livestock	Type: No area targeting reported Beneficiaries: Pastoral communities	Vulnerability/Productivity 1. Animals traded in the rehabilitated livestock markets, by type of livestock 2. Average herd size of small ruminants per household in targeted areas (number)	Reduced Vulnerability 1a. Number of sheep in targeted areas grew from 31 at baseline to 64 compared with a target of 46 1b. Number of goats grew from 7 at baseline to 10 compared with a target of 10 Increased Productivity 1c. Number of animals traded annually in rehabilitated markets increased : i) 492,845 sheep (target 388,852) over a baseline of 299,664, ii) 6,374 goats (target 1,213) over a baseline of 912, iii) 80,525 cattle (target 14,161) over a baseline of 10,640, (iv) 26,919 camels (target 7,949) over a baseline of 5,972 camels in 2009 Reduced Vulnerability 2. Average herd size of small ruminants per household in targeted areas sheep 64 and goat 10 compared with a target of 31 and 7 respectively

APPENDIX D
LIVESTOCK AND PASTORAL VALUE CHAINS

PID	Name	Country	Project Development Objective	APP/ Close FY	Rural Nonfarm Activities	Targeting	Metrics	Results
P132 798 (AF P101 955)	SD- North Sudan Livestock	Sudan	To improve livestock production and marketing in selected rain fed areas of Central and Eastern Sudan	'13/ '13	Integrate the national livestock marketing information systems, train stakeholders on interpreting and using information from the system, support research on and develop selected livestock-related cross-border value chains, specifically in arid and semi-arid areas, including: on capacity building, pastoralists and other actors (exporters, abattoirs) will be trained on cooperative management models, and marketing; vaccination campaigns; fodder bulking and conservation, identify markets and develop value chains for alternative products to livestock	Type: No area targeting reported Beneficiaries: Pastoral communities	Vulnerability/Productivity 1. Animals traded in the rehabilitated livestock markets, by type of livestock 2. Average herd size of small ruminants per household in targeted areas (number)	Reduced Vulnerability 1a. Number of sheep in targeted areas grew from 31 at baseline to 64 compared with a target of 46 1b. Number of goats grew from 7 at baseline to 10 compared with a target of 10 Increased Productivity 1c. Number of animals traded annually in rehabilitated markets increased : i) 492,845 sheep (target 388,852) over a baseline of 299,664, ii) 6,374 goats (target 1,213) over a baseline of 912, iii) 80,525 cattle (target 14,161) over a baseline of 10,640, (iv) 26,919 camels (target 7,949) over a baseline of 5,972 camels in 2009 Reduced Vulnerability 2. Average herd size of small ruminants per household in targeted areas sheep 64 and goat 10 compared with a target of 31 and 7 respectively

Appendix E. Productive Partnerships

Country	Objective	Partnerships	Achievements	Beneficiaries and Employment Generation	Lessons
			Outcome and Impact		
Colombia: Productive Partnerships Support Project (FY2002)	To generate income, create employment and promote social cohesion of poor rural communities in an economic and ENVal sustainable manner through the development and implementation of a demand -driven, productive partnership scheme with the private sector.F	<ul style="list-style-type: none"> - 136 producer organizations, of which 85 were still in existence seven years after project closed. - According to the Implementation Completion and Results Report (ICR) Review "The logic of the project's design was that it was intended that the project would work with poor producers who had some assets." 	<ul style="list-style-type: none"> - Average credit to farming 11,714 families was, \$1,681. - In an independent impact assessment of 20 partnerships 17 increased average income by 12 to 32% Issues with control groups prevented comparison with nonproject beneficiaries. - FAO, using a random stratified sample of 23 PPs reported that, on average, participant incomes increased by 77 percent during the project period, but with significant variation depending on the commodity. - But it is unclear whether the poor benefited equally from the reported income increases or whether partnerships that survived were equally comprised of rural poor as the partnerships that failed. 	<ul style="list-style-type: none"> - An external impact evaluation found that, employment levels increased between 5 and 50 percent within 17 sampled PPs depending on the partnership type. - The Project Performance Assessment Report (PPAR) stated that "Beneficiaries attested that support from the project enabled them to hire additional labor, mostly for off-farm activities." - Lack of data limited the ability to know whether additional employment had an impact on the rural poor 	<ul style="list-style-type: none"> - Revolving funds were an effective tool for mature producer groups for accessing financing. Established relationships and trust in existing groups led to the effective use of funds. Less mature partnerships however were unable to use these funds effectively. - Productive partnerships are more likely to succeed when part of an integrated rural development approach - PPs producing perennial crops were more S than those producing annual crops such as berries and other such fruits.
	To increase rural competitiveness and build up rural entrepreneurship in poor rural communities in a sustainable manner through demand-driven partnerships with the commercial private sector	<ul style="list-style-type: none"> - 725 partnership producer organizations were established (no information on target). 725 of 744 PPs formed (97%) were still operating when the project closed. - Budget cuts delayed producer organization formation; this reduced project achievement - There was greater interest than expected in perennial crops, leading to delayed marketing and sales until the slower perennial crops' first yield. - 82% of producer organizations collected annual fees to maintain operations and infrastructure. Thie enhanced sustainability. The ICR reported that s 80% of partnerships had been operating 24 months 	<ul style="list-style-type: none"> - The main indicator for competitiveness in the project was the cumulative value of sales by all producer organizations compared with the projected expectation of Co\$350 million. The actual achievement was Co\$572 million, exceeding the target by 63% in current terms. - The ICR Review prepared by IEG concluded that despite measures not being in real terms "aggregate sales value beyond expectations does represent one important proxy indicator of successful competition." - Improvements in income were not part of the project objective but impact evaluations found that incomes of project beneficiaries were 29% above the control group, with a statistical significance at the 5%.level. This, the ICR Review claimed triangulates with the claim for improved producer organization competitiveness and suggested improved beneficiary competitiveness compared with households in the control group who, in some respects presumably, were competitors selling outside partnership arrangements. 	<ul style="list-style-type: none"> - Evidence suggested that the project created employment. Before the project the PPs employed an average of 1.7 persons at least half time. By project completion this had increased to an average of 2.8 persons suggesting a 65 percent increase in employment in these organizations. This is indirect evidence of competitiveness since it implied business growth, which could only have been sustained if there was some success in competing in the market. 	

Country	Objective	Achievements		Beneficiaries and Employment Generation	Lessons
		Partnerships	Outcome and Impact		
		or more, exceeding the 75% target.			
Bolivia: Rural Alliances Project (FY2005)	To test a model to improve accessibility to markets for poor rural producers in the Pilot Areas by: (a) promoting strategic productive alliances between different economic players at the local level; (b) empowering rural producers through the development of self-managed grassroot organizations; (c) increasing access to productive assets and technology; and (d) promoting more effective, responsive and accountable service organizations at the local level.	<ul style="list-style-type: none"> - Based on the project's M&E system, the average increase in marketed produce reached 60% (in two years) compared with the target of 45% (over three years). - On the other hand, the project's focus on the rural poor was less than satisfactory. However there was no control group comparison for this improved outcome in terms of improved access to markets (ICR, page 11). - According to the impact evaluation agricultural sales of alliance producers were between 29% and 39% higher than those for a control group - The project also supported municipal infrastructure investments to improve market access, though the ICR noted that there was no indication that the municipal infrastructure investments had a clear positive effect on overall market access. 	<ul style="list-style-type: none"> - According to the impact evaluation agricultural sales of alliance producers were between 29 and 39% higher than those for a control group in 2014 (ICR, p. 10). - The ICR also noted that, based on the impact evaluation, average agricultural income of project beneficiaries (farmer groups) at the project's close was 28-37% higher than for a control group. - The ICR did not explicitly report on how much of the project benefits were captured by poor rural producers. - The Impact Evaluation also concluded that "Producers who have larger areas of land used for agricultural crops are on average 8.2 percentage points more likely to be beneficiaries of the project." This was one indication that this project was less likely to benefit poor farmers who typically have access to small areas of land used for agriculture. - The ICR (p. 17) stated that: "The project has most likely also had a positive impact on the depth of poverty in the rural areas by providing additional income to the poorest quintiles of rural society." But no specific evidence were provided. 	<ul style="list-style-type: none"> - New wage-earning jobs created (308,506 man-days) in the project area was only 38% of the target of 809,590 man-days (Impact Evaluation) - The ICR (page 18) stated that "90% of direct beneficiaries identify themselves as belonging to an indigenous group: 35% in Quechua, 41% Aymara, 9% Guarani and 5% other indigenous groups. Bolivia's rural indigenous and small-scale farmers are over-represented among the very poor". 	<ul style="list-style-type: none"> - Use of self-selection instruments transparently helps to: (i) ensure that the producers who join an initiative have the necessary resource endowment, and the risk profile for engaging in the innovation processes; (ii) avoid over-dimensioning of the investments. The project had the requirement that 30% of the alliance investment cost would be covered by participants in cash and upfront in every tranche. - To encourage the further growth of producer organizations after alliance financing ends a new line of financing should be available to producers so as to graduate them from donor support and to facilitate their access to credit. This requires developing capacities of producer organizations to provide specific services to its members after the end of the Project, including the possibility of implementing revolving funds for member credit.
Guatemala: Project to Support a Rural Economic Development Program (FY 2006)	To assist the borrower in: (i) improving the competitiveness of rural productive supply chains with strong indigenous participation; and (ii) Strengthening the institutional capacity of the public entities participating in the Program for the adoption of a	<ul style="list-style-type: none"> - At project closing, the number of direct beneficiaries was about 20,000, falling short of the target of 30,000; yet 90% of partnership beneficiaries were indigenous people (target: 80%), and 34% were women. - The success of the project resulted in a request by the government to expand activities of the territorial 	<ul style="list-style-type: none"> - The project achieved only 47% of its final target on sales - Project investments led to an increase in the net sales of Rural Producer Organizations (RPOs). For example, 19 fruits and vegetables RPOs in the project saw a total increase of 39% in their net sales. Also, 7 coffee RPOs saw a total increase in net sale of 24%; 3 basic grains RPOs achieved a 9% total increase in net sales; and 3 wood processing RPOs achieved an 11% total increase in net sales. The increase of total sales of the rural productive supply 	<ul style="list-style-type: none"> - Aggregate employment generated by the project was projected to be equivalent to 3,000 person/years. - The number of indirect beneficiaries of the partnerships was estimated to be 108,690 	<ul style="list-style-type: none"> - To reduce political interference, transparent and competitive staff selection procedures and performance evaluations need to be included in the agreements for project implementation. - Political instability and interference, with the resulting staff changes, affected project implementation. - In anticipation of such challenges, it is critical to include mitigation measures, to the extent possible, during project preparation. - In similar projects supported by the World Bank in Latin America, transparent and competitive staff selection procedures and performance

APPENDIX E

PRODUCTIVE PARTNERSHIPS

Country	Objective	Partnerships	Achievements	Beneficiaries and Employment Generation	Lessons
			Outcome and Impact		
	participatory territorial management model with indigenous involvement.	participatory planning process over all rural municipalities.	chain partnerships reached an estimated \$16.31 million during the project period (32% achievement rate against an original target of \$50 million; and 47% achievement rate against a revised target of \$35 million). - The investments in 50 bridges contributed to supply chain competitiveness through maintaining market access and generating time savings that were expected to translate into broader gains to rural communities -Exogenous factors adversely affected the performance of five partnerships: disease outbreaks (rust in coffee and thrips in cardamon) combined with a drop in prices reduced their end-of-project sales value. After tropical storm Agatha, project activities focused on bridge repair on a nationwide scale.		evaluations are included in the agreements for project implementation
Panama: Rural Productivity Project (FY2007)	To contribute to increased productivity among organized rural small-scale producers of the borrower's territory through their participation in productive alliances while ensuring the sustainable use of natural resources and the conservation of globally important biodiversity.	<ul style="list-style-type: none"> - 130 productive alliances for small-scale producers were formed (186% of target) in three provinces. 4,577 small-scale producers benefited from productive alliances. - There was an increase of 54% in new productive alliance members (against a 20% target). The extent to which this is indicative of success is unclear since there was little upfront investment was required by members. However, the World Bank project team reported that, while the costs of joining were not prohibitive and free resources were an incentive, there was also a growing incentive for potential members seeing the benefits "of changing their productive culture to one stressing mutual benefits of collective action". 	<ul style="list-style-type: none"> - Beneficiary consultations found that being a member of a productive alliance increased incomes, improved quality of life, resulted in higher yields, offered new markets, and gave better prices through collective bargaining. However, there is limited quantitative evidence provided in the ICR for some of these claims. - There was a 22.3% increase in sales receipts (90% of the target) by productive alliance members. In a sample of 2,439 producers, 43% using project support showed a net profit compared with 33% of producers without project support - Average net returns of the with-project producers increased from \$698 per year to \$1,180 a year, giving a 69% increase. The most profitable crops reportedly were milk, plantain, fish, corn and beans, but for some of these enterprises the net returns, though positive, were modest. - According to the project team, the majority of production was individual but marketing was done increasingly through the associations. Collective production was often resisted, collective marketing and processing was the main aim. 	<ul style="list-style-type: none"> - There was no mention of any employment impact or jobs in the ICR. 	<ul style="list-style-type: none"> - To be used efficiently and sustainably, revolving funds for producer associations need a minimum level of organizational strength and cohesiveness at association level. - In this case, there was variability and it was clear that some producer organizations had reached a minimum threshold and some had not and will continue to face sustainability problems. - Defining a minimum set of standards or milestones to achieve organizational thresholds may aid producer organization support decisions and ensure better sustainability

Appendix F. Rural Livelihoods

PID	Project Name	Cmt (\$m)	Country	State	Project Development Objective	Outcomes
P045049	Andhra Pradesh District Poverty Initiative project	109.79	India	Andhra Pradesh	To improve opportunities for the rural poor to meet priority social and economic needs in the six poorest districts of Andhra Pradesh.	<p>No. of SHGs 171,618</p> <p><u>Poverty/Income outcomes</u></p> <ol style="list-style-type: none"> 1. Incremental increase in consumption: \$ 16.8 per year representing an 11 percentage point increase over a control 2. Group savings: \$ 113 million and created 155, 091 linkages to banks 3. Income due to participation in saving and lending scheme increased from \$ 220 to \$ 589 (37% percent increase) 4. Supported 36,000 income-generating activities, an estimated two-thirds of Community Innovation Fund funds were used for agriculture and livestock and a substantial amount on dairying and other for nonfarm investments 5. Average annual incomes for trained youth: \$ 1,000 <p><u>Social Outcomes</u></p> <ol style="list-style-type: none"> 1. 171, 618 SHGs enabled 2.3 million female beneficiaries 2. Social capital has helped to connect the poor to financial and economic knowledge and political capital, enabling the institutions of the poor to increase access to finance, markets, services, infrastructure, knowledge, voice and political participation 3. Increased political participation of women participating in SHGs
P071272	Andhra Pradesh Rural Poverty Reduction Project	315.03	India	Andhra Pradesh	To enable the rural poor; particularly the poorest of the poor, in Andhra Pradesh improve their livelihoods and quality of life.	<p>No. of SHGs 1 million</p> <p><u>Poverty/Income outcomes</u></p> <ol style="list-style-type: none"> 1. Financial capital available grew from \$ 404 million to \$ 7.9 billion 2. Income increased by \$ 107 for the poorest participants over the nonparticipants and \$ 263 for the poor 3. Percent of households below the poverty line dropped from 29.8 to 17.5 percent compared with a control group of households who barely moved, from a baseline of 29.8 percent to 27.5 percent by project close 4. 1 million SHGs were formed reaching out to 11.3 million households. Out of which 2.85 million were considered the poorest of the poor. 70 percent of participating Households were either poor or the poorest of the poor <p><u>Social outcomes</u></p> <ol style="list-style-type: none"> 1. Enabled community discussions on drinking water, irrigation facilities, access to education, approach roads, and child labor were higher for participants than nonparticipants 2. Improvements in societal trends with regards to women's ability to leave the home without permission, to disagree with their husband, and to participate in village meetings

APPENDIX F

RURAL LIVELIHOODS

PID	Project Name	Cmt (\$m)	Country	State	Project Development Objective	Outcomes
P102331	Second Madhya Pradesh District Poverty Initiatives Project	93.26	India	Madhya Pradesh	To improve the capacity and opportunities for the targeted rural poor to achieve sustainable livelihoods.	<p>No. of SHGs 31,611</p> <p>Poverty/Income</p> <ol style="list-style-type: none"> 1. 41% incremental increase in income on average in comparison to the control villages with 42 percent difference 2. The incremental income increases for Scheduled Castes and Scheduled Tribes households were found to be higher at 75 percent and 74 percent, respectively 3. Households from the lower income categories saw appreciable income improvements, giving confidence that the increase in incomes was inclusive 4. 20% of the project area beneficiaries and project area nonbeneficiaries moved to higher annual income classes (INR 48,000-96,000 and INR 96,001-2,00,000) compared with the control group 5. 58 percent of project households got involved in regular monthly savings with an average saving per SHG of around INR 11,760 6. Commercial bank linkages allowed 24,472 SHGs to access credit amounting to INR 2,885.2 million for their members 7. 24,887 SHGs leveraged INR 549 million in the form of subsidies for livelihood support activities and community infrastructure
P059242	Madhya Pradesh District Poverty Initiatives Project	88.31	India	Madhya Pradesh	Improving opportunities for the poor, and vulnerable groups, particularly women, in meeting their own social, and economic development activities, through the creation of income security opportunities for the rural poor, empowering disadvantaged groups through the promotion of village organizations	<p>No. of SHGs 47,197</p> <p><u>Poverty/Income outcomes</u></p> <ol style="list-style-type: none"> 1. 55% increase in real median household income 2. 16% increase in real median household expenditures 3. 183% increase in household savings during project period 4. 575.33 million worth loans extended to project beneficiaries 5. Access to Community Innovation Fund and commercial bank finance has enabled the poor to upgrade their assets, acquire new assets and diversify their livelihood sources. The value of assets at the household level has almost tripled that is, from \$1,032 to \$2,974 on an average during the six-year period. The extent of irrigated land owned by the poor has also increased. 6. Many women have taken up nonfarm activities including small manufacturing and trading including garments, furniture and retail trading in consumption goods. Similarly, the project invested significantly in promoting increased value added at local level for various agribusiness activities through developing market linkages with public, cooperative and private sectors. These linkages have enabled increase in price realization by more than 30%. 7. Access to the market were improved by (i) meeting critical infrastructure gaps (for example, setting up bulk milk cooling centers); (ii) promoting wholesale trade by community groups in commodities produced and consumed by the poor; (iii) developing franchises and partnerships with private sector
P076467	Chhattisgarh District Rural Poverty Project	43.45	India	Chhattisgarh	To improve opportunities for the poor and vulnerable, especially women and tribal, to meet their	<p>No. of SHGs 20,689</p> <p>Poverty/Income outcomes</p> <ol style="list-style-type: none"> 1. 30 percent increase in income for project beneficiaries

PID	Project Name	Cmt (\$m)	Country	State	Project Development Objective	Outcomes
					own social and economic development objectives.	2. Benefits from the project were: increase in parent's ability to send children to school, reduce indebtedness improved living standards. Social outcomes Empowered the disadvantaged people by strengthening social and political empowerment processes No. of SHGs 1.8 million
P090764	Bihar Rural Livelihoods Project	163	India	Bihar	To enhance social and economic empowerment of the rural poor in Bihar.	1. Self-managed self-help groups established, covering at least 80% of the target household 2. At least 50% of those who have received Community Innovation Fund have increased income by at least 30% of the baseline 3. At least 50% of SHG members have reduced high cost debts from informal sources No. of SHGs 20,800
P102330	North East Rural Livelihoods Project	130	India	North East	To improve rural livelihoods, especially that of women, unemployed youths and the most disadvantaged, in the participating North Eastern States	1. At least 60% of women SHG members achieve a minimum of 30% increased income in real terms by end of project 2. At least 30% of project-benefited unemployed youths are employed 3. At least 50% of the most disadvantaged households achieve a minimum of 30% improvement in livelihood indexes. 4. At least 70% of the SHGs supported by the project are institutionally sustainable No. of SHGs 30,458
P102329	Rajasthan Rural Livelihoods Project	122.84	India	Rajasthan	To enhance economic opportunities and empowerment of the rural poor, with a focus on women and marginalized groups, in the 17 targeted districts of Rajasthan	1. Increase in number of sources of household income reported in at least 70% of the targeted households 2. Reliance on informal credit sources drops by 90% among members of grade 'A' SHGs 3. At least 70% of the 33,000 SHGs supported by the project are financially viable and institutionally sustainable 4. At least 50% of grade 'A' SHG members routinely participate in Gram Sabha and other village meetings
P120836	Maharashtra Agric. Competitiveness	100	India	Maharashtra	Increase the productivity, profitability and market access of the farming community in Maharashtra	No. of SHGs 12,005 1. The share of wholesale and retail price received by the farmer 2. Changes in crop yields 3. Compliance with business standards by office of Director of Marketing No. of SHGs 440,987
P104164	National Rural livelihood Project	549.70	India	National	To establish efficient and effective institutional platforms of the rural poor that enable them to increase HH income through sustainable livelihood enhancements and improved access to financial and selected public services	1. Twelve State Rural Livelihood Missions formed and providing good quality technical assistance to institutions of the rural poor 2. 70 % of the excluded Scheduled Casts, Scheduled Tribes, and Minorities households directly access Community Investment Support through SHGs/federations 3. Average income for identified poor households in project villages has increased by 50 percent 4. At least 45 % increase in the number of identified poor households who have accessed services from formal financial institutions No. of SHGs : 11 Artisan groups
P145420	Developing Artisanal	2.8	Pakistan	National	To improve the livelihood opportunities for rural artisans. It	

APPENDIX F

RURAL LIVELIHOODS

						Outcomes
PID	Project Name	Cmt (\$m)	Country	State	Project Development Objective	
	Livelihoods in Rural Pakistan				will demonstrate to policy makers the effectiveness of a crafts-based cluster approach to poverty alleviation and to improve living conditions for weavers and embroiderers (especially women and girls) and their families in targeted communities in Punjab and Sindh	1. 20% percent increase in income of at least 50% of beneficiary artisan families 2. 80% percent of Cluster enterprises (of a total target of 15) that are marketing through their own brand 3. 25% percent increase in the number of days of employment of beneficiary artisan families 4. A total of 15 new cluster enterprises to be established and operational 5. 2 Common Facility Centers established
P128744	NP: Making markets work for conflict affected in Nepal	2.65	Nepal	National	To enhance the opportunities and share of rural artisans (especially the poorest, internally displaced people, landless and the vulnerable) in the crafts and cultural market.	No. of SHGs not available 1. 10 Artisan Clusters linked to marketing outlets 2. 25 percent increase in the number of days of employment through the artisan activity in the cluster 3. 10 Artisan Clusters linked to commercial banks and private sector

Appendix G. IFC Value Chain

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
1	Africa Region	Food & Beverages - Soft Drink	2006	Agrarian	35	Downstream	Direct: 9,000 Indirect: n/a	1	The proposed financing is expected to have a strong development impact in several frontier countries through: (i) improved utilization of underperforming assets; (ii) sizable increase in microenterprise formation and generation of employment opportunities for lower income groups; (iii) transfer of best management practices and production technology to frontier countries; and (iv) intensive training and development of local managerial talent. The client intends to increase the number of Manual Distribution Centers in its Asian operations from 300 currently to 800 by 2008. Each manual distribution center is owned by an individual or family that employs between 3-5 people and supplies several hundred retail outlets.
2	Zambia	Agriculture and Forestry - Other Animal Production	2010	Agrarian	7	Downstream	Direct: 4,367 Indirect: 0	1	IFC financing to a leading agribusiness company to support a retail network expansion program and upgrading of its pork and dairy processing operations. The Company estimates it reaches about 430 micro, small, and medium enterprises (MSMEs), mainly in its edible oils distribution chain. Its expanded activities will contribute to increased economic opportunities for small entrepreneurs in rural areas.
3	Guatemala	Food & Beverages - Sugar and Confectionary	2008	Transition	20	Upstream	Direct: 42% increase in agroprocessing jobs (about 7,600) Indirect: n/a	1	Project impacts relevant to rural areas will: (i) support and preserve employment of over 18,000 people, primarily in poor rural areas in Guatemala and Nicaragua; (ii) support farmer linkages and increase the amount of sugar bought from third-party suppliers; (iii) support renewable energy through investment in cogeneration, fuel ethanol, and the use of eucalyptus to replace heavy fuel oil.
4	India	Food & Beverages - Dairy Products	2009	Transition	15	Upstream	Direct: n/a Indirect: engaged with 80 MSMEs including milk bulk supplier and transport providers (upstream, downstream)	1	At project completion, the company will be collecting milk from over 1,800 village-level centers (from the current 350), thus reaching over 40,000 (14,000) currently rural households who will achieve more stable and reliable incomes due to the technical support and consistent demand for milk by the company.

APPENDIX G

IFC VALUE CHAIN

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
5	India	Agriculture and Forestry - Other	2009	Transition	44	n/a	Direct: 4,362 agroprocessing jobs Indirect: 2,610 distributors and 2,700 contract farmers (upstream, downstream)	1	The incidence of poverty is highest in rural India and IFC's support of the client will directly benefit rural households through improved agricultural productivity, better and more stable farmer incomes, more business opportunities for small and medium enterprises (SMEs) that distribute the Company's products to rural areas and more jobs in the small town where the Company's operations are located.
6	Indonesia	Food & Beverages - Other Food	2004	Transition	17	both	Direct: 9,400 jobs in distribution/ food industry (noodle) Indirect: The project also resulted in significant upstream supply linkages through: (i) the establishment of a flour processing mill; and (ii) the purchase of fresh shallots from approximately 7,000 smallholder farmers. Linkages with 400,000 retailers and SMEs who sell the products	1	The output from the noodles also had a significant impact on the approximately 400,000 retailers who sell these noodles, many of whom are small shops, and street kiosks in rural and poor urban areas. The Project also purchased over 33,000 tons of shallots per annum, and worked with local farmers to ensure sufficient volume and quality, thus ensuring a reliable source of income from their farming activities. The Project also had a sizable impact on local employment, creating approximately 5,000 jobs, including 3,000 employees. The subsequent expansions of the project companies created an additional 4,400 jobs, for approximately 9,400 jobs.

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
7	Nicaragua	Agriculture and Forestry - Sugarcane and Beets	2007	Transition	25	Upstream	Direct: Company employs 4,286 people between seasonal and permanent jobs, although it is unclear the increment Indirect: benefit 128 farmers (upstream)	1	The Company currently has direct hires of 576 (of which 156 are women) and also currently hires about 2,450 seasonal employees for the harvesting of cane on its own fields as well as those of its third party suppliers. The vast majority of employment takes place in relatively poor rural areas of Nicaragua. The client's operations, together with other companies owned by the shareholder family, employ a significant portion of the population in Chichigalpa (approximately 4,250 direct jobs alone), the rural town where the Company's mill is located.
8	Nicaragua	Agriculture and Forestry - Palm Oil	2009	Transition	25	Upstream	Direct: 1,486 jobs in palm oil plantations Indirect: 83 farmers reached as supplier, other likely linkages in the value chain (upstream and downstream)	1	The Company purchases over \$600,000 of local products each year, primarily food (beans, eggs and meat). These purchases have proven to be an important source of support to the local SMEs. In addition, the Company has persuaded a local bank to set up a branch in Kukra Hill, which will further stimulate the local economy by providing access to finance to both the poor and the farmers. The Company is also working with local women's groups to sew company uniforms and make handicrafts with local materials for sale. These actions have all provided important sources of income for this traditionally poor and isolated area of the country. The Project is expected to support the purchases of fresh fruit bunches from over 80 smallholders within five years. Through their association with the Company, smallholders will gain access to the export markets targeted by the Project, enabling them to realize a higher return to their land and labor.

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#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
9	Central America Region	Agriculture and Forestry - Coffee, Cocoa, Tea	2010	Urbanized	15	Upstream	Direct: local loss of jobs, but increase in female employment Indirect: reached over 25,733 farmers (roughly 18,000 individual, 5,300 organizations and 1,700 intermediaries). Project reached 2,304 SMEs (upstream)	1	The project's development impact includes continued direct benefits to rural populations and a demonstration impact on sustainability. The client's operations provide substantial benefits to rural areas of many developing countries given the Company's ability to (i) enhance the efficiency and transparency of agribusiness logistics, and (ii) transfer knowledge on best practices, that meet the high standards required by international buyers, for local companies to emulate. The client will (i) expand its financing volume and (ii) provide longer maturities to these farms, which were not available before, to implement capital improvements to become eligible for certification by sustainable coffee programs and to gain access to premium coffee markets.
10	Colombia	Food & Beverages - Dairy Products	2010	Urbanized	20	Both	Direct: 681 increase in employment in the collection and distribution of UHT milk Indirect: Significant upstream and downstream linkages with the development of over 2,885 raw milk supplier and expansion of business line and clients	1	With this investment, IFC supports the continued growth of one of Colombia's leading agribusiness companies in terms of employment and linkages throughout the value chain. Farmers linkages: As a consequence of its investment program, the client will increase its sourcing of milk, which will be done through: (i) collecting milk supply from additional 500 dairy farmers for a total of 6,913 in 2013 (2,419 (35%) of whom are located in frontier regions); (ii) increasing volumes from current suppliers; and (iii) catalyzing on the emergence of new dairy farmers. The Company purchases through 297 upstream collection intermediaries, which is expected to increase to 500 by 2013. Also, the Company supports indirect employment and micro enterprise development through forward linkages with nearly 698 exclusive small independent distributors which in turn supply a wide network of 92,000 small retail outlets ranging from mom-and-pop stores, and kiosks to coffee shops.
11	Mexico	Agriculture and Forestry - Fruits and Vegetables	2008	Urbanized	12	n/a	Direct: 575 jobs in tomato farming Indirect: n/a	1	IFC's investment will support the expansion of one of the better managed companies (tomato producer) in the poor rural Jalisco region that will provide about 2,400 seasonal workers with full-time employment at higher than minimum wages, thereby decreasing seasonal migratory labor that often separates working age families.

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12	Mexico	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2010	Urbanized	2	Downstream	No documents available	1	The Project will have a strong development impact through the expansion of the client's distribution network in rural areas of Mexico, thereby reaching out to a targeted 4.7 million bottom-of-pyramid (BoP) households. Support to rural MSME retail stores: By expanding the assortment of products and offering individual items, the Project will help stores reduce their working capital needs. It will also help stores reduce their costs with its door-to-door delivery service. This will help improve the competitiveness of more than 25,000 stores the client is expected to serve. Job creation and gender impact: The Project will create more than 900 direct jobs of which 15 percent will be for women. It will also help sustain the livelihoods of more than 25,000 MSME rural retail store owners, which are mostly women.
13	Paraguay	Agriculture and Forestry - Grains and Beans	2009	Urbanized	10	Upstream	Direct: direct 100 in 12 companies in the agricultural service provider subsector Indirect: 700 jobs in transport and logistics, as well as in the agricultural input supply chain. Reached over 500 farmers in three years (upstream, downstream)	1	The borrower will use proceeds from the loan to fill the incremental working capital needs (purchase of farming inputs, etc.) of the Project so that the unfarmed land acquired and leased will be brought into agriculture production. Key benefits relevant to rural areas are: (i) Development of agricultural service companies and agricultural input supply chain in Paraguay. Historically this sector has not been developed in the country and the Company's entry has led to at least six independent services companies being established in Paraguay; (ii) Linkages with local businesses, and SME contractors in rural areas which provide various inputs to the Company; (iii) Geographically dispersed operations could become anchors for the development of surrounding rural communities. The Company has built alliances with leading national NGOs and local community organizations to carry out development work with neighboring rural communities.

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14	Paraguay	Agriculture and Forestry - Other	2010	Urbanized	15	Upstream	Direct: unclear increase in employment. The company employs 262 people Indirect: mixed upstream linkages with farmers (963 farmers reached, target 750) and MSMEs (150 vs. target of 314)	1	The Project will increase access to working capital finance for farmers in Paraguay, one year after their operations were impacted by one of the most severe droughts in decades. Farmers will also benefit from the client's commercialization services and technical expertise, with a team of 35 agronomists visiting farms on a weekly basis. Geographically dispersed operations are anchors for the development of surrounding rural communities (more than 50% of the population in rural areas in Paraguay earn less than \$2 a day).
15	Peru	Agriculture and Forestry - Fruits and Vegetables	2008	Urbanized	15	Upstream	Direct: unclear increment. Company employs 6,700 people Indirect: 120-220 supplying farmers (upstream)	1	The client is a producer and exporter of canned asparagus, artichokes, and peppers. Among others, the project relevant objectives are: the installation of an automated asparagus canning line and the construction of additional warehousing capacity at a canning plant in southern city of Chincha, the development of 700 ha of asparagus plantations with irrigation in the northern province of Viru. The company also procures from about 120 independent producers of peppers and artichokes (approximately 1,800 ha). The Company has been successful in encouraging small producers to stay on the land by buying their products with formal contracts; in turn, this reduces migration to urban areas. This contracting mechanism provides small farmers with greater access to training, finance, and information, allowing the development of viable agricultural businesses. In Northern Peru, the Company will begin working with an association of pepper producers to develop 180 ha to supply its canning plant in Vim. The expansion will benefit the local economy, which remains particularly important in affected rural areas.

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16	Turkey	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2009	Urbanized	10	Both	Direct: Overall loss of 25 jobs, and 48 female workers (suggests substitution of employees) Indirect: n/a	1	The proposed investment is aligned with the World Bank Group-IFC priorities for Turkey as the Project is expected to have significant development impact through its reach in relatively rural regions of Turkey. The client, a locally-owned second-tier private agribusiness company, active in the agricultural seed sector, with operations in southern and western parts of Turkey. The Company's activities support many downstream SMEs, including a network of over 2,000 wholesalers and distributors. The Company worked with 377 local farmers in 2008 and this figure is expected to increase substantially by about 40% to nearly 525 by 2011. In addition, the Company provides farming inputs, machinery, advance payments and technical assistance to the farmers.

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#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
17	Ukraine	Agriculture and Forestry - Poultry Farming	2005	Urbanized	80	Both	Direct: 17,000 jobs in the poultry industry (processing) Indirect: support over 2,000 franchises operating in underserved areas (downstream)	1	The Project will foster the development of small enterprises by expanding the Company's network of independently owned retail franchises and 2,450 additional jobs in a poorly developed area with a high unemployment rate and few alternative employment opportunities.
18	Ukraine	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2007	Urbanized	30	Both	Direct: company employs 4,700 people, unclear increase Indirect: Local supply linkages in the grain sector from local farmers (upstream)	1	The proposed Project will contribute to the development of the grain sector in Central and Western Ukraine by increasing demand for local wheat purchased from private farmers who supply the client. The IFC's investment will support small local farmers by increasing demand for local produce. The Company relies on a large number of small and medium enterprises, which provide transport services to the client and retail in-store made products supplied by the Company under franchise agreements. The Company is located in Western Ukraine, one of the poorest regions in the country.
19	Ukraine	Food & Beverages - Animal Slaughtering and Processing	2010	Urbanized	25	Upstream	No documents available	1	As Ukraine is currently an importer of pork, the Project will substitute imports with competitive local production, and continue to develop, professionalize and consolidate the domestic pork production sector. As a mainly rural business, the client's operations have a significant impact on the rural populations through the employment generated, as well as business opportunities created for micro, small and medium-size enterprises, in addition to local farmers. The Group sources goods and services from approximately 3,050 MSMEs. The Group also purchases cattle from approximately 100 small and medium-size farmers.
20	India	Food & Beverages - Sugar and Confectionary	2006	Agrarian	15	Both	Direct: n/a Indirect: n/a	2	The Project will catalyze the development of many small and medium enterprises (SMEs) and individual companies supplying goods and services; in particular, it is expected that transport of cane from farms to the mills will benefit about 400 transport contractors.

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21	Lao People's Democratic Republic	Food & Beverages - Breweries	2007	Agrarian	9	Both	Direct: n/a Indirect: strengthened linkages with SMEs in the distribution network of the beer industry. Farmer outreach program to additional 1,500 farmers (upstream, downstream)	2	The Company plays a significant role in the local agricultural economy and provides a sustainable livelihood to over 2,000 farmers that supply rice to its malting operations. The client started a community program with rice growers in 2002 to support local rice farmers that supply rice to the Company as raw material. The rice mills provide rice seeds and fertilizers on credit to farmers and then purchase the rice from them. According to the local government's report, there are currently 2,660 farmer households in 115 villages involved in this program. The Project is expected to support another 1,500 farmer households. The client sales support a wide network of SMEs (4,374 currently) involved in the distribution of its products.
22	Rwanda	Agriculture and Forestry - Grains and Beans	2009	Agrarian	8	Both	Direct: 95 direct jobs in flour milling Indirect: Linkages to SMEs upstream and downstream the value chain (producers, distributors, and mill's by-products (that is wheat bran))	2	The client will distribute wheat flour to wholesalers, bakeries and markets in the region. As the company pushes for volume sales in Rwanda, Burundi and DRC, there will be a growing opportunity to develop emerging distributors to supply more products. As the Government of Rwanda has been promoting the production of wheat by providing essential inputs to farmers, there is an opportunity to link these producers with the commercial market, which would secure a commercial market for local producers, instill market discipline regarding quality and specifications, while helping local flour mills to lessen their dependence on imports.
23	Bangladesh	Food & Beverages - Fruit and Vegetable Preservation or Processing (Canning, Freezing, Drying, Jams, etc.)	2009	Transition	15	Both	Direct: 1,607 jobs in agroprocessing (fruit juice) Indirect: 8,500 fruit & vegetables farmers, 685 dairy farmers, 8,465 SMEs as suppliers (upstream)	2	The client has developed a significant network of fruit and vegetable farmers who depend on the Group's procurement for their living. The client is the pioneer of contract growing in the country and the largest purchaser of pineapple, tomato, chilies, beans, and many other agricultural products. The client also procures milk from dairy farmers and setting up its own collection centers to secure adequate supplies and quality. The Group generally provides stable and reliable incomes for farmers, supplies inputs as necessary and technical assistance to improve agricultural practices and product quality. The Group's operations directly support a network of SMEs that will benefit from the continued expansion of the client. First the Group relies on about 1,900 exclusive distributors to sell its products throughout the country. Secondly it also relies mostly on a large number of contract transporters to move raw materials and products within its operations.

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24	China	Food & Beverages - Fruit and Vegetable Preservation or Processing (Canning, Freezing, Drying, Jams, etc.)	2005	Transition	15	Both	Direct: n/a Indirect: The client supports a high level of demand for apples from local farmers (upstream)	2	The Project supports the continued expansion of a quickly growing private company through the construction of three greenfield facilities in Baishui (Shaanxi), Longkou (Shandong) and Xuzhou (Jiangsu); and the renovation of an existing plant in Yantai (Shandong). The Company's continued expansion will preserve and ensure a reliable market for apple farmers located around its facilities. The development of apple production has been supported by the government and several World Bank projects in lesser developed provinces as a way to generate better living conditions for thousands of farmers.
25	China	Agriculture and Forestry - Poultry Farming	2006	Transition	3	Both	Direct: between 352 and 670 jobs in the poultry business (egg production) Indirect: developed substantial upstream linkages with more than 100,000 farmers, 100 MSMEs, small distributors and logistic service providers	2	Substantial upstream linkages with more than 100,000 farmers in the local Yangqing District, sourcing half of the corn produced in the district for its animal feed needs. From a downstream linkage perspective, the client is linked to hundreds of small distributors and logistic service providers and generated business opportunities for them.
26	China	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2010	Transition	25	Both	Direct: n/a Indirect: reach an additional 30,000 farmers; linkages with third party distributors, for its sales to small end users in the chemical and food industries	2	The client current corn purchases of 1.1 million tons/year, are estimated to originate from about 420,000 farmers based on assumed corn yield of 650 kg/mu (one ha = 15 mu) and the average landholding of 4 mu/farmer in the Province. Increasing the sourcing to 1.2 million tons would potentially reach an additional 30,000 farmers. The Company works with approximately 450-500 SME suppliers that are mainly small private grain traders, who purchase corn from farmers to re-sell to processing companies such as the client. Furthermore, the Company uses independent third party distributors, for its sales to small end users in the chemical and food industries. Sales through distributors account for about 20-30% of the client's total sales.

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27	East Asia and Pacific Region	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2004	Transition	8	n/a	Direct: n/a Indirect: Likely developed employment due to tapping into the agricultural value chains and linkages with private businesses (upstream)	2	The Project consisted of strengthening the capital structure of the Company through an equity infusion of \$65 million equivalent. This provided the basis for the Company to expand its operations in important IFC client countries, including Cameroon, Côte d'Ivoire, Ghana, Nigeria, Indonesia and Vietnam.
28	Honduras	Food & Beverages - Palm Vegetable Oil	2009	Transition	30	Both	Direct: unclear increment of employment, total of 9,843 (target 5,000) by 2013. Indirect: 2,500 small palm fruit producers as suppliers (upstream)	2	In 2007, independent suppliers supplied almost 50% of the palm fruit processed by the client, up from 40% in 2005. About 60% of independent producers are smallholders with 10 hectares (ha) or less. The Company supplies the retail markets of Honduras and throughout Central America through 10 distribution centers and 150 trucks in Honduras and about 500 in the region. Through this distribution system, the Company supplies wholesalers, small retailers, and supermarkets in a region where reliable distribution is still developing.
29	Indonesia	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2007	Transition	30	Both	Direct: additional 300 jobs in flour mills Indirect: n/a	2	The project will 1) establish a new flour mill in a market dominated by a single domestic supplier; 2) support the Group's expansion in the instant noodle market by securing a supply of high-quality flour. The Project will help to support the expansion of the Group noodle business through: 1) enhanced quality control; 2) greater reliability of supply; 3) potential cost savings depending on the price formula agreed between the two companies. The proposed expansion of the noodle business will continue enhancing these development impacts through increased numbers of jobs generated and farmers reached, as well as increased competition within the instant noodle market. IFC's investment will support the rehabilitation and expansion of a competitive private sector company, with significant benefits for the communities where it operates. The client is a major contributor to local employment. The Company has a regular staff of about 1,000 persons and provides full-time employment to about 600 contractors. Employees receive salaries above minimum wage and enjoy a range of benefits including housing, access to schools and health clinics, and subsidized rations of rice. As the Company expands its planted areas, total employment is expected to grow proportionately to exceed 2,000 by 2011. The Company also contributes to indirect employment as it purchases wet rubber from smallholders, resulting in positive impacts on the livelihood of farmworkers and their families. Based on normal technical ratios of 1 staff year
30	Liberia	Agriculture and Forestry - Natural Fibers (Cotton, Sisal, Jute, etc.)	2009	Transition	10	upstream	Direct: n/a Indirect: 26 SMEs in the transport sector (downstream)	2	

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									per 4 ha, one can estimate at 4,000 the Company's contribution to employment and at 20,000 the population indirectly reached by its operation.
31	Argentina	Agriculture and Forestry - Other Vegetable Oil Crops (Coconut, Rapeseed, Peanut, Sunflower, etc.)	2004	Urbanized	70	upstream	Direct: n/a Indirect: spillover effect of its operations over the supply value chain, now reaching more than 5,900 farmers and 6,300 suppliers, mainly SMEs (upstream)	2	The project supported the expansion of a competitive domestic player, increasing the spillover effect of its operations over the supply value chain, now reaching more than 5,900 farmers and 6,300 suppliers, mainly SMEs. The construction of inland storage facilities improved the limited infrastructure in Argentina's Northern provinces, providing farmers with more flexibility on the timing of their soybean sales and improving access to markets.
32	Argentina	Food & Beverages - Fruit and Vegetable Preservation or Processing (Canning, Freezing, Drying, Jams, etc.)	2005	Urbanized	20	Both	Direct: unclear increment. Company employs up to 6,800 people Indirect: Significant economic benefits for farmers and affiliated SMEs to the company in the citrus sector (upstream, downstream)	2	The project contributed to continuing the long-term viability of a strong private company in Argentina's citrus sector and in the Province of Tucumán in particular, where successful private sector activities are limited. The client supports MSMEs throughout the region, including an estimated 680 enterprises ranging from transporters, planting and harvesting employers, and affiliated service providers. The Company's success has also benefited about 40 private growers supplying fresh fruit to the Company.
33	Belarus	Wholesale and Retail Trade - Retail (Including Supermarkets,	2008	Urbanized	26	Downstream	Direct: n/a Indirect: n/a	2	Currently, 180 out of the 345 the client's retail chain suppliers sell locally produced goods. The Group's expansion will increase the number of suppliers who can serve the Group's retail supply chain and also give existing producers the opportunity to increase their current volume of sales. Products sourced locally are expected to increase from \$53 million to \$164 million.

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		Grocery Stores, etc.)							
34	Brazil	Agriculture and Forestry - Sugarcane and Beets	2005	Urbanized	70	Upstream	Direct: 22,000 agri-related jobs in the sugar sector (production and milling) Indirect: Employment in local communities as well as a guaranteed major source of income for local cane growers (upstream)	2	Cane growing areas are usually in the countryside and less developed cities. By turning around underperforming mills that were operationally and/or financially weak, the client ensured the continuity of operations, secured direct employment in the mills, indirect employment in local communities as well as a guaranteed major source of income for local cane growers. In cane growing areas, sugar mills are often one of the major employers and contribute substantially to the local economy.
35	Brazil	Agriculture and Forestry - Sugarcane and Beets	2008	Urbanized	40	Upstream	Direct: unclear increment. Company employs total 4,900. Indirect: 4,500 jobs and 180 cane supplier as well as leasing land from local land owners (upstream)	2	The client is a family-owned company based in Araras, state of São Paulo, where it owns 20,600 hectares of sugar cane fields and an associated mill with a crushing capacity of 3.25 million metric tons (mt) of cane per year. The investment program will increase the client's total sugar cane crushing capacity from 5.5 to 10 million mt/year, with most of the expansion in sugar cane supply coming from small and medium-size farmers. The Company will contribute to economic development by sourcing cane from third-party farmers and leasing land. By 2011, the Company is mills in Goiás will buy cane from an additional 31,500 hectares of third-party farms (up to a total of 46,500 hectares of third-party farms), and 21,200 hectares of rented land (up to a total of 33,300 hectares of rented land).

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36	Peru	Agriculture and Forestry - Fruits and Vegetables	2006	Urbanized	15	n/a	Direct: 1,137 agri production jobs Indirect: Impact assessment established that the poor have benefited indirectly through nonwage income (farmers upstream)	2	The project will help the client to (among other objectives): provide legal contracts to all former employees of the acquired farm and increase employment overall for the benefit of the local economy. The generation of additional employment is particularly important in a country where more than 50% of the population lives in poverty, mostly in rural areas.
37	Ecuador	Food & Beverages - Animal Slaughtering and Processing	2004	Agrarian	20	Both	Direct: 6,500 Indirect: 0	3	The project consists of: (i) the construction of a new distribution center and the expansion of storage facilities; (ii) upgrading the environmental standards of the client's farms and slaughterhouses, (iii) refinancing short-term debt; and (iv) acquisition of a local company in the packaged meats sector.
38	India	Food & Beverages - Vegetable Fats and Oils	2006	Agrarian	20	Upstream	Direct: n/a Indirect: n/a	3	The proposed project, with an estimated cost of \$59.5 million equivalent, includes the expansion of the Company's soybean crushing and refining facilities, from a capacity of 2,500 tons per day ("tpd") and 2,600 tpd respectively to about 4,000 tpd and 4,200 tpd through the installation of three new facilities, and upgrading of its existing facilities. The Company's strategy is to locate facilities either at ports near large population centers for the importation and refining of crude edible oils or close to large production areas of oilseeds, mainly soybean.
39	Egypt, Arab Republic of	Agriculture and Forestry - Poultry Farming	2010	Transition	25	Upstream	Direct: loss of roughly 1,000 jobs Indirect: providing day-old chicks, poultry feed, logistical support, flock monitoring and veterinary advice to the nearly 1,500 small farmers (upstream)	3	The project will help the client to: (i) increase cost competitiveness in producing day-old chicks and poultry feed through backward integration in the poultry feed business; (ii) substitute imports through production of soy bean meal and monocalcium phosphate for feed ingredients.

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40	Belarus	Food & Beverages - Breweries	2004	Urbanized	10	n/a	Direct: 233 factory jobs Indirect: Unclear if sourcing of the projection was local	3	The proposed Project forms phase 1 to (i) refurbish, modernize and expand the client's facilities; (ii) develop a distribution system and brands for the client's beer; and (iii) repay old debt. The Project will have extraordinary economic benefits demonstrated by the estimated ERR of 27%. There will also be additional social benefits with the re-hiring of 300 previously laid-off workers and significant linkages with suppliers of inputs as well as distributors and retailers.
41	Brazil	Food & Beverages - Other Food	2007	Urbanized	30	Both	Direct: 688 jobs in the baking industry Indirect: n/a	3	The project will support the continued growth of the client by helping the expansion of its plants and construction of the new plant in the Northeast, and the hiring of new employees across its units, primarily in the Northeast where unemployment is most prevalent. The investment program will allow the company to: (i) increase sales in the Northeast region, the largest biscuit and crackers market in Brazil, by producing locally with lower costs; (ii) increase production capacity in products in which demand is rapidly expanding; (iii) increase exports; and (iv) improve logistics and efficiencies, with resulting cost reductions
42	Brazil	Food & Beverages - Sugar and Confectionary	2007	Urbanized	35	upstream	Direct: 200 permanent employees and 250 seasonal jobs in operating the sugar mill Indirect: n/a	3	The client operates a state-of-the-art sugar cane mill that will produce raw sugar for exports and fuel ethanol for the Brazilian market (the "Project"). The Company will source sugar cane from 22,000 hectares (ha) of land, of which 11,000 ha will be developed by the Company, and the remainder sourced from third party suppliers which include some of the Company's shareholders.
43	Mozambique	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2009	Agrarian	7	n/a	Direct: 490 Indirect: 0	4	The proposed project would allow the client to expand and optimize their operations through: the acquisition and installation of additional intake equipment at their two Maputo plants, the acquisition and building of warehouses and distribution center in Maputo, and the purchase of additional trailers for ship unloading and goods distribution. The project will eliminate bottlenecks, improving productivity and strengthening raw material procurement logistics by increasing intake capacity at the Mashava plant and Socimol to enable the client to discharge larger volumes of wheat thereby reducing vessel wharf's waiting time. Furthermore, investments in additional distribution capacity will help the group increase its product offerings.
44	China	Agriculture and Forestry - Other	2007	Transition	15	n/a	Direct: n/a Indirect: n/a	4	The proposed Project will support the growth of a successful company through expansion and possible acquisitions. As a first step, the Company is expanding its production capacity by building a new plant in Zhangzhou, Fujian province; it is also exploring opportunities to acquire and refurbish existing production facilities. The full impact of the Project will depend on the nature, condition and location of the acquired assets. The production of certified organic fertilizers is important for the emergence of agricultural producers who will target the rapidly developing organic product markets in China and abroad.

APPENDIX G
IFC VALUE CHAIN

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
45	Ghana	Agriculture and Forestry - Palm Oil	2008	Transition	13	n/a	Direct: decline of 27% from the baseline figure (2,913 in 2006 vs. 2,116 at evaluation and target of 3,100) Indirect: unclear contribution to farmers from IEG Evaluation	4	The Program comprises: (i) re-planting 4,950 hectares (ha) of oil palm trees at its existing own plantation at Kwae and planting 3,500 ha on the newly acquired own plantation at Okumaning; (ii) establishing a 100-ton-per-hour (tph) refinery and fractionation plant; and (iii) installing a 2.5-megawatt (MW) power generator set consisting of a steam turbine and boiler as well as a water treatment plant.
46	Brazil	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2005	Urbanized	35	n/a	Direct: 4,700 retail jobs Indirect: significant linkages with suppliers from increased demand from e-commerce and 74 new stores in N, NE, and MW regions (upstream)	4	The Project is composed of: (i) the opening of approximately 40 traditional discount stores (10 per year), establishing new operations in the North, Northeast and Midwest regions of Brazil; (ii) the opening of approximately 20 express stores (5 per year); (iii) supporting the fast-growing web-based retail operations; (iv) upgrading Market Information System; and (v) working capital requirements for continuing growth.

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
47	Croatia	Food & Beverages - Animal Slaughtering and Processing	2006	Urbanized	51	n/a	Direct: 300 agro and meat processing jobs Indirect: A positive impact on the client agroprocessing subsidiary's local suppliers, the contract farmers. Over the past five years, the client agroprocessing subsidiary collaborated with more than 200 local farmers for pig fattening (upstream)	4	Intended to bring the Companies' underperforming operations up to international quality and environmental standards, expand production capacity, take advantage of synergies throughout the group, and turn into efficient commercially-driven operations.
48	Russian Federation	Food & Beverages - Soft Drink	2004	Urbanized	35	n/a	Direct: about 4,000 agroprocessing jobs (fruit juice) Indirect: Likely developed employment, and farmers' income and downstream value chain by local sourcing and reach into 30,000+ distributors and retailers	4	The client is one of three leading manufacturers of branded packed juices and juice drinks in Russia. The project consists of: (i) modernization and rationalization of the client production facilities, (ii) construction of new capacity in its core juice and nectars business, (iii) introduction of new glass and plastic PET packaging, (iv) acquisition of a distribution terminal in the Moscow area and (v) diversification of the client product portfolio via acquisitions of new businesses.

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IFC VALUE CHAIN

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
49	Ukraine	Wholesale and Retail Trade - Wholesale (Including Grocery and Farm Products)	2006	Urbanized	8	n/a	Direct: 200 wholesale jobs Indirect: developed the network of local suppliers (upstream)	4	The project would contribute to augment the modern wholesale/distribution and W&L services in Ukraine. Access to such services helps lower overhead costs for both suppliers and retailers of fast-moving consumer goods in the country. The expansion will improve the flow of consumer goods to retailers, thus ultimately improving availability, prices and profitability in the sector. The company employs 2400 workers and trains them in the latest logistics and distribution practices of major multinational consumer goods manufacturers.
50	Ukraine	Agriculture and Forestry - Palm Oil	2009	Urbanized	45	n/a	Direct: 200 jobs in the palm oil industry (refinery) Indirect: 282 MSMEs reached	4	The client has requested IFC's assistance in expanding its plant's capacity to better serve the growing demand from its food manufacturer clients in Ukraine, Russia and other CIS countries.
51	India	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2007	Transition	15	n/a	Direct: 2000 retail jobs in the coffee retail market Indirect: n/a	n/a	n/a

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
52	Africa Region	Agriculture and Forestry - Grains and Beans	2010	Agrarian	46	Upstream	Direct: 3,620 Indirect: 0	1	IFC loan to a leading commodity supply chain operator in Eastern and Southern Africa, to expand its trading and processing businesses, including its purchases of agro-commodities from small farmers. The client will offer financially viable outlets to small farmers' production and help, reduce postharvest losses while improving product quality and (b) contribute to create a more efficient regional market for agro-commodities in Eastern and Southern Africa; (ii) Some 1,000 new jobs will be created; (iii) Significant revenues are expected to flow in rural communities as the result of increased commodity purchases and linkages with local businesses and SME contractors in rural areas will contribute to spur economic growth.

APPENDIX G IFC VALUE CHAIN

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
53	Congo, Democratic Republic of	Agriculture and Forestry - Grains and Beans	2014	Agrarian	18	n/a	Direct: 97 Indirect: 0	1	The IFC loan will allow the Company to (i) increase the cultivated area from 1,500 ha to 5,000 ha by 2017, finalize the construction of a 122,000- ton per annum (p.a.) capacity maize mill with a storage capacity of 40,000 tons and provide working capital for both operations. Demonstration effect that agribusinesses (particularly primary production) in frontier/postconflict countries can be successful: promoting local production of key staple food and value add, rather than relying on food imports; promoting competition to the food importers which might decrease consumer prices and enhance food security; 180 full-time jobs and 50 part-time jobs (housekeeping, vegetable production, warehouse and other maintenance activities) at farm, and 200 third-party land clearing jobs.

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
54	Kenya	Agriculture and Forestry - Horticultural Products (Flowers)	2005	Agrarian	2	n/a	Direct: 5,000 Indirect: 0	1	The Project will generate significant benefits for its investors and the Kenyan economy. By expanding their flower farming activity to the Mt. Kenya region, the Sponsors will mitigate production risks through geographical diversification, and will increase the product mix to include rose varieties which fetch higher market prices. The Project will create about 460 direct jobs, most of which will be held by women, in a rural area with few employment opportunities.
55	Kenya	Agriculture and Forestry - Other	2013	Agrarian	10	Upstream	Direct: 6,789 Indirect: n/a	1	The client will create unique growth opportunities for farmers and local communities by providing them with greater global market access and generating employment in their projects and associated supply chains. The project is expected to directly benefit rural populations in Africa by providing access to markets and crop finance for local farmers; as well as increase local suppliers up to 36,500 farmers and increase local purchases from \$491 million to \$2.7 billion.
56	Malawi	Agriculture and Forestry - Other	2013	Agrarian	10	Upstream	Direct: 6,789 Indirect: n/a	1	The proposed project will allow the client to expand its operations and will have important development impacts. In particular: (i) the client will (a) offer larger financially viable outlets for some 60,000 small farmers and help reduce postharvest losses while improving product quality; and (b) contribute to the creation of more efficient regional markets for agro-commodities in Eastern and Southern Africa; (ii) employment creation; (iii) significant revenues are expected to accrue to rural communities as the result of increased commodity purchases and linkages with local businesses and small-sized contractors in rural areas will contribute to spur economic growth; and (iv) there will be incremental income tax for project host governments.
57	Mozambique	Agriculture and Forestry - Other	2013	Agrarian	20	Upstream	Direct: 6,789 Indirect: n/a	1	IFC investment in an agricultural supply chain manager client present in Sub-Saharan Africa, the United Arab Emirates, India, the United States, Singapore and the United Kingdom. The Company is rapidly increasing its engagement with smallholder farmers in many of its agro-commodities supply chains. IFC's support to the client will create unique growth opportunities for farmers and local communities by providing them with greater global market access and generating employment in their projects and associated supply chains. The Project is expected to directly benefit rural populations in Africa by providing access to markets and crop finance for local farmers
58	Tanzania	Agriculture and Forestry - Other	2013	Agrarian	30	Upstream	Direct: 6,789 Indirect: n/a	1	The client will create unique growth opportunities for farmers and local communities by providing them with greater global market access and generating employment in their projects and associated supply chains. The project is expected to directly benefit rural populations in Africa by providing access to markets and crop finance for local farmers; as well as increase local suppliers up to 36,500 farmers and increase local purchases from \$491 million to \$2.7 billion.
59	Uganda	Food & Beverages - Dairy Products	2014	Agrarian	4	Upstream	Direct: 0 Indirect: 0	1	The Project will create 150 direct jobs and enhance the livelihood of more than 10,000 farmers in remote rural areas through providing market access and technical support.
60	Vanuatu	Agriculture and Forestry - Other Vegetable Oil	2014	Agrarian	2	Upstream	Direct: n/a Indirect: 0	1	IFC investment in the only commercial scale copra processor and exporter of crude coconut oil in Vanuatu, to expand and diversify its current product range into value-added products, such as biodiesel, refined, bleached, deodorized oil, organic oil and coconut meal for animal feed. The project aims, among other

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IFC VALUE CHAIN

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
		Crops (Coconut, Rapeseed, Peanut, Sunflower, etc.)							things, to (i) improve long-term sustainability of copra supply, providing farmers with a stable market to sell their copra into, and (ii) provide access to finance through advances to agents. This enables timely purchase of copra which increases cash flow circulation in rural economy, currently impacting approximately 15,000 farmers.
61	Zambia	Food & Beverages - Animal Slaughtering and Processing	2012	Agrarian	30	Upstream	Direct: 4,367 Indirect: 0	1	IFC's investment will support the continued growth of a leading agricultural producer with substantial linkages extending to the farming community and to rural areas. The Company's program of investments will have significant impact on its supply chain which includes about 2,000 farmers and 750 micro, small, and medium enterprises (MSMEs).
62	Armenia	Food & Beverages - Fruit and Vegetable Preservation or Processing (Canning, Freezing, Drying, Jams, etc.)	2013	Transition	3	Upstream	Direct: 230 Indirect: 0	1	The client is a leading fruit juice, concentrate, and canned food producer in Armenia, with significant benefits for the rural community. The Company procures fresh fruits and vegetables from the Armavir region of Armenia where employment opportunities are scarce.
63	Bangladesh	Food & Beverages - Dairy Products	2011	Transition	7	Upstream	Direct: 9,895 Indirect: 0	1	The proposed Project will strengthen the Company's dairy operations by (i) scaling up capacity; (ii) extending the range of value-added products; and (iii) helping secure the volume of milk necessary for this expansion by extending its milk collection network in rural areas.
64	China	Agriculture and Forestry - Animal Slaughtering and Processing	2004	Transition	22	Both	Direct: 2,200 Indirect: n/a	1	IFC has a major role in assisting the client in the design, strategy, capacity building and implementation of this complex Project that involves strategic alliances with SOEs, technical partners, feed supply companies, 6,000 contract farmers and international and local supermarket chains. The introduction of pig stock with higher genetic potential and modern pig production techniques is expected to bring significant benefits through lower costs and higher incomes for about 6,000 rural households that will be involved in the grow-out operations.
65	China	Food & Beverages - Wineries	2005	Transition	18	Upstream	Direct: 2,200 Indirect: 0	1	The project will positively impact thousands of farmers through linking them to a market option for their grapes which increases rural incomes, a key objective of the new Chinese Government and a crucial issue in ensuring that China's development successes extend to the rural sector.
66	China	Food & Beverages - Dairy Products	2010	Transition	11	Both	Direct: 0 Indirect: 0	1	The project support one of the leading dairy producers in frontier regions of China with both backward and forward linkages in the rural economy.
67	China	Food & Beverages - Dairy Products	2010	Transition	4	Downstream	Direct: 0 Indirect: n/a	1	The project will support the expansion of a sound private dairy company in the frontier region of Shaanxi province. The company creates significant benefits to the communities where it operates as 1) a reliable market outlet for local farmers; 2) an employer for a significant number of local and migrant workers, and 3) a provider of business opportunities for local MSMEs such as milk station owners, distributors and small retailers, among others.

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
68	China	Agriculture and Forestry - Other Animal Production	2011	Transition	10	Upstream	Direct: 1,412 Indirect: 0	1	Project supports the expansion of a successful private pig farm company in the frontier region of Henan Province. As a result of its expansion, the Company will generate significant benefits to the communities where it operates as: (i) a reliable market outlet for local farmers; (ii) an employer for a significant number of rural workers; and (iii) a provider of business opportunities for SMEs, such as backyard and small-scale hog farm owners, brokers/traders of agricultural products, among others.
69	China	Agriculture and Forestry - Fruits and Vegetables	2012	Transition	20	Both	Direct: 1,075 Indirect: 0	1	The Project will result in sustainable employment of about 15,000 additional farmers and result in providing extensive reach within the rural community. The Project will also create business opportunities for MSMEs such as traders, truck owners and distribution.
70	China	Agriculture and Forestry - Other Animal Production	2013	Transition	35	upstream	Direct: 2,500 Indirect: 0	1	The project supports the sustainable economic development and reaches more than 25,000 MSMEs in the frontier regions in China, creates more than 500 direct jobs and improves local livelihoods in rural/frontier Chinese provinces, and has a strong demonstration effect in Chinese animal raising sector.
71	China	Agriculture and Forestry - Other Animal Production	2013	Transition	20	Upstream	Direct: 1,412 Indirect: 0	1	The client purchases from a wide network of over 50,000 local rural households for grains and other feed raw materials, which will increase as the Company's production is expected to expand further. The client sells breeder sows to approximately 320 households across China. These farming households can then produce hogs on a small-scale and sell them to pork processors, providing a sustainable income stream. In addition, the client uses a network of approximately 100 MSMEs which act as suppliers and service providers, including veterinary, dietary, and genetics consultations.
72	China	Agriculture and Forestry - Other Animal Production	2014	Transition	20	Upstream	Direct: 1,412 Indirect: 0	1	About 24,000 rural households supply the Company with raw materials such as corn, barley and silage. The Company sells its breeds to about 1,200 rural pig farms for further fattening for sale to market.
73	Ecuador	Agriculture and Forestry - Fruits and Vegetables	2008	Transition	25	Upstream	Direct: 9,632 Indirect: 0	1	The group procures part of its raw milk requirements from more than 1,800 independent farmers, the vast majority of whom are rural families with 1 to 4 dairy cattle in areas where there are limited production alternatives. The group has been providing financial and technical assistance to these independent producers to improve efficiencies, promote sanitary standards and disseminate best agricultural practices.
74	Ecuador	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2010	Transition	8	both	Direct: 780 Indirect: 0	1	The proposed project will support a key staple food supplier in Ecuador to increase food production and improve efficiency, thus helping improve food supply and affordability for BoP. The client's distribution channels reach the remote areas of the country, providing BoP with easy access to food and support the livelihood of over 6,000 MSMEs. The client employs 631 employees full-time employees including 104 women (16%) and provides comprehensive benefit packages (private health plans, pensions, life insurance). The client supports a large number of downstream MSMEs: 3, 500 bakeries, over 2, 500 wholesalers and retailers, 30 pasta producers, 8 exclusive distributors and 13 franchise bakery shops.
75	Ecuador	Food & Beverages - Fruit and Vegetable	2011	Transition	11	Upstream	Direct: 9,632 Indirect: 0	1	The Company contributes to rural employment off-takes from third party banana growers and milk producers, and is a key player of Ecuador's banana export industry.

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IFC VALUE CHAIN

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
		Preservation or Processing (Canning, Freezing, Drying, Jams, etc.)							
76	Ecuador	Food & Beverages - Dairy Products	2012	Transition	30	Both	Direct: 3,773 Indirect: 0	1	The client services more than 85,000 small shops across Ecuador and buys milk from and provides technical assistance and financing to more than 2,400 farmers in rural frontier regions. Its activities, therefore, have a considerable reach in the local economy and impact on the livelihood of local population.
77	Ecuador	Food & Beverages - Animal Slaughtering and Processing	2013	Transition	25	Both	Direct: 6,500 Indirect: 0	1	The proposed corporate facility will help the client finance a \$103m expansion program, which includes organic growth components through corporate capital expenditure across business units in Ecuador, and a cross-border acquisition, most likely in Peru. The proposed investment in the Company is in line with IFC's corporate priorities, facilitating an investment in food security and supporting farmers as well as other SMEs. The project also supports the economic development of an inclusive business by preserving and creating jobs in rural frontier regions.
78	Egypt, Arab Republic of	Food & Beverages - Soft Drink	2006	Transition	14	Downstream	Direct: 570 Indirect: 0	1	The client estimates that it will raise the number of the retail outlets serviced from 6,600 to 10,000 in the lesser developed southern and northern regions of the country (that is, outside Cairo and the Delta region), thereby generating indirect employment and economic activity in these regions.
79	Egypt, Arab Republic of	Agriculture and Forestry - Poultry Farming	2008	Transition	25	Downstream	Direct: 1940 Indirect: 0	1	The Company supports a network of 40 independent distributors to market its day-old chicks and feed products to end users. In addition, it markets directly to about 700 farmers. Altogether, the client estimates that about 2,400 farmers are reached directly and indirectly by its products, thus making a strong contribution to better livelihoods for small rural entrepreneurs.
80	Guatemala	Agriculture and Forestry - Sugarcane and Beets	2009	Transition	30	Upstream	Direct: 18,000 Indirect: n/a	1	The Company spends approximately \$30 million annually on cane purchased from 230 suppliers, a significant contribution to rural development in Guatemala, Nicaragua and Honduras.
81	Guatemala	Agriculture and Forestry - Sugarcane and Beets	2009	Transition	5	Upstream	Direct: 16,000 Indirect: n/a	1	IFC's investment will help a key Central American exporter expand capacities and achieve greater efficiencies. The Project will support among other: (i) one of the most important employers in Nicaragua, Honduras (two IDA countries), and Guatemala's rural areas; (ii) farmer linkages and an increase in sugarcane volumes bought from third parties.
82	Guatemala	Agriculture and Forestry - Sugarcane and Beets	2009	Transition	6	Upstream	Direct: 0 Indirect: n/a	1	The client operations are located in Guatemala's rural areas. Linkages with farmer are built through increased purchases of raw material from local third parties.
83	Honduras	Agriculture and Forestry - Sugarcane and Beets	2009	Transition	4	Upstream	Direct: 0 Indirect: n/a	1	For the current harvest season, the Company has approximately 19,320 direct and indirect employees. Many of these employees are from relatively poor rural areas of Guatemala, Nicaragua, and Honduras.
84	Honduras	Agriculture and Forestry -	2014	Transition	3	Upstream	Direct: n/a Indirect: n/a	1	The project is expected to generate employment in rural coffee growing areas in Honduras and Nicaragua as milling capacity increases, and the clients are able to expand their networks of upstream collectors, logistics operators and other

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
		Coffee, Cocoa, Tea							service providers. Its on-lending program will provide essential financing to approximately 400 farmers, supporting increased productivity through plantation renovations and improvements, and through investments in infrastructure and equipment.
85	India	Agriculture and Forestry - Poultry Farming	2007	Transition	11	Upstream	Direct: 3,500 Indirect: 0	1	The Company currently works with approximately 10,500 contract poultry farmers, who benefit significantly from the Company's support in terms of guaranteed prices and offtake as well as hands-on technical assistance in the actual poultry rearing operations. The project is to help the Company expand its breeder farms, hatchery and feed mill capacity as part of its growth strategy (the "Project"). The Project will also have significant benefits for employment by the Company and the creation of economic opportunities for thousands of rural and urban entrepreneurs who will raise chickens for the Company through an out-grower contract system, and those who will distribute its product in the cities.
86	India	Food & Beverages - Sugar and Confectionary	2007	Transition	40	Upstream	Direct: 402 Indirect: 0	1	The Project is located in the rural areas of Central UP, and will directly purchase raw materials from approximately 20,000 cane farmers, providing higher and more stable income for farmers.
87	India	Agriculture and Forestry - Other	2008	Transition	30	n/a	Direct: 3,823 Indirect: 0	1	The project helps fulfill IFC's mandate of investing in areas which are underserved by private finance and with a high developmental impact- in this case, the rural areas of India where poverty is extensive.
88	India	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2012	Transition	18	Both	Direct: 361 Indirect: 0	1	The Project will create additional backward linkages with farmers as it is expected to increase procurement of paddy from about 230,000 mt to 440,000 mt in four years. The Company will work with an additional 30 MSME distributors over the period of three years for selling branded rice in India. The Project will directly generate 34 new rural jobs and about 100 seasonal employees in Haryana and Punjab in three years.
89	India	Food & Beverages - Dairy Products	2014	Transition	15	Upstream	Direct: Indirect: 0	1	The proposed corporate investment program is expected to help this medium-sized dairy company to develop best practices to increase yield that would be disseminated down to farmers who form a critical link in the Company's supply chain. The locations of both processing facilities are in rural parts of India and have a good catchment area for milk supply.
90	India	Agriculture and Forestry - Sugarcane and Beets	2014	Transition	25	Upstream	Direct: 7,678 Indirect: 0	1	The Approved Projects are expected to have direct benefits to rural populations in developing countries in Africa and Asia. The client sources from local farmer and offers access to market and crop advances for local farmers in many emerging countries.
91	India	Agriculture and Forestry - Other	2014	Transition	25	Both	Direct: 7,678 Indirect: 0	1	The Approved Projects are expected to have direct benefits to rural populations in developing countries in Africa and Asia. The client sources from local farmers and offers access to market and crop advances for local farmers in many emerging countries. The proposed IFC investment is expected to result in an increased upcountry sourcing from farmers for value addition. The Company sources agro-commodities from more than 200,000 village-level agents who in turn purchase from more than 3.5 million farmers globally. Project supports local MSMEs that provide goods and services or participate in the marketing of the client's products.
92	Indonesia	Agriculture and Forestry -	2006	Transition	45	Upstream	Direct: 0 Indirect: n/a	1	The project will increase production, strengthen the competitiveness of the Company and therefore the viability of the outgrowing model. From its

APPENDIX G IFC VALUE CHAIN

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
		Animal Aquaculture							inception in 1995, the client has been a major contributor to the local economy. It has led to the development of a major export-oriented economic activity in a remote rural area, creating directly more than 2,500 full-time jobs at various skills levels, as well as 6,500 jobs under contracts.
93	Indonesia	Food & Beverages - Other Food	2007	Transition	15	Upstream	Direct: 6,400 Indirect: 0	1	The Project will also increase the volume of fresh produce bought from suppliers and farmers by increasing the production of noodles. The client currently buys from approximately 5,600 smallholder farmers. As a result of the increase in output, the Project may purchase additional produce from an additional 1,000 farmers located in poor rural areas.
94	Indonesia	Agriculture and Forestry - Palm Oil	2007	Transition	50	Upstream	Direct: 20,000 Indirect: n/a	1	The project is intended to provide working capital for the Company to purchase sufficient quantities of palm oil from Indonesian plantations to fully meet its operational needs. The Company and its holding develop the land for these small landholders, and also commit to purchasing all of the product from these small landholders at market-based rates. The Company also purchases the majority of the palm oil it processes from independent farmers, and is a key contributor to the economy of the palm oil sector in Indonesia. Through merchandising of all of the holding's palm oil and soy products, the Company supports 20,123 employees, many of whose employees are in relatively poor areas of Indonesia.
95	Indonesia	Food & Beverages - Other Food	2008	Transition	13	Both	Direct: 8,260 Indirect: n/a	1	The Project will also increase the volume of fresh produce bought from suppliers and farmers on account of increasing production of noodles. The client currently buys from approximately 6,500 smallholder farmers. As a result of the increase in output, the Project will likely purchase additional produce from an additional 500 farmers located in poor rural areas.
96	Indonesia	Food & Beverages - Other Food	2008	Transition	5	Both	Direct: 500 Indirect: 0	1	The Project will increase the volume of fresh produce bought from suppliers and farmers on account of increasing production of noodles. The client currently buys from approximately 6,500 smallholder farmers. As a result of the increase in output, the Project will likely purchase additional produce from an additional 500 farmers located in poor rural areas.
97	Indonesia	Food & Beverages - Soft Drink	2008	Transition	9	Upstream	Direct: 300 Indirect: 0	1	The Project will increase the volume of fresh produce bought from suppliers and farmers on account of increasing production of noodles. The client currently buys from approximately 6,500 smallholder farmers. As a result of the increase in output, the Project will likely purchase additional produce from an additional 500 farmers located in poor rural areas.
98	Indonesia	Food & Beverages - Other Food	2008	Transition	4	Both	Direct: 6,400 Indirect: 0	1	The Project will increase the volume of fresh produce bought from suppliers and farmers on account of increasing production of noodles. The client currently buys from approximately 6,500 smallholder farmers. As a result of the increase in output, the Project will likely purchase additional produce from an additional 500 farmers located in poor rural areas.
99	Indonesia	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2008	Transition	15	Both	Direct: 200 Indirect: n/a	1	The Project will increase the volume of fresh produce bought from suppliers and farmers on account of increasing production of noodles. The client currently buys from approximately 6,500 smallholder farmers. As a result of the increase in output, the Project will likely purchase additional produce from an additional 500 farmers located in poor rural area.

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
100	Indonesia	Food & Beverages - Soft Drink	2013	Transition	14	Downstream	Direct: 0 Indirect: n/a	1	The Project will enhance the development of MSMEs in both Nigeria and Indonesia through ongoing purchases of goods and services. In Indonesia, the client's products are sold through approximately 500,000 vendors operating roadside stalls that are MSMEs. Similarly, in Nigeria, the detergents are distributed primarily through 350,000 MSMEs. The bulk of distribution occurs through small shops, family-owned businesses, kiosks and street hawkers. Many of these sales outlets are in rural areas and poor urban areas, and provide an important source of income.
101	Indonesia	Food & Beverages - Soft Drink	2013	Transition	12	Downstream	Direct: 300 Indirect: 0	1	Many of sales outlets are in rural areas and poor urban areas, and provide an important source of income. The project will have a positive impact on the base of the pyramid as the Group's products are designed to cater specifically to the demand from lower income segments of the population in Indonesia and Nigeria.
102	Indonesia	Food & Beverages - Soft Drink	2013	Transition	5	both	Direct: 656 Indirect: n/a	1	In Indonesia, the client's products are sold through approximately 500,000 vendors operating roadside stalls that are MSMEs. Similarly, in Nigeria, the detergents are distributed primarily through 350,000 MSMEs. The bulk of distribution occurs through small shops, family-owned businesses, kiosks and street hawkers. Many of these sales outlets are in rural areas and poor urban areas, and provide an important source of income. The client also provides marketing and operational support to these vendors, such as proper display of products and better inventory management.
103	Indonesia	Food & Beverages - Soft Drink	2013	Transition	14	Downstream	Direct: 268 Indirect: n/a	1	The project will enhance the development of MSMEs in both Nigeria and Indonesia through ongoing purchases of goods and services. In Indonesia, the client's products are sold through approximately 500,000 vendors operating roadside stalls that are MSMEs. The bulk of distribution occurs through small shops, family-owned businesses, kiosks and street hawkers. Many of these sales outlets are in rural areas and poor urban areas and provide an important source of income.
104	Indonesia	Food & Beverages - Other Food	2014	Transition	30	Both	Direct: 0 Indirect: n/a	1	The project is expected to create additional employment opportunities and higher incomes both directly and indirectly at the supply, manufacturing, distribution and retail levels. The Company's growth will benefit local suppliers of raw materials to the Group for manufacture of its products and also the hundreds of thousands of small shop and kiosk owners where the Company's products are sold. The project also serves the BoP, as the Company's product range includes many quality food products, sold at affordable prices and consumed by lower income segments of the population.
105	Moldova	Food & Beverages - Wineries	2008	Transition	10	Both	Direct: 672 Indirect: 0	1	The Company's activities support the incomes of downstream SMEs. In particular, the Company relies on a network of distributors - three in Moldova and 30 in Romania), and retailers (705 in Moldova) that will benefit from the Company's continued expansion. The Project will benefit local farmer suppliers who are tied to the production of vineyard grapes through (i) additional incomes to farmers/viticulture enterprises; and (ii) access to demanding international markets.
106	Mongolia	Agriculture and Forestry - Other Animal Production	2011	Transition	2	Both	Direct: 312 Indirect: 0	1	Through its raw milk procurement from herders at a premium price in comparison to other dairy processors, the client supports income generation of approximately \$500 per annum per herder for approximately 2,500 herders; this supplier base will increase to at least 4,000 herders after implementation of the

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#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
									Project. The Company provides additional economic opportunities in rural Mongolia by sourcing milk through 19 milk collection stations, by selling products through more than 100 distributors, and through linkages associated with construction of the Project.
107	Morocco	Agriculture and Forestry - Poultry Farming	2014	Transition	24	Upstream	Direct: 1,719 Indirect: 0	1	The client already supports the economic activity of about 3,845 registered poultry farmers, including some contract out-growers, and a large number of dairy and cattle farmers; and plays an important role in the generation of employment in mostly rural areas.
108	Nicaragua	Agriculture and Forestry - Sugarcane and Beets	2008	Transition	50	Upstream	Direct: 0 Indirect: n/a	1	IFC's investment will support the Company's efforts to continue to expand production capacity, lower costs and remain competitive in the global market. This will support and preserve employment of over 18,000 people, primarily in poor rural areas in Guatemala and Nicaragua.
109	Nicaragua	Agriculture and Forestry - Sugarcane and Beets	2009	Transition	5	Upstream	Direct: 0 Indirect: n/a	1	For the current harvest season, the Company has approximately 19,320 direct and indirect employees. Many of these employees are from relatively poor rural areas of Guatemala, Nicaragua, and Honduras.
110	Nicaragua	Agriculture and Forestry - Coffee, Cocoa, Tea	2010	Transition	9	Upstream	Direct: 2,856 Indirect: 4,620	1	The project's development impact includes continued direct benefits to rural populations and a demonstration impact on sustainability. The client will (i) expand its financing volume and (ii) provide longer maturities to these farms, which were not available before, to implement capital improvements to become eligible for certification by sustainable coffee programs and to gain access to premium coffee markets. By undertaking capital investments in their farms (such as wet milling, water treatment, composting, reforestation and improvement in worker conditions), these coffee growers are expected to gain access to a premium coffee market by becoming certifiable by specialty coffee programs.

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
111	Nicaragua	Food & Beverages - Sugar and Confectionary	2013	Transition	15	Upstream	Direct: 3,747 Indirect: 0	1	The Project is expected to have a strong development impact given that it will (i) support the development of the sugar sector in Nicaragua (an IDA country), which is an important motor of rural economic development and source of exports; (ii) help generate 1,467 new direct positions (220 of which will be for female employees) in rural areas of the country, where employment opportunities are scarce.
112	Nicaragua	Agriculture and Forestry - Coffee, Cocoa, Tea	2014	Transition	5	Upstream	Direct: n/a Indirect: 150 MSMEs and 1,500 people per year in rural areas	1	The client's suppliers represent approximately 33 percent of Nicaragua's total coffee growers, of which approximately 89 percent are small producers (<20 hectares). Availability of long-term financing to micro, small and medium enterprise (MSME) coffee producers is limited in Nicaragua. The client's long-term farmer financing program may have a demonstration effect and encourage additional financing for other exporters. The proposed Project will benefit at least 150 MSME farmers in Nicaragua, which in turn employ approximately 1,500 people per year in rural areas, and allow them to renovate or expand coffee plantations, acquire technology and machinery, improve agricultural productivity and their income.
113	Nigeria	Agriculture and Forestry - Other Animal Production	2010	Transition	3	Upstream	Direct: 4,367 Indirect: 0	1	IFC's investment will support the continued growth of a leading agricultural producer with substantial linkages extending to the farming community and to rural areas. The Company's program of investments will have significant impact on its supply chain which includes about 2,000 farmers and 750 micro, small, and medium enterprises (MSMEs). It will also increase the local production of meat products and proteins available to the population. Finally, it will contribute to the creation of over 700 new jobs within the Company and significantly more throughout the distribution chain.
114	Nigeria	Agriculture and Forestry - Other	2014	Transition	6	Upstream	Direct: 0 Indirect: 0	1	The Company currently employs about 200 employees and the Project is expected to create approximately 220 new jobs by 2017, particularly in rural areas.
115	Nigeria	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2014	Transition	23	Upstream	Direct: 7,678 Indirect: 0	1	Linkages with rural areas are built through increased demand for raw materials and advances for local farmers.
116	Nigeria	Food & Beverages - Other Food	2014	Transition	23	Upstream	Direct: 7,678 Indirect: 0	1	The projects contribute to the creation of formal, nonfarming jobs in rural areas where most of the world's poor live. The Approved Projects are expected to have direct benefits to rural populations in developing countries in Africa and Asia. The client sources from local farmers and offers access to market and crop advances for local farmers in many emerging countries.
117	Nigeria	Food & Beverages - Other Food	2014	Transition	23	Upstream	Direct: 7,678 Indirect: 0	1	The projects contribute to the creation of formal, nonfarming jobs in rural areas where most of the world's poor live. The Approved Projects are expected to have direct benefits to rural populations in developing countries in Africa and Asia. The client sources from local farmers and offers access to market and crop advances for local farmers in many emerging countries.
118	Senegal	Agriculture and Forestry -	2007	Transition	3	Upstream	Direct: 0 Indirect: 0	1	The Project will increase the Company's demand for labor and support the development of rural areas in northern Senegal and semi-urban areas in the Dakar region. About 300 seasonal and daily jobs, including 120 jobs for women,

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#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
		Fruits and Vegetables							are expected to be created. The increased exports of French beans will benefit the 40 out-growers currently selling their produce with extension services, and financial and marketing support from the Company.
119	Senegal	Food & Beverages - Other Food	2012	Transition	16	both	Direct: 367 Indirect: 0	1	The proposed investment fits with World Bank Group and IFC's strategy to support the agribusiness sector. It also has significant reach to MSMEs (both suppliers and distributors) in the West Africa region, including in rural areas.
120	Uzbekistan	Food & Beverages - Soft Drink	2012	Transition	4	Both	Direct: 0 Indirect: 0	1	The client relies on a network of more than 40 suppliers of goods and services (inputs, equipment, transport, etc.) and 12 distribution teams that will directly benefit from the expansion. Reach through distributors to retail outlets, mainly MSMEs and many of whom are in rural areas, is expected to increase from 5,550 to 8,000 by 2014.
121	Vietnam	Food & Beverages - Other Food	2012	Transition	18	Upstream	Direct: 151 Indirect: 0	1	The project is expected to create inclusive growth through coffee procurement linkages and employment in rural areas. The Project will help increase skilled employment opportunities by creating 140 new jobs, including 65 women employees in the rural areas of Dak Lak province in Vietnam.
122	Argentina	Food & Beverages - Other Food	2008	Urbanized	50	Both	Direct: 700 Indirect: n/a	1	In Argentina, most of the client's facilities are located in the interior of the country, including frontier provinces where the client's operations are anchors for the development of its surrounding communities. The Company is proactive in establishing linkages with local SMEs and promoting the generation of

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
									associated activities to its production operations. The client purchases key raw materials from small and medium farmers, including tomatoes, peaches, peas and sugarcane. The farmers receive technical support and in some cases inputs such as fertilizers and seeds. The Company has supported the development of more than 160 SMEs in Argentina to work as exclusive distributors. The client also partners with 130 semi-exclusive distributors in Brazil.
123	Argentina	Agriculture and Forestry - Other Vegetable Oil Crops (Coconut, Rapeseed, Peanut, Sunflower, etc.)	2009	Urbanized	30	Upstream	Direct: 2015 Indirect: 0	1	A large network of farmers and intermediaries in rural areas, including frontier regions, continues to grow and prosper, supported by the client's operations. The proposed investment supports the further expansion and diversification of a competitive domestic player, making a contribution to local economic development, through: (i) job creation, as the Group expands in Argentina; (ii) linkages with local farmers and intermediaries in rural areas, who provide raw materials to the Group among other objectives. The project includes the construction of storage facilities to expand its sourcing in marginal rural areas located in the frontier provinces of Jujuy, Chaco, and Formosa, which will benefit farmers located in areas with poor infrastructure.
124	Argentina	Food & Beverages - Other Food	2009	Urbanized	20	n/a	Direct: 700 Indirect: n/a	1	IFC investment in a client whose facilities are located in the interior of the country, including frontier provinces such as Catamarca, Entre Rios and Tucuman, where the client's operations are anchors for the development of its surrounding communities.
125	Argentina	Agriculture and Forestry - Fruits and Vegetables	2012	Urbanized	5	Upstream	Direct: 1,250 Indirect: 0	1	In Tucuman, the Group creates substantial economic opportunities for local residents in rural areas where few alternatives are available.
126	Brazil	Food & Beverages - Animal Slaughtering and Processing	2007	Urbanized	90	Upstream	Direct: 22,000 Indirect: 0	1	The project supports the continued development of a successful company that has a broad impact on local rural communities through its employment of more than 15,000 staff and its backward linkages to a network of about 8,500 farmers in six states.
127	Brazil	Agriculture and Forestry - Natural Fibers (Cotton, Sisal, Jute, etc.)	2008	Urbanized	40	n/a	Direct: 2,565 Indirect: 0	1	The client investment program is in less developed frontier regions of the country.
128	Brazil	Food & Beverages - Other Food	2009	Urbanized	25	Both	Direct: 2,965 Indirect: 517	1	The Project will support the expansion of a leading food company into the economically poor northeast region of Brazil. The plant will be established in the state of Alagoas, which has some of the lowest development indicators of Brazil.
129	Brazil	Food & Beverages - Other Food	2012	Urbanized	50	Both	Direct: 5,070 Indirect: 49,570	1	The client sources raw milk from 1,133 small-scale farmers, most of which are located in rural areas where employment opportunities are scarce.
130	Brazil	Food & Beverages - Animal Slaughtering and Processing	2014	Urbanized	20	Upstream	Direct: 4,327 Indirect: 73,987	1	The Project will enhance rural development as the Company will need to expand its current network of integrated farmers who breed chicken and pork, which provides them with a stable source of income.

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#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
131	Bulgaria	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2013	Urbanized	66	Upstream	Direct: 0 Indirect: n/a	1	The client is planning to expand its network of discount grocery stores in Bulgaria, Croatia and Serbia. The key development impacts include (i) supporting the development of local suppliers in food supply chain through improvements in food quality and safety as well as in operating standards; (ii) improving access for local low-to-middle income customers in frontier regions and small cities of the Target Countries to a more affordable diverse selection of high-quality food products; (iii) creating significant local direct and indirect employment with a majority of the new jobs to be occupied by women; and (iv) contributing to the improvement of green building standards through the implementation of energy efficiency measures which meet or exceed IFC's Green Building standard.

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
132	Chile	Agriculture and Forestry - Other	2014	Urbanized	63	Upstream	Direct: 0 Indirect: 0	1	The client is having a significant developmental impact by providing agri-input sales on credit to farmers operating in rural areas, including frontier regions and less developed agricultural regions, which are usually underserved by local financial institutions. The client currently reaches more than 33,000 farmers through its network of stores strategically located across all of Chile's agricultural regions, including more than 21,000 farmers in the frontier regions of Coquimbo, Maule, O'Higgins, and Araucania.
133	Colombia	Agriculture and Forestry - Coffee, Cocoa, Tea	2007	Urbanized	20	Both	Direct: 614 Indirect: 0	1	The investment is expected to have a positive economic impact on livelihoods in Colombian rural communities. The client supports a network of SMEs that provide goods and services to the Company. As the Company expands its cafes and retail sales operations, its support of the SMEs is expected to increase substantially.
134	Croatia	Food & Beverages - Animal Slaughtering and Processing	2008	Urbanized	63	Upstream	Direct: 2,150 Indirect: 0	1	The Project will create additional direct and indirect employment in rural areas where there are limited employment opportunities; furthermore, there will be benefits for out-grower dairy and pig farmers and farmers of feedstock materials (grains) for animal feed.
135	Eastern Europe Region	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2011	Urbanized	67	Both	Direct: 29 Indirect: 0	1	IFC funds will benefit several frontier regions as four of the eight regions directly impacted by the Project are categorized as frontier (one frontier region in Kazakhstan, three in Ukraine).
136	Eastern Europe Region	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2014	Urbanized	34	Upstream	Direct: 2,624 Indirect: 5,026	1	A portion of the Group's expansion in grain storage capacity will benefit small farmers in Serbia and Ukraine who would otherwise have to sell their crops at harvest, when prices are the lowest, at times partially losing some of their produced quantities due to lack of storage availability. The Project includes expansion of the Group's planted area and storage capacity in the region of Vinnitsa, a rural frontier region highly dependent on agriculture for income and employment.
137	Kazakhstan	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2011	Urbanized	13	Upstream	Direct: 29 Indirect: 0	1	The project will help increase efficiency along the supply chain, provide an outlet for farmers to sell their grain, and increase availability of wheat and barley based products. This in turn will directly benefit farmers, consumers, and SMEs along the supply chain, particularly reaching out to the BoP and to frontier regions where access to finance is limited.
138	Latin America Region	Agriculture and Forestry - Coffee, Cocoa, Tea	2006	Urbanized	25	Upstream	Direct: 2,856 Indirect: 4,620	1	The project's development impact includes continued direct benefits to rural populations and a demonstration impact on sustainability. The client will (i) expand its financing volume and (ii) provide longer maturities to these farms, which were not available before, to implement capital improvements to become eligible for certification by sustainable coffee programs and to gain access to premium coffee markets. As the Central American coffee industry matures and starts facing increasing competition from Brazil and Vietnam, the only solution to differentiate and increase profitability for these farmers is to be able offer

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#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
139	Mexico	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2006	Urbanized	35	Downstream	Direct: 22,800 Indirect: n/a	1	value-added coffee (for example, sustainable, traceable, or organic) under recognized labels which allow the farmers to enter a premium market. The Project consists of: (i) the construction of 72 new stores; (ii) refurbishing and improving of 206 existing stores; (iii) the construction of 48 distribution centers and one warehouse; and (iv) environmental and social and health and safety improvements at selected facilities. The Project is expected to make basic household items accessible to the lower income groups of the population. To achieve this, the client's offer of credit is essential as its customers would typically otherwise not be able to acquire these goods. Its expansion plans include growing its retail outlets in second-tier cities in Mexico (those with approximately 100,000 inhabitants) and into the Southeast area (the region in the country with the highest poverty rate).
140	Paraguay	Agriculture and Forestry - Grains and Beans	2010	Urbanized	5	Upstream	Direct: 132 Indirect: n/a	1	The Company has linkages with local businesses, and SME contractors in rural areas which provide various inputs to the Company. The Company's engagement with the local community is strong and begins during the assessment stage. The Company is proactive and works with several nongovernmental organizations (NGOs), and local community organizations to develop and implement technical assistance programs to small farmers in the area they are operating.
141	Paraguay	Agriculture and Forestry - Other	2012	Urbanized	15	Upstream	Direct: 241 Indirect: 0	1	The client is one of Paraguay's leading crop input distributors and agronomic services companies. The Company assists more than 1,400 farmers, providing technical support, agricultural inputs and preharvest financing. The project consists of providing a loan to allow the Company to advance inputs to its network of farmers and is expected to have a significant development impact by (i) reaching farmers operating in frontier regions (likely to include a significant share in BoP), (ii) supporting the dissemination of agricultural best practices and inputs to farmers.
142	Paraguay	Agriculture and Forestry - Grains and Beans	2012	Urbanized	7	Upstream	Direct: 132 Indirect: n/a	1	The client is having a significant developmental impact by supporting a more productive farming business model in Paraguay, which is expected in turn to make significant contribution to Paraguay's rural economic development, as well as to global food security. The client's innovative approach to establish trust-based relationships with the local peasant communities. The client's initiatives help rural families to improve their farming practices, triggering a virtuous circle of development. The client has contributed to the development of a new class of agricultural service companies and SMEs agri-contractors in frontier rural areas that provide various services and inputs to the Company.
143	Peru	Food & Beverages - Other Food	2004	Urbanized	25	Upstream	Direct: 952 Indirect: n/a	1	The client is a major employer with over 15,000 suppliers, many in remote, rural locations not served by its competitors, and plays a central role in developing Peru's local dairy industry with the objective of increasing domestic raw milk supply.
144	Peru	Agriculture and Forestry - Fruits and Vegetables	2012	Urbanized	0	Upstream	Direct: 4,550 Indirect: 0	1	The Company procures part of its requirements from third parties who benefit from canning operations. It procures from about 120 independent producers of peppers and artichokes (approximately 1,800 ha). The Company has been successful in encouraging small producers to stay on the land by buying their products with formal contracts; in turn, this reduces migration to urban areas. This contracting mechanism provides small farmers with greater access to

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									training, finance, and information, allowing the development of viable agricultural businesses.
145	Poland	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2004	Urbanized	49	Upstream	Direct: 0 Indirect: n/a	1	The client's presence as a deep discount retailer in the least developed areas of target countries, where most of its competitors have chosen not to be present, is expected to stimulate competition in the sector and provide lower income consumers with a retail option. The retail infrastructure in these undeveloped areas is poor and the client's entry will help develop linkages with local suppliers, contributing to the increased development and efficiency of the supply chain.
146	Russian Federation	Agriculture and Forestry - Other Animal Production	2011	Urbanized	25	upstream	Direct: 658 Indirect: 0	1	The proposed Project fits into this strategy as it will: (i) capitalize on Russia's competitive advantages in feed grain production; (ii) increase value-added local production by efficiently converting grain to meat; (iii) increase local pork production; (iv) introduce high European standards of livestock production to Russia; and (v) create jobs in the rural area of Pskov region, a frontier region with per capita income of about 60% below the national average. The Project will also contribute to economic growth in the frontier Pskov region by revitalizing disused farm land, developing pig and crop production, creating direct and indirect jobs in rural areas, and supporting local communities.
147	Serbia	Food & Beverages - Other Food	2009	Urbanized	56	Upstream	Direct: 958 Indirect: 7,022	1	This project presents a strong fit with IFC's strategy in the region. It supports a South-South investment to rebuild a rundown operation in a rural area in Serbia which offers little opportunities for economic growth outside of agriculture and food processing.
148	Serbia	Food & Beverages - Soft Drink	2009	Urbanized	0	Both	Direct: 57 Indirect: n/a	1	The proposed project supports the continued regional growth of an emerging market player and also develops a local supply chain (raw material, packages, transport, etc.) from regional farmers in fruit and vegetable production in rural areas.
149	South Africa	Agriculture and Forestry - Fruits and Vegetables	2006	Urbanized	7	Downstream	Direct: 1,160 Indirect: n/a	1	The project supports the continued growth of a successful South African family company, which will create economic opportunities in rural areas of SA and Egypt. It has linkages with local farmers through management and provision of packing and cold storage facilities.
150	South Africa	Agriculture and Forestry - Grains and Beans	2012	Urbanized	59	Upstream	Direct: 0 Indirect: 10,424	1	The client is promoting a sustainable agribusiness model focused on increasing productivity and providing access to finance to farmers in South Africa. The Company's main development impacts include contributing to rural economic development by integrating farmers into the food supply chain and granting them access to markets. The client currently provides direct (own payroll) and indirect employment for local residents in rural areas thus creating substantial economic opportunities where work opportunities are scarce.

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151	South Africa	Agriculture and Forestry - Other	2013	Urbanized	35	Both	Direct: 8,042 Indirect: 0	1	By investing in agriculture and forestry industries in Africa and South America, the Project will promote sustainable development in rural communities by increasing employment and sustainable resource management. The Project includes improvements in housing for company employees in South Africa and is expected to provide approximately 1,270 additional jobs. The Project will result in expanded output of processed hardwood for the housing sector, and increase the production of more value-added products and improve their international competitiveness.

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152	Turkey	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2012	Urbanized	30	Upstream	Direct: 807 Indirect: 0	1	The client sources its products from about 5,000 farmers, the vast majority being MSMEs. In addition, over 120 farmers operate through contract farming arrangements whereby the Company provides the farmers with seeds and prefinancing and purchases their goods at the harvest season. The number of contract farmers is expected to increase to 200 by 2015. In addition, the Company works with an estimated 150 wholesalers and resellers of its products. The Project will increase the Company's impact on MSMEs along the supply chain. Furthermore, through its vital role with its contract farmers, the company contributes to significant indirect employment growth, which is especially needed in rural areas.
153	Ukraine	Agriculture and Forestry - Poultry Farming	2004	Urbanized	30	n/a	Direct: 2450 Indirect: 42,720	1	The Company's integration into a coherent, well-managed Company will allow the preservation of 3,100 jobs, including 2,900 in rural areas.
154	Ukraine	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2010	Urbanized	50	Downstream	Direct: 1,002 Indirect: 0	1	IFC's financing will contribute to the development of a large-scale modern farming operation which will improve land productivity and have a demonstration impact on other neighboring farms. The client's land and operations are located in Western Ukraine in the Ternopil, Ivano-Frankivsk, Lviv, Chernivtsi and Khmelnytsky regions. These four regions are among the poorest regions in the country.
155	Ukraine	Agriculture and Forestry - Sugarcane and Beets	2013	Urbanized	40	Upstream	Direct: 10,179 Indirect: 0	1	The client is one of the largest investors in the agribusiness sector in Ukraine, supporting viable economic activity and creating jobs in, among other regions, Khmel'nytskyi and Vinnytsia, which are classified as frontier regions. As of December 2011, the client had 8,600 employees. The Company is expected to add 3,400 jobs in the next four years.
156	Ukraine	Agriculture and Forestry - Grains and Beans	2013	Urbanized	30	n/a	Direct: 0 Indirect: 0	1	The client is one of the largest investors in the agribusiness sector in Ukraine, supporting viable economic activity and creating jobs in some of the poorest frontier rural regions of Ukraine (Vinnitsa, Khmelnytsky, Zhitomyr, Sumy, Chernigov).
157	Ukraine	Agriculture and Forestry - Other Animal Production	2013	Urbanized	21	Upstream	Direct: 2,424 Indirect: 0	1	Relevant impacts of the project to RNFE are job creation in Ivano-Frankivsk, a rural frontier region of Ukraine.
158	Ukraine	Agriculture and Forestry - Fruits and Vegetables	2013	Urbanized	16	Upstream	Direct: 1,038 Indirect: 0	1	The Project promotes inclusive economic growth via linkages with local micro, small and medium enterprises (MSMEs) and employment preservation and generation in rural areas of the Mykolayiv and Kherson regions
159	Ukraine	Agriculture and Forestry - Poultry Farming	2013	Urbanized	50	both	Direct: 2450 Indirect: 42,720	1	The Project will allow the Company to increase its cultivated area by 120,000 hectares in a relatively less developed rural area. The Company currently employs 24,800 staff, including 9,880 women, and 18,970 employees in its agricultural operations. The Company supports a network of 2,600 MSMEs, individual franchisees who sell the Company's products. This is forecast to increase to 3,000 with the implementation of the poultry capacity expansion project, with each of the franchisees employing an average of two persons. Most of these MSMEs operate in rural locations that are underserved in terms of provision of retail service.

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#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
160	Ukraine	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2014	Urbanized	30	Upstream	Direct: 3,000 Indirect: 0	1	The proposed investment is to assist a large-scale primary agricultural producer operating in Central and Northern Ukraine, in expanding the scope of its agricultural operations. The proposed investment will: (i) support a viable economic activity and help secure employment in frontier rural areas of Chernigiv, Sumy and Poltava regions; (ii) contribute to food security by increasing production of grains and oil crops; and (iii) contribute to private sector development through promotion of best practice in farming.
161	Ukraine	Agriculture and Forestry - Poultry Farming	2014	Urbanized	100	Downstream	Direct: 2450 Indirect: 42,720	1	The client currently employs 29,514 people, including 11,413 women, especially in rural areas. It is often the only or leading employer in the many rural communities where it operates and offers substantial opportunities to its staff to improve their skills, be exposed to international best practices, and progress within the organization.
162	Uruguay	Food & Beverages - Dairy Products	2007	Urbanized	30	Upstream	Direct: 1,500 Indirect: 0	1	The project will accommodate an increase in milk supply of 275 million liters by 2012, representing additional revenues for the cooperative's members. Given the cooperative's structure, the project is therefore expected to have a significant impact on economic livelihood in surrounding rural communities. The cooperative is owned by about 2,300 dairy farmers, employs 1,450 workers, and operates eight plants that process about 900 million liters of raw milk per year.
163	Uruguay	Agriculture and Forestry - Fruits and Vegetables	2009	Urbanized	10	Upstream	Direct: 205 Indirect: 10,877	1	The client is an Argentine firm that owns and operates 5,500 ha of citrus plantations in the Tucuman province, in northern Argentina, one of the poorest in the country. The Project is expected to sustain and generate additional rural employment in Uruguay, and raise local labor skill level through transferring the Sponsor's best practices in food safety, environment, worker safety and welfare.
164	Uruguay	Food & Beverages - Dairy Products	2013	Urbanized	30	Upstream	Direct: 1,500 Indirect: 0	1	The Project will accommodate an increase in milk supply of 1.1 million liters per day, representing additional revenues for the cooperative's members. Given the cooperative's structure, the project is therefore expected to have a significant impact on economic livelihood in surrounding rural communities.
165	Africa Region	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2004	Agrarian	30	Upstream	Direct: 7,678 Indirect: 0	2	IFC investment in a leading agribusiness company with a proven record in reaching out to challenging agricultural regions, which will provide unique growth opportunities to local communities and SMEs in developing countries through better global market access for their production.
166	Côte d'Ivoire	Agriculture and Forestry - Poultry Farming	2012	Agrarian	3	Upstream	Direct: 584 Indirect: 0	2	The Project will support the Company's efforts to promote higher efficiency, quality, and best practice biosecurity standards in the poultry industry in Côte d'Ivoire. The client operates in a postconflict country with significant linkages to farmers and MSMEs, providing employment opportunities for an estimated 50,000 persons. The Company sources maize locally reaching c. 25,000 small farmers, and sells it feed and day-old chicks to c. 1,600 poultry meat and egg farmers, supporting c. 16,000 jobs. The Company indirectly contribute the growth of small service-oriented businesses (transporters, restaurants, etc.).
167	Ethiopia	Agriculture and Forestry - Coffee, Cocoa, Tea	2011	Agrarian	9	Upstream	Direct: 650 Indirect: 0	2	The Program establishes a risk sharing facility to reduce financial risks of loans provided to coffee farmer cooperatives in Ethiopia.

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168	Ethiopia	Food & Beverages - Soft Drink	2014	Agrarian	3	Upstream	Direct: 1928 Indirect: 0	2	The Company will operate with about 3,000 employees, almost doubling its current labor force, resulting in an annual injection of \$2.4 million into the local economy through wages and benefits paid. Creation of jobs in rural areas is an answer to the development challenge of Ethiopia, generating opportunities for subsistence farmers and low skill workers to move into higher value added positions. The out-grower program is a crucial element in achieving a strong development impact as it seeks to deliver transformative and sustainable benefits to the livelihoods of local communities. The Company expects to reach 1,000 small-scale passion fruit farmers by 2018, from 70 farmers at present.
169	Georgia	Food & Beverages - Wineries	2012	Agrarian	2	Upstream	Direct: 95 Indirect: 0	2	The client is one of the largest Georgian wine-makers and exporters, concentrates exclusively on wine production and procures grapes from more than 300 Georgian farmers, located in Kakheti region of Georgia. The proposed IFC loan will be used for: (i) construction of primary facilities for grape collecting and crushing, in Kvareli region of Georgia; (ii) working capital requirement and (iii) additional capital expenditures to increase capacity of wine holding refrigeration tanks (collectively the "Project").
170	Georgia	Agriculture and Forestry - Other	2013	Agrarian	2	upstream	Direct: 170 Indirect: 0	2	IFC's financing will support a leading mushroom producer in Georgia, with significant benefits for the local community. The Company procures wheat straw (one of the main raw materials for mushroom compost production) from the Kakheti region of Georgia. The company's headquarters and production facilities are located in the city of Rustavi, which has one of the highest unemployment rates among in Georgia, and the investment program will create significant permanent and seasonal employment opportunities for the local population.
171	India	Agriculture and Forestry - Grains and Beans	2005	Agrarian	9	Upstream	Direct: 736 Indirect: 0	2	The project will lead to increased supply market efficiency through the client's procurement of rice from nearly 200,000 farmers. In the absence of an efficient domestic marketing system for cereals, the client has been instrumental in working with the government agencies to increase transparency in the market place.
172	Kenya	Food & Beverages - Other Food	2013	Agrarian	12	Upstream	Direct: 1,481 Indirect: 0	2	The client is a Kenyan holding company that services the needs of 562,000 smallholder tea farmers who are suppliers as well as shareholders of 54 separate tea companies that own between them 65 tea factories. The Project will: (i) reach 562,000 farmers and further strengthen the client, which serves as a good model for smallholder supporting enterprises; (ii) improve productivity throughout the tea value chain to ensure greatest returns to tea farmers who are also shareholders.
173	Kenya	Food & Beverages - Other Food	2014	Agrarian	23	Upstream	Direct: 0 Indirect: n/a	2	The Company promotes the growth of agribusiness by providing training on best farming practices to its smallholder farmer suppliers. The Company guarantees purchases of all these farmers' produce at a competitive rate.
174	Malawi	Food & Beverages - Soft Drink	2014	Agrarian	5	Upstream	Direct: 0 Indirect: 0	2	The client is expected to reach at least an incremental small-scale banana and mango farmers over the next seven years, thereby improving sustainable income stream along these value chains. Strong development impact is expected from the Project as the Company's supply chain integration model is expected to provide stable prices that de-link local market cyclicity and improves access to export markets and commercial finance for smallholders.
175	Mali	Food & Beverages - Grain	2009	Agrarian	12	Both	Direct: 724 Indirect: 0	2	As it continues to expand, the Group will catalyze the development of SMEs directly related to its operations. The client's development benefits SMEs at several levels: (i) the wheat imported through Dakar and Conakry is transported

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#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
		Processing (Milling, Starch, Flour, Malt)							to the mill by about 65 individually-owned transport companies; (ii) flour and water products are sold by about 33 nonexclusive distributors; and (iii) livestock producers will have easier access to formulated animal feed to optimize the performance of their businesses.
176	Mali	Food & Beverages - Soft Drink	2010	Agrarian	6	Both	Direct: 300 Indirect: 0	2	Increased local production of preforms and caps is expected to encourage the growth of SMEs in manufacturing sectors including bottle blowers and food processors as the client accepts small orders and extends favorable payment and delivery terms.
177	Mozambique	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2004	Agrarian	1	Both	Direct: 490 Indirect: 0	2	The client intends to build a new wheat mill including grain storage silos in Beira, the capital of Sofala Province and the second largest city in Mozambique. The client is interested in participating in supply chain and distributor chain linkages, which with the assistance of IFC can help the growth of small and micro enterprises. This will involve the provision of technical assistance for the local micro and small bakeries, which will use their products.
178	Mozambique	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2010	Agrarian	8	Downstream	Direct: 66 Indirect: n/a	2	The development of flour milling traditionally has a significant impact on the development of local MSMEs that provide goods and services to the mill (transport, packaging materials, ingredients, distribution, general services) or purchase from the mill (wholesalers, retailers, bakeries, animal feed manufacturers). The construction of new flour mill in Mozambique will provide direct and indirect benefits to the agricultural commodity sector as a whole given its strong emphasis on improving grain logistics in the region. In particular, volume increases through the ports and roads in Mozambique and Rwanda will challenge competitors to improve their own logistic arrangements for the ultimate benefit of consumers in the region.
179	Nepal	Agriculture and Forestry - Other	2014	Agrarian	2	Upstream	Direct: n/a Indirect: 0	2	The client is one of the first organized sector poultry feed manufacturers in Nepal. Today, the company employs more than 400 people and works through a network of 110 dealers plus another 500 subdealers across the country with an outreach of 8000+ farmers in 65 districts of Nepal. On successful completion, the project is likely to help increase the efficiency of the food supply chain leading to improved productivity at the farm gate level thereby translating into higher income for the growers.
180	Papua New Guinea	Agriculture and Forestry - Coffee, Cocoa, Tea	2012	Agrarian	3	Upstream	Direct: n/a Indirect: n/a	2	The proposed investment will meet the much needed working capital financing of the client to support the Company's parchment purchases from smallholders coffee growers.
181	Tajikistan	Agriculture and Forestry - Natural Fibers (Cotton, Sisal, Jute, etc.)	2004	Agrarian	1	Upstream	Direct: 20 Indirect: 0	2	This is a pilot project with farmer-owners owning the company and allowing them to finance crop inputs at affordable prices, sell their cotton in greater quantities and on better terms and capitalize profits. This project achieves an effective reach by local and international Company's management to over 2,000 farmers, or 10,000 individuals including their families.
182	Tajikistan	Food & Beverages - Sugar and Confectionary	2011	Agrarian	1	Both	Direct: 11 Indirect: 0	2	IFC involvement with the client is expected to have strong development impact, as its support would facilitate local production in a country in which over 80% of the food is imported. The client would become a model production site through support from IFC on food safety, HACCP and environmental standards, and would be able to disseminate best practices through its distribution network and through purchasing fruit and nuts locally from farmers.

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183	Tajikistan	Agriculture and Forestry - Other Animal Production	2014	Agrarian	2	Upstream	Direct: 0 Indirect: 0	2	The Company will procure 20 percent of its raw materials locally, thus support local farmers in the country. The investment program will create additional direct and indirect employment opportunity. The Project will benefit local farmer suppliers by providing additional income. Approximately 100 farmers are expected to become suppliers to the Company within the next 2-3 years.
184	Vietnam	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2004	Agrarian	20	Upstream	Direct: 7,678 Indirect: 0	2	The client engages in sourcing, primary processing, transporting, warehousing and distributing a broad range of agri-commodities. It supplies raw and processed agricultural commodities, grown mainly by community and small and medium enterprise (SME) producers in emerging countries, to well-established regional and international clients.
185	Bangladesh	Food & Beverages - Other Food	2012	Transition	10	Upstream	Direct: 9,895 Indirect: 0	2	The client group has pioneered contract farming in Bangladesh, providing farmers with the best quality seeds and technical support to enable them to maximize yield. The client then buys back the produce directly from the farmers at a fair price, cutting out middle men.
186	Ecuador	Food & Beverages - Animal Slaughtering and Processing	2009	Transition	20	upstream	Direct: 6,500 Indirect: 0	2	The client is a fully integrated poultry and pork processor. The company's operations provide further benefits through its extensive supply chain linkages to the local economy. The company and its sister companies employ over 6,500 people in Ecuador; its operations support the activities of about 15,000 local suppliers of products and services.
187	Egypt, Arab Republic of	Agriculture and Forestry - Poultry Farming	2005	Transition	15	Upstream	Direct: 1940 Indirect: 0	2	The proposed investment will support diversification into food production and processing by a successful private enterprise which has developed until now within the poultry sector. From 50 to 100 farmers will be associated with the client through the contractual out-grower scheme. The project will assist the farmers in improving their productivity and stabilizing the return to their invested capital and time.
188	Ghana	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2012	Transition	7	Upstream	Direct: 332 Indirect: 0	2	The client is anticipated to involve 200 smallholder farmers from whom it will source vegetables grown on pre-agreed price/ volume contracts and that meet quality specifications. The client's Group has extensive experience of working with smallholder farmers in Kenya and will provide technical advice, training, seeds, and a reliable market to contracted farmers.
189	India	Food & Beverages - Sugar and Confectionary	2007	Transition	50	Upstream	Direct: 3,784 Indirect: 0	2	The Project will purchase sugarcane from around 130,000 small farmers. Growing sugarcane is financially more profitable than alternative crops such as wheat and paddy so that farmers are expected to earn an additional \$839 per hectare (ha). Part of these benefits come from subsidies provided by the Company for seeds, fertilizer and water.
190	India	Agriculture and Forestry - Other	2013	Transition	60	Upstream	Direct: 3,823 Indirect: 0	2	The adoption of Marketing Information System is expected to result in reduced risk from weather, lower cost of farmer inputs and an increase in farm yields due to better utilization of inputs. The client is expected to play a key role in not only supplying some of the high-quality inputs for food/beverages sector but also in setting the benchmark for other players. The client and a partner company recently announced a program to educate mango farmers in the next 3 years

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IFC VALUE CHAIN

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
191	Indonesia	Agriculture and Forestry - Palm Oil	2004	Transition	33	Upstream	Direct: 20,000 Indirect: n/a	2	about ultra-high density plantation practice, which can double the output, reduce water and pesticide intake. The project is intended to enable the client to scale up its offtake of CPO from palm oil plantations in Indonesia. Not only will this facilitate an increase in exports in Indonesian palm oil, it will also have a positive effect on other players along the supply chain, such as farmers who will benefit from increased local demand and access to international markets, as well as local businesses involved in services. Furthermore, IFC's involvement in this transaction will be perceived as an endorsement of the Indonesian palm oil industry and will be a good illustration of IFC's support for good sponsors in a socially sensitive sector.
192	Indonesia	Food & Beverages - Other Food	2004	Transition	18	Upstream	Direct: 8,260 Indirect: n/a	2	The Project is to assist the client to complete the setting up of 12 instant noodle production lines in Surabaya and 14 lines in Jakarta, with the Surabaya plant also producing powder and energy drinks, chili and soy sauce (the "Project"). The project will increase produce purchased from local farmers, as the client subsidiary buys locally produced fresh produce for the seasonings in their instant noodles.
193	Indonesia	Food & Beverages - Other Food	2006	Transition	20	both	Direct: 6,400 Indirect: 0	2	The client is undertaking a \$176 million project (i) to expand its beverage product lines, (ii) to expand fruit flavored beverage in plastic cups, (iii) to commission a greenfield coffee mix production, and (iv) to increase the capacity of existing detergent business. Expected development impacts are (i) demonstration effect of strong attention to food safety and quality standards to other producers, (ii) providing quality products to people at the BoP, (iii) increased value addition in the local economy through the coffee project and (iv) higher reach to MSME through the client's extensive distribution network (iv) creation of additional 2,100 jobs.
194	Moldova	Food & Beverages - Vegetable Fats and Oils	2013	Transition	30	Upstream	Direct: 1970 Indirect: 0	2	The Group procures agricultural commodities from about 10,400 farmers, the majority of whom are represented through cooperatives. The Group intends to increase the number of farmers reached to around 24,000 farmers by FY2016, mainly by broadening relations its existing network of procurement points throughout the country and expanding arrangements with farmers through the provision of seeds, fertilizers, and prefinancing in exchange for the purchase of their goods at harvest season.
195	Mongolia	Agriculture and Forestry - Other Animal Production	2013	Transition	0	Upstream	Direct: 312 Indirect: 0	2	Expansion of raw milk procurement is expected to provide 2,500 existing and 1,500 new herders and farmers involved in milk supply chain with increased and more sustainable income. At the same time the project will provide them with more information about quality milk standards through newly established MCPs and MCU as well as new milking parlors that will offer a controlled environment for cow milking; and (iii) Self-sustainability of Mongolia for domestic milk product supply will be improved and import dependency will be reduced.
196	Nigeria	Food & Beverages - Other Food	2011	Transition	20	Both	Direct: 1,446 Indirect: 0	2	The Company's expansion will yield benefits for MSMEs that provide inputs and services to the Company. The client's bakery operation has developed a network of over 2,000 distributors, which is expected to expand as the capacity of the bakeries increases. These MSMEs are largely owned by women and are involved in the distribution of bread.
197	Nigeria	Food & Beverages - Other Food	2014	Transition	11	Downstream	Direct: 0 Indirect: n/a	2	The project will enhance the development of MSMEs in both Nigeria and Indonesia through ongoing purchases of goods and services. In Indonesia, the client's products are sold through approximately 500,00 vendors operating

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									roadside stalls that are MSMEs. Similarly, in Nigeria, the detergents are distributed primarily through 350,000 MSMEs. The bulk of distribution occurs through small shops, family-owned businesses, kiosks and street hawkers. These vendors earn a significant return on the client's products and are expected to benefit substantially from the increased supply of the Group's products for which demand is currently outstripping supply.
198	Pakistan	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2012	Transition	5	Upstream	Direct: 123 Indirect: 2,303	2	The Project will procure approximately 36,000 MT of paddy by third year through backward linkages with farmers. The Company will procure from 1,200 farmers who will benefit from better terms and direct access to an export-oriented supply chain.
199	Romania	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2010	Transition	53	Upstream	Direct: 0 Indirect: n/a	2	The Project will support the opening of 34 hypermarkets mainly in small and remote towns in Bulgaria and Romania, thereby contributing to the development of modern retail infrastructure in these regions. As the Group sources between 70-80 percent of its products locally, both project companies will help strengthen linkages with local suppliers (farmers and local SMEs), contributing to the increased development and efficiency of the supply chain in the respective countries.
200	Senegal	Food & Beverages - Soft Drink	2010	Transition	1	Downstream	Direct: 300 Indirect: 0	2	As the client expands its operations and requires more goods and services, it is expected to create business opportunities for SMEs. These opportunities may include spare parts, office supplies, computer services, security, food, and transport. In addition, increased production of beverages is expected to result in the creation of many SME beverage distributors (in addition to the 78 with which the Group currently works).
201	Argentina	Food & Beverages - Vegetable Fats and Oils	2005	Urbanized	35	Upstream	Direct: 3,000 Indirect: 0	2	The operations of the client are estimated to benefit indirectly 4,000 farms (20,000 households). The impact is particularly important in the poor provinces of Chaco and Formosa where the Company's cotton operations benefit approximately 1,500 farms which have few alternatives to growing cotton, given the climatic conditions of those Northern provinces.
202	Argentina	Food & Beverages - Vegetable Fats and Oils	2009	Urbanized	40	Both	Direct: 0 Indirect: 0	2	The client is increasing its upcountry origination, largely in the poorer northern region of the country, as well as directly from farmer networks in Brazil, Uruguay and Paraguay.
203	Belarus	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2010	Urbanized	7	Upstream	Direct: 0 Indirect: n/a	2	The project is to assist a Belorussian leading retailer and wholesaler of DIY and home improvement goods, to complete the construction of the first modern DIY and home improvement hypermarket in Minsk (the "Project"). By providing an efficient distribution channel, the Project will contribute to the development of small local suppliers. In addition, by fostering competitiveness among local producers, the Project will improve the quality of local suppliers.
204	Brazil	Agriculture and Forestry - Grains and Beans	2005	Urbanized	30	Upstream	Direct: 80 Indirect: n/a	2	The Project has significant development impacts through the following social and environmental sustainability initiatives: (i) strengthening and extending sustainable environmental management practices to third party farmers who receive prefinancing from the client thereby impacting more than one million hectares of soybean farming land; (ii) establishing a "certification" program that

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									could provide the impetus for the development and adoption by farmers of industry best practices; and (iii) facilitating a stakeholder dialogue on issues related to soybean cultivation.
205	Brazil	Food & Beverages - Dairy Products	2006	Urbanized	15	Upstream	Direct: 60 Indirect: 0	2	The Project consists of: (i) construction of two new milk processing facilities at Goiania and Uberlandia; and (ii) expansion and modernization of two existing plants at Sete Lagoas and Para de Minas to expand and de-bottleneck existing capacity. The client currently collects milk from an average of 7,000 suppliers, including about 50 producer associations formed by family farms that join to share equipment, such as refrigerated milk tanks, in this way, smaller farmers can gain access to the milk market.
206	Colombia	Agriculture and Forestry - Sugarcane and Beets	2009	Urbanized	30	Both	Direct: 0 Indirect: 16,800	2	The Company provides technical assistance and prefinancing to farmers linked to its operations. It sources part of its cane requirements from some 20,732 ha of cane farming lands under supply contracts arrangements with third parties. The Company has a major impact on the economic activity through its extensive linkages to SMEs. It maintains contracts with 31 workers' cooperatives that provide employment for about 3,200 unskilled workers for cane cutting, and 1,000 for fieldwork. In addition, the Company outsources its transport needs to 11 transport enterprises under long-term contracts and maintains a network of 330 nonexclusive wholesalers which in turn service an estimated 265,000 retail shops.
207	Mexico	Agriculture and Forestry - Other Animal Production	2013	Urbanized	40	Upstream	Direct: 2,394 Indirect: 0	2	Increased business opportunities for small and mid-sized pig-raising farms. The client currently supplies about 15 percent of its swine needs from about nine third party pig-raising farms. The Company's long-term plans include developing contracts with growers to increase the proportion of pigs supplied by out-growers to about 30 percent of its requirements.
208	Russian Federation	Agriculture and Forestry - Poultry Farming	2008	Urbanized	80	Upstream	Direct: 4,110 Indirect: 0	2	The client, one of the leading agro-industrial meat producers in Russia, has requested IFC's assistance in financing its corporate-wide expansion aimed at satisfying rapidly growing domestic demand via doubling production of meat, grain and milk by 2010. The project involves: expansion of poultry breeder, broiler farms and hatcheries; start-up of a new poultry production complex in Northern Russia; expansion of growing pig farms; construction of a pork slaughter house and processing plant; expansion of dairy farms; expansion of crop land for grain growing; acquisition of agricultural machinery and equipment; expansion of feed mill capacity, and working capital increase and refinancing of the existing debt.
209	Serbia	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2012	Urbanized	56	Upstream	Direct: 2,624 Indirect: 5,026	2	Provision of long-term financing to support the expansion of the client, a leading agribusiness conglomerate in Serbia focused on primary agriculture and vertically integrated meat processing. The Project fits well with IFC's Agricultural Strategic Action Plan objectives as it will promote (i) food security by increasing Serbia's food production and exports; (ii) inclusive economic development by expanding the Group's reach to small farmers through increased domestic purchases of meat and agricultural products as well as its integration in the agribusiness value chain both upstream and downstream; and, lastly, (iii) E&S sustainability by strengthening the Group's E&S practices.

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210	Serbia	Food & Beverages - Soft Drink	2012	Urbanized	16	Upstream	Direct: 605 Indirect: 0	2	Given the strong linkages of the client with farmers, the expanded production will provide local farmers with additional income. There are approximately 10,000 farmers that currently supply the client in the Racina district in Serbia and 4,000 farmers in Povardarie in FYR Macedonia.
211	Serbia	Agriculture and Forestry - Other Vegetable Oil Crops (Coconut, Rapeseed, Peanut, Sunflower, etc.)	2013	Urbanized	75	Upstream	Direct: 1,705 Indirect: 0	2	The proposed project provides long-term financing to support the permanent working capital base and enhance the sustainability of the client's Group companies. Domestically, the Group procures agricultural commodities from about 400 farmers associations which, in turn, supply the Group from over 25,000 farmers. Purchases of domestic agricultural commodities from micro, small, and medium enterprises (MSMEs) are projected to increase from 87 percent to 92 percent of total purchases during the projected period.
212	Ukraine	Food & Beverages - Soft Drink	2004	Urbanized	20	Upstream	Direct: 3,700 Indirect: 0	2	The project will contribute to the development of the fruit sector in southern Ukraine by creating consistent demand for local fruits purchased from private small farmer
213	Ukraine	Agriculture and Forestry - Other	2006	Urbanized	10	Upstream	Direct: 2,600 Indirect: 0	2	The project is to strengthen the financial viability of the company as it continues to develop its distribution infrastructure to better serve Ukrainian farmers. Capital investments made by the company in the past two years have been financed with medium-term (2-3 years) loans given the constraints of the Ukrainian financial markets. IFC's role in this project will be to provide long-term financing, still unavailable in the market and to inject liquidity in a local company, which provides valuable service to the Ukrainian farming community.
214	Ukraine	Food & Beverages - Soft Drink	2007	Urbanized	20	Upstream	Direct: 3,700 Indirect: 0	2	The project will continue contributing to the development of the fruit sector in Southern Ukraine by increasing demand for local fruits purchased from private small farmers. IFC's investment will, by increasing demand for local produce, support small local farmers who supply the client.
215	Ukraine	Agriculture and Forestry - Grains and Beans	2009	Urbanized	13	Both	Direct: 29 Indirect: 0	2	Additional financial resources will allow the client to provide a better service to the farmers in its catchment area, such as transport and storage services. More choices and better service will translate into better and more reliable income streams for local farmers. The project is expected to reach 400 farmers. The client hires local contractors to transport grains from farms and collection centers to storage facilities. The number of transport trips and contracts are likely to increase significantly.
216	Ukraine	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2014	Urbanized	65	Upstream	Direct: 1,002 Indirect: 0	2	The project involves providing an annual revolving working capital facility to a leading Ukrainian primary agricultural producer with a proven track record of growing wheat, barley, sugar beet, rapeseed, potatoes, and other crops. Project active in Ternopil, Ivano-Frankivsk, Lviv, Chernivtsi and Khmelnytsky regions, which are among the poorest regions in the country. The client sells its products to a diversified base of final customers and traders. Among them, there currently are about 50 MSME distributors of mainly potatoes and corn, for final sales on the domestic market and 110 transporters to deliver the grains and crops to the port for export.
217	Africa Region	Agriculture and Forestry - Diversified	2004	Agrarian	8	n/a	Direct: 7,678 Indirect: 0	3	IFC investment in a leading agribusiness company with a proven record in reaching out to challenging agricultural regions to strengthen the client's capital structure and help it expand existing new operations.

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#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
		Edible Agricultural Crops Production							
218	Côte D'Ivoire	Food & Beverages - Soft Drink	2010	Agrarian	10	Both	Direct: 300 Indirect: 0	3	Increased local production of preforms and caps is expected to encourage the growth of SMEs in manufacturing sectors including bottle blowers and food processors as the client accepts small orders and extends favorable payment and delivery terms.
219	Mozambique	Agriculture and Forestry - Grains and Beans	2009	Agrarian	7	Downstream	Direct: 66 Indirect: n/a	3	The proposed investment will support (i) a regional player's south-South expansion, and (ii) the development of the port of Nacala in Mozambique. It will also significantly reduce wheat handling and transport costs to Malawi and northern Mozambique and allow more wheat supply to these areas.
220	Mozambique	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2012	Agrarian	25	n/a	Direct: 490 Indirect: 0	3	To support the continued expansion of a successful Mozambican company, by increasing its production capacities, logistics, storage and distribution systems to meet growing demand.
221	Rwanda	Food & Beverages - Grain Processing (Milling, Starch, Flour, Malt)	2010	Agrarian	3	Upstream	Direct: 29 Indirect: n/a	3	The investment will generate approximately 100 new permanent jobs in Nacala, Mozambique and 40 in Kigali Rwanda. The development of flour milling traditionally has a significant impact on the development of local MSMEs that provide goods and services to the mill or purchase from the mill.
222	Solomon Islands	Agriculture and Forestry - Fishing	2014	Agrarian	10	n/a	Direct: n/a Indirect: 0	3	The Project is to support the expansion and upgrade of the client's tuna processing plant and increase capacity from 90 metric tonnes per day currently to 150 metric tonnes per day.
223	Tanzania	Food & Beverages - Soft Drink	2005	Agrarian	10	Downstream	Direct: 436 Indirect: 0	3	The Project will create an additional 50 permanent and 100 part-time jobs, generating a multiplier effect on the region's economy. Further, as the client distributes its products through a network of 26 stockists and wholesalers, and 9,500 retail outlets which will directly benefit from the close to 50% increase in sales due to the Project in 2009 compared with 2004.
224	Vietnam	Food & Beverages - Soft Drink	2006	Agrarian	35	Downstream	Direct: 9,000 Indirect: n/a	3	The client intends to transfer and deploy its innovative manual distribution center system in Asia, which will support micro-entrepreneurial activity, resulting in sizable SME development and job creation for low income groups.
225	Ghana	Wholesale and Retail Trade - Wholesale (Including Grocery and Farm Products)	2008	Transition	20	Both	Direct: 0 Indirect: n/a	3	West Africa remains a deficit market for several key commodities such as rice and sugar. The Project will ensure a steady supply, consistent quality, and better food safety of the products in which the client trades for regional consumers as a result of the Group's branding and packaging-for-retail strategy. The client's purchase of local products (fast-moving consumer goods, cocoa, etc.) stimulates local supply and processing by national suppliers and farmers.

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
226	India	Agriculture and Forestry - Coffee, Cocoa, Tea	2009	Transition	7	n/a	Direct: 31,318 Indirect: 146,834	3	IFC chose to invest and support the creation of an employee share plan to sustain employment at the client's tea plantations in 2009. An important component of IFC's engagement has been to empower employees by making them stronger stakeholders.
227	Indonesia	Food & Beverages - Soft Drink	2006	Transition	7	Downstream	Direct: 300 Indirect: 0	3	The project involves the establishment of the client's ready-to-drink plant in Jakarta. The launch of the client's product, which focuses on providing a better product quality at a more affordable price, is expected to lead to a general improvement in product quality and a decrease in the price of similar ready-to-drink products targeting low income consumers.
228	Senegal	Food & Beverages - Soft Drink	2014	Transition	7	Upstream	Direct: 0 Indirect: n/a	3	The Company is one of the largest employers in the This region in Senegal with currently 216 full-time employees, of whom 20 percent are female, and an additional 140 daily workers. The Project is expected to create 73 permanent positions as well as 386 daily jobs in an area where employment opportunities are scarce. The client locally sources fresh raw milk for its UHT milk product line and is helping to set up sustainable local raw milk collection centers.
229	Uzbekistan	Agriculture and Forestry - Grains and Beans	2007	Transition	3	n/a	Direct: 0 Indirect: n/a	3	A regional bank in the Fergana Valley, a densely populated region with significant poverty, is now transforming into a nationwide financial institution, offering not only SME loans but also microloans, consumer loans and leasing products.
230	Bulgaria	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2010	Urbanized	23	Upstream	Direct: 0 Indirect: n/a	3	The Project will establish 34 new stores principally in smaller cities (less than 100,000 inhabitants), create more than 13,000 new jobs (direct and indirect), and build and strengthen local supply chains. The client, since 2004, relies on a network of over 2,000 suppliers in Bulgaria and Romania, 80 percent of which are local, including small and medium-enterprises engaged in food transport and individual farmers.
231	Croatia	Agriculture and Forestry - Other Animal Production	2008	Urbanized	0	Upstream	Direct: 2,085 Indirect: n/a	3	The proposed project is a €105 million investment plan for 2008-2011 that will (a) increase the client's fresh and processed meat production capacity from 40,000 to 100,000 metric tons (mt) per annum (p.a.), (b) expand both the client's own livestock production and its ability to further develop contract farming in the region for cattle and swine to increase its supply of fresh meat, (c) expand the client's other productions such as cheese, flour, feed and cropping equipment, (d) increase the client's contract farming operations for growing crops from 30,000 ha to 50,000 ha, and (e) finance the working capital and other intangible investments needed to support the proposed growth (the "Project").
232	Croatia	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2013	Urbanized	38	n/a	Direct: 0 Indirect: n/a	3	The client is planning to expand its network of discount grocery stores in Bulgaria, Croatia and Serbia. The relevant key development impacts include (i) supporting the development of local suppliers in its food supply chain through improvements in food quality and safety as well as in operating standards; (ii) improving access for local low-to-middle income customers in frontier regions and small cities of the Target Countries to a more affordable diverse selection of high-quality food products; (iii) creating significant local direct and indirect employment with a majority of the new jobs to be occupied by women.
233	Latin America Region	Agriculture and Forestry - Other	2013	Urbanized	50	Downstream	Direct: 0 Indirect: n/a	3	IFC investment in a client specialized in lending to companies which produce or process agricultural commodities in Latin America, or companies that trade with them. This financial intermediary lends directly to companies in agribusiness

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#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
									value chains, which play a crucial role as the source of working capital to their smaller suppliers.
234	Mexico	Agriculture and Forestry - Poultry Farming	2005	Urbanized	0	Upstream	Direct: 1,150 Indirect: n/a	3	The company is a diversified agribusiness concern engaged in the production of table eggs, broilers, pork and horticulture in Lagos de Moreno, a central Mexican State of Jalisco. The parent project involves a \$28.9million investment program (revised down from \$33.2million) to (i) upgrade layer farms; (ii) construct stage-specialized pig farms; (iii) construct a hatchery and upgrade broiler farms; (iv) construct a feed mill; (v) construct a hog slaughter house and cutting room and (vi) working capital.
235	Mexico	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2012	Urbanized	604	Upstream	Direct: 0 Indirect: n/a	3	The Project will supplement the availability of credit for suppliers, and support jobs in companies that are facing working capital constraints. Together with the other financiers, IFC will help SME supplier's access to more diversified sources of lower-cost financing.
236	Russian Federation	Food & Beverages - Breweries	2006	Urbanized	20	Downstream	Direct: 526 Indirect: n/a	3	The Project involves the: (i) acquisition; (ii) revival of the brewery's existing brands and development of new brands; (iii) refurbishment and expansion of the brewery to increase its annual production capacity from 0.72 million hectoliters ("HL") to 1.5 million HL by 2008; (iv) restructuring of existing debt; and (v) provision of working capital. The Project will support economic development in the town of Trudovoye by preserving jobs previously lost when the Company ceased operations in April 2005. Upon project completion, the Company will supply 1,500 retail outlets. As a result, the Project will further support indirect employment creation and micro enterprise development through forward linkages in beverage distribution and retailing sectors.
237	Russian Federation	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2014	Urbanized	43	Upstream	Direct: 0 Indirect: n/a	3	The proposed transaction is a €250m debt and equity facility to finance (i) supermarket expansion in Russia, (ii) expansion in Vietnam, a new market and (iv) opening or expanding retail operations in countries in Eastern Europe, Asia, and Africa. The Company's target is explicitly the lower bracket of the middle income class in urban areas. The Company's projects will create significant local direct employment (with a significant portion of female employment) and in addition also indirect employment in the retail value chain.
238	Southern Europe Region	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2007	Urbanized	51	Downstream	Direct: 0 Indirect: n/a	3	The client is one of the leading retail companies in South-Eastern Europe. The company sells a wide range of consumer products including fast-moving consumer goods, clothing, furniture and household appliances. The development impact of the client's expansion program includes: stimulating competition in the retail sector in South-Eastern Europe; developing linkages with local suppliers thus contributing to the increased development and efficiency of the retail supply chain; and expanding and strengthening the retail infrastructure in the region.
239	Turkey	Food & Beverages - Animal Slaughtering	2007	Urbanized	35	upstream	Direct: 2,180 Indirect: 0	3	The client is seeking financing from IFC to upgrade its poultry processing operations and associated facilities in Turkey including slaughterhouses, further processing plants, feed mills and cold storage facilities in Bandirma and Izmir. In Romania, Banvit is building a hatchery, parent stock farms, feed mill and sales centers to support its poultry operations.

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
		and Processing							
240	Turkey	Food & Beverages - Other Food	2014	Urbanized	15	n/a	Direct: 142 Indirect: n/a	3	The Company is undertaking a greenfield project for the production of croissants in Turkey. The croissant manufacturing plant, currently at the last stages of construction, will operate with two production lines, with a total capacity of 410 pieces of packaged products per minute producing two types of croissants: cocoa cream and vanilla cream croissants.
241	Turkey	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2014	Urbanized	30	Upstream	Direct: 807 Indirect: 0	3	The client is a family-owned private Company which is engaged in sourcing, processing, storage and trading of conventional and organic grains (wheat, barley and corn), pulses (lentils, chickpeas, peas, beans, rice and bulgur), oil seeds (sunflower, sesame, canola and soybean) and nuts (pistachio, almonds, walnut and peanuts) across Europe, Africa, the Middle East, CIS countries, Indian subcontinent and North America.
242	Ukraine	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2009	Urbanized	20	Both	Direct: 780 Indirect: n/a	3	The client will provide an outlet for local production and foster competitiveness of the local industry, thus improving the quality of the local supply. Furthermore, the client has recently opened five stores and moving forward, intends to operate up to 56 owned stores and up to four leased distribution centers throughout Ukraine by 2010. The stores will be located in 25 cities in 20 regions in Ukraine, of which 7 are classified as frontier regions according to IFC.
243	Ukraine	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2013	Urbanized	30	Upstream	Direct: 4,773 Indirect: n/a	3	The client sources a majority of its products from approx. 1500-1600 local suppliers (300-400 of which are SMEs). A significant portion of the product sold in the client's stores are produced locally by manufacturers, processors and growers who could benefit from working with a global retailer with strict quality standards, which will lead them to improve their food safety and product quality standards. The project will generate approx. 1,500 direct jobs during construction and up to 600 direct jobs during operation.
244	Burkina Faso	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2008	Agrarian	1	n/a	Direct: 0 Indirect: n/a	4	The company operates 4 supermarkets with a warehouse facility in Burkina Faso, a supermarket and retail/office building in Ghana, and a supermarket in Niger. The Project entails: (i) the modernization and expansion of the main supermarket by building and equipping two additional floors of 2,250 m ² in total on the current supermarket site; (ii) the construction of two other buildings of 1,050 m ² , at the centralized purchasing warehouse; and (iii) the expansion of the supermarket by 900 m ² , as well as, the acquisition of some equipment.
245	Malawi	Agriculture and Forestry - Grains and Beans	2008	Agrarian	5	n/a	Direct: 135 Indirect: n/a	4	The proposed transaction involves a long-term loan and a Stand-by facility to (i) a company recently created to construct and manage a wheat terminal in Nacala, Mozambique; (ii) an existing flour mill near Blantyre, Malawi, to help refinance some short-term supplier credit; and (iii) another company within the client group in Tanzania to refinance some short and medium-term financial debt that is maturing between 2008 and 2009.
246	Niger	Wholesale and Retail Trade - Retail (Including Supermarkets,	2008	Agrarian	1	n/a	Direct: n/a Indirect: n/a	4	The project consists of: (i) the modernization and expansion of their retailing and warehousing facilities in Burkina Faso; (ii) the construction of a 13,000 square meters ("sq.m.") retail/office building and a supermarket in Ghana; and (iii) the expansion of their supermarket in Niger.

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IFC VALUE CHAIN

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
247	Tajikistan	Grocery Stores, etc.) Wholesale and Retail Trade - Wholesale (Including Grocery and Farm Products)	2012	Agrarian	2	n/a	Direct: 314 Indirect: n/a	4	The proposed investment is an IFC A loan of up to \$1.7 million to the largest food distributor in Tajikistan. This working capital facility will significantly lower the client's financing costs, enabling it to increase efficiencies, spur further growth and provide more competitive pricing to the consumer.
248	Ghana	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2008	Transition	5	n/a	Direct: 0 Indirect: n/a	4	The project consists of: the modernization and expansion of the client's retailing and warehousing facilities in Burkina Faso; the construction of a retail/ office building and of a supermarket in Ghana; and the expansion of its current activities in Niger. The project is expected to offer better consumer choices and higher quality of goods sold.
249	India	Food & Beverages - Vegetable Fats and Oils	2008	Transition	6	n/a	Direct: 204 Indirect: 0	4	The Company plans to build a new plant with production capacity of 600 tons per day (tpd) in Khopoli, Maharashtra and shut down its old plant with 250 tpd capacity in Mumbai ("the Project").
250	Romania	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2012	Transition	67	n/a	Direct: 3,224 Indirect: n/a	4	The company is expanding a format of discount grocery stores through a long-term expansion plan in Romania, where it currently operates around 118 stores and two distribution centers.
251	Argentina	Food & Beverages - Other Food	2006	Urbanized	70	n/a	Direct: 700 Indirect: n/a	4	The client is one of the leading producers and distributors of candies, chocolates and cookies in South America. The project entails providing a corporate loan to lengthen the maturities of its debt and to finance its capital expenditures program.
252	Belarus	Food & Beverages - Breweries	2006	Urbanized	2	n/a	Direct: 0 Indirect: n/a	4	The Sponsor plans to complete its obligations under the Agreement in two phases. The Sponsor's plans to: (i) refurbish, modernize and expand facilities; (ii) develop a distribution system and brands for beer; and (iii).repay old debt.
253	Belarus	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2013	Urbanized	20	n/a	Direct: 3,200 Indirect: n/a	4	The Project will be focused on underserved regional retail markets. The Belarus retail market remains fragmented with the 5 largest food retailers having an estimated market share of around 15% nationwide and most modern shops are located in the capital.
254	Croatia	Wholesale and Retail Trade - Retail (Including	2004	Urbanized	49	n/a	Direct: 0 Indirect: n/a	4	The proposed EUR450 million expansion project is to establish about 100 discount stores, 55 hypermarkets and three distribution centers in Poland, Croatia, Romania, and Bulgaria. All these countries have significant population

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
		Supermarkets, Grocery Stores, etc.)							with adequate purchasing power to make the Group's discount business model successful.
255	Croatia	Food & Beverages - Sugar and Confectionary	2013	Urbanized	21	n/a	Direct: 4,247 Indirect: n/a	4	The proposed Project consists of a total investment of up to \$383 million in support of improvements to the client's financial risk profile. The Group is a leading producer of food and personal care products as well as a leading distributor of consumer goods in South-Eastern Europe. The Group also owns a private chain of pharmacies in Croatia.
256	Eastern Europe Region	Food & Beverages - Soft Drink	2007	Urbanized	38	n/a	Direct: 60 Indirect: 0	4	The Company requested further IFC support as the Company expands into the juice sector in Belarus and software sector in Russia. IFC's investment and participation in this transaction will facilitate the establishment of the first commercial juice company in Belarus via the privatization of underperforming assets; and support the development of a fast-growing IT services company in Russia.
257	Kazakhstan	Agriculture and Forestry - Poultry Farming	2010	Urbanized	2	n/a	Direct: 803 Indirect: n/a	4	The IFC Project will help (i) improve the operation's biosecurity to reduce the risk of disease; (ii) accelerate the retailing of the branded chilled production; and (iii) reduce feed costs.
258	Mexico	Agriculture and Forestry - Fruits and Vegetables	2011	Urbanized	5	n/a	Direct: 2,188 Indirect: 0	4	The project finances to a local greenhouse tomato producer for the construction and operation of the additional 30 hectares of greenhouses for the production of tomatoes and the installation of a water recycling facility.
259	Peru	Agriculture and Forestry - Fruits and Vegetables	2005	Urbanized	8	n/a	Direct: 2,100 Indirect: 0	4	The proposed project consists of a credit enhancement by IFC of a \$25 million bond issue and a \$5 million equivalent commercial paper program. The proceeds will finance its subsidiaries' maintenance and other capital expenditures as well as refinance outstanding short-term and long-term debt.
260	Peru	Food & Beverages - Sugar and Confectionary	2007	Urbanized	18	n/a	Direct: 1,473 Indirect: 0	4	The proposed project will expand the client's production capacity and reduce operational costs, further strengthening the Company's international competitiveness. The project will result in additional job positions in an area where the Company remains the principal source of employment.
261	Russian Federation	Agriculture and Forestry - Other Vegetable Oil Crops (Coconut, Rapeseed, Peanut, Sunflower, etc.)	2008	Urbanized	100	n/a	Direct: 550 Indirect: 0	4	The client has requested IFC's assistance in financing the completion of a deep water port and supporting infrastructure, including warehouses and soybean and rapeseed processing plants, located in the town of Svetliy, the Kaliningrad Region, and provision of incremental working capital.
262	Russian Federation	Food & Beverages - Animal Slaughtering and Processing	2008	Urbanized	15	n/a	Direct: 200 Indirect: n/a	4	The Project is the construction and operation of a green field meat processing plant in Kaliningrad, Russia with an installed capacity of 53,000 tons per year (tpy). The benefits to consumers and producers included better product quality, better service, and declining prices of FPPs including those supplied by fast-food chains.

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IFC VALUE CHAIN

#	Country	Primary Sector - Tertiary Sector	APP FY	World	Cmt (\$m)	Value Chain Linkages (B, D, U)	Employment by project or client (Direct/Indirect)	RNFE Classf. ¹	Reach to Rural Poor and Frontier Areas Identified in Project Documents
263	Serbia	Food & Beverages - Sugar and Confectionary	2013	Urbanized	15	n/	Direct: 0 Indirect: n/a	4	The client is a Serbian subsidiary of a group headquartered in Croatia, which is the 2nd largest regional food and beverage producer and the #1 distributor of fast-moving consumer goods in the western Balkans. The Project involves the refinancing of an existing loan in the outstanding amount of EUR 61.36 million and financing of energy efficiency improvements of up to EUR 10 million.
264	South Africa	Food & Beverages - Vegetable Fats and Oils	2010	Urbanized	5	n/a	Direct: 0 Indirect: 0	4	The proceeds of the loan provided by IFC to the client shall be used for one or more of the following purposes: 1) acquisition of a company in the consumer goods space; 2) regular capital expenditure; and 3) repayment of the unsecured loan from the parent.
265	Turkey	Food & Beverages - Soft Drink	2011	Urbanized	16	n/a	Direct: 920 Indirect: 0	4	The Company concentrates on two main areas: (i) fruit juice and concentrates; and (ii) processed food, including tomato and pepper pastes, ketchup, mayonnaise, canned and stewed products, ready dishes, pickles, jams and marmalades. The proposed corporate loan will be used for refinancing part of the Company's existing short-term debt, working capital requirement and additional/maintenance capital expenditures (collectively the Project).
266	Ukraine	Food & Beverages - Palm Vegetable Oil	2007	Urbanized	18	n/a	Direct: 245 Indirect: 324	4	The project is expected to have the following development impacts. It will support the growth of a private productive enterprise; provide a refined tropical oils to the food processing industry; enhance competition in the fats and oils market; establish an infrastructure investment supporting the trade and refining of tropical oil into its markets; bring additional tax revenues for the Government of Ukraine with import duties and corporate income tax; and offer further leverage to improve the company's environmental and social management capabilities.
267	Ukraine	Wholesale and Retail Trade - Retail (Including Supermarkets, Grocery Stores, etc.)	2009	Urbanized	12	n/a	Direct: 2400 Indirect: n/a	4	The proposed IFC investment will contribute to the stable functioning of a modern distribution, warehousing and logistics services provider in Ukraine in difficult financial market conditions.
268	Ukraine	Agriculture and Forestry - Diversified Edible Agricultural Crops Production	2012	Urbanized	5	n/a	Direct: 1,002 Indirect: 0	4	The Project involves providing a long-term financing to a leading Ukrainian primary agricultural producer with a proven track record of growing wheat, barley, sugar beet, rapeseed, potatoes, and other crops. The long-term loan will provide financing to improve the operational processes and resource efficiencies at the sugar plant companies.
269	Ukraine	Agriculture and Forestry - Other Animal Production	2014	Urbanized	47	n/a	Direct: 2,424 Indirect: 0	4	The IFC's financing package, which also includes an equity investment of up to ~€23 million to the client, will be to support the Group's expansions into Ukraine, Poland and a potential acquisition in Russia. The €36 million loan proceeds will be used exclusively for the expansions in Ukraine.

Note: APP =Approval; Cmt = commitment; FY = fiscal year; SME = small and medium enterprise; U =Unsatisfactory.

¹ Legend: 1. IFC direct Investment in rural areas (RNFE) with an explicit aim of generating rural employment, target poor/frontier regions, benefiting small farmers/distributors/suppliers living in rural areas, base of the pyramid; 2. IFC investment may not be located in rural area, but project explicitly aims to benefit small farmers/farmers/suppliers/distributors in the value chain; 3. IFC investment may not be located in rural areas but project indicates backward and forward linkages to the rural economy. 4. Urban based investment where the links to the rural economy are likely, but not explicitly referenced or described in project documents.

Appendix H. Methodology

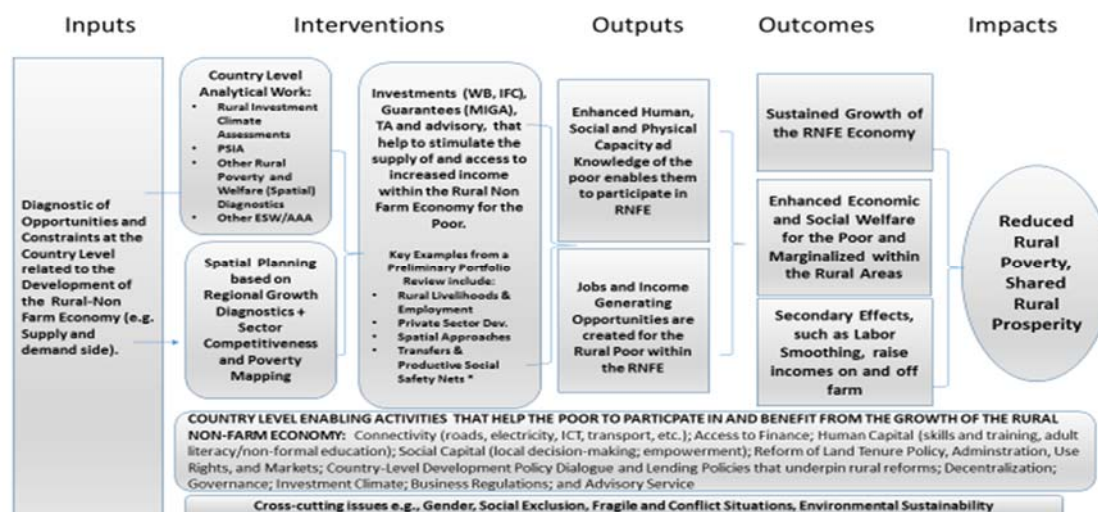
Theory of Change

The rural poor are often engaged in “last resort” nonfarm activities that are not associated with high levels of labor productivity, whereas the nonpoor are engaged in nonfarm activities with higher levels of labor productivity. Significant correlates of these high-productivity occupations include human capital (education and skills), physical capital (roads, power, and electricity), and access to finance social capital. There are also large gender disparities in the rural nonfarm labor market. Targeted development assistance, designed to strengthen the human, physical, financial, and social capital of the poor, can increase the likelihood that the poor can gain access to a wider variety of opportunities in the rural nonfarm economy (RNFE), including more productive opportunities or an expanded, more diversified set of activities that can help households to sustainably increase their overall standard of living. To achieve these gains, rural nonfarm enterprises and services must be sustainable and competitive which, in turn, requires investments that integrate the different parts of the rural economy. Public sector investment in basic services plays an important role in providing the enabling environment for these enterprises to grow and remain profitable. Private sector development assistance can help identify gaps and to reduce risk to incentivize scalable investment.

In the absence of an existing framework within the World Bank Group, IEG deduced a logical framework describing the World Bank Group’s RNFE engagement (figure H.1). The framework links a diagnostic understanding of opportunities and constraints in the RNFE to a set of World Bank Group interventions designed to address them. Clearly, the completeness and efficacy with which the World Bank Group carries out different steps varies dramatically, and the evaluation shows where there is work to be done or paths to be changed. The way forward for a given economy depends on the initial country conditions and context, including the state of structural transformation (that is, which of the three world’s one is in). The tools for intervention range from strategic, analytic, and advisory work to work on broad enabling conditions to specific investments. Figure H.1 also emphasizes the binary nature of the portfolio, divided in major approaches between those focused on poverty and those focused on growth. Furthermore, a dynamic theory of change would allow for relevance, efficiency, and effectiveness to improve with learning from each round of experience. Such learning and course correction would depend on sufficient information being generated on interventions and their outcomes and

impacts, so that such learning is possible. It would also depend on incentives for World Bank Group staff to use such learning.

Figure H.1. Logical Framework Describing World Bank Group Support for the RNFE



Key Evaluative Questions

The overarching question of this thematic evaluation is, “How successfully has the World Bank Group contributed to the creation of sustainable income-generating opportunities for the rural poor within the RNFE and what attributable effects have World Bank Group efforts had on reducing poverty? To answer this question, the relevance, effectiveness, efficiency, and sustainability of the World Bank Group interventions at all levels – strategy, project, portfolio, program, country, and aggregate – were assessed. Table A.1 shows the set of questions to be explored as well as the sources, methods, and expected constraints of the analysis.

Table H.2. Key Evaluation Questions

Key Questions	Information sources	Data Analysis and collection methods	Data limitations
Overarching Questions: How successfully has the World Bank Group contributed to the creation of sustainable income-generating opportunities for the rural poor within the rural nonfarm economy and what attributable effects have World Bank Group efforts had on reducing poverty?			
<i>Relevance:</i> Are World Bank Group interventions relevantly responding to client needs to help alleviate poverty by developing the rural nonfarm economy in a sustainable and inclusive way? Is the World Bank Group strategically collaborating with partners to help develop the rural nonfarm economy for the benefit of the poor?			
<p>How relevantly are World Bank Group interventions diagnosing and addressing the supply and demand-side constraints related to the development of a sustainable, profitable and inclusive (pro-poor) rural nonfarm economy?</p> <ul style="list-style-type: none"> At the global and country level, how is the World Bank positioning itself strategically? At the country level, how relevant are project designs to country contexts and national poverty reduction planning needs with regard to the development of the RNFE? At the household level (project design, targeting, measurement) how relevantly is the World Bank Group addressing the differentiated needs of the marginalized, vulnerable, women, youth etc.? 	<ul style="list-style-type: none"> Corporate Strategies; GP, VP Strategies and Action Plans; CASs, SCDs and CPFs; AAA; investment Climate; project appraisal and supervision documents + evaluations. Structured Interviews, Focus Groups, Country cluster visits + reports; portfolio review of rural-themed projects in the World Bank; portfolio review of IFC investments in the rural nonfarm economy + MIGA Survey of collaboration with IFAD 	<p><i>The strategy level:</i> Review of Strategies; dialogue with key members of the GPs and VPs + Staff; Interviews of key partners (IFAD, FAO, CGIAR, IFIs, and Bilateral) + country clients. Portfolio review.</p> <ul style="list-style-type: none"> <i>The country level:</i> CAS/SCD /CPF Review for countries selected for desk and field Review + structured interviews of country teams. Portfolio review of AAA, lending, Advisory, TA etc. field visits protocols will triangulate feedback from multiple government agencies. Feedback from project teams and beneficiaries. Focus groups with thematic TTLs and Country Teams. 	<ul style="list-style-type: none"> The rural nonfarm sector is a Multisectoral theme that requires collaboration across GP (AG, SURR, Transport, Macro, Water, Poverty SP etc.). Rural nonfarm aims are part of the Ag Action Plan but require multisectoral collaboration for implementation. At the country level, rural nonfarm data is weak, not consistent across countries. Definition of "Rural" differs; households only report income from primary employment; Variations in country conditions will make conclusions limited and contingent.
<i>Effectiveness:</i> How effectively have World Bank Group interventions contributed to the development of a sustainable and inclusive rural nonfarm economy? How have these efforts contributed to alleviating rural poverty?			
<ul style="list-style-type: none"> How effectively has the World Bank Group supported employment creation, increased incomes and enhanced welfare for the poor within the rural nonfarm economy? How has this assistance been targeted toward and how has it impacted the 	<ul style="list-style-type: none"> ISRs, ICRs, ICRRs, PPARs, XPSR EvNotes, PCRs, PES, PERs, Review of GAFSP. Country studies, country missions. Interviews, external evaluation materials. 	<ul style="list-style-type: none"> portfolio review country case studies interviews focus groups partnership review 	<ul style="list-style-type: none"> Many projects will not have recorded impacts; IFC projects, Macro (PRSCs and DPLs) will have system effects that will need to be measured differently than direct World Bank investments in the rural space.

Key Questions	Information sources	Data Analysis and collection methods	Data limitations
marginalized, vulnerable, women, youth etc.?			
Efficiency How efficiently have the World Bank Group agencies worked together to help develop a sustainable and inclusive rural nonfarm economy?			
<ul style="list-style-type: none"> How has the World Bank Group helped clients to reduce the transaction costs associated with integrating the rural poor into the nonfarm economy? At the country level, how have the World Bank, IFC and MIGA worked together to increase opportunities for the rural poor to benefit from the nonfarm economy? 	Mainly from country case studies that include a review of the portfolio of the three agencies.	<ul style="list-style-type: none"> Effectiveness data in the ICRRs and PPARs. Interviews with country teams, TTLs, and government counterparts 	<ul style="list-style-type: none"> Information on the cost and benefits for the poor (or cost and benefit of attaining specific distributional impacts) will be lacking. Coordination efforts tend to be poorly documented in project documents and micro evaluation documents, according to IEG experience.
Environmental and Social Sustainability: Is the World Bank Group's support for the RNFE environmentally and socially sustainable?			
<ul style="list-style-type: none"> What are the Key E&S issues that emerge in the review of the core rural non- farm portfolio and how effectively were these issues addressed? How did E&S affect decision-making, risk-taking and investment choices in the portfolio? 	<ul style="list-style-type: none"> Safeguards and performance standards data 	<ul style="list-style-type: none"> Extraction of E&S Lessons from the Safeguards and performance standards data as part of the portfolio review of World Bank, IFC and MIGA. Interviews with E&S Specialists that have supported RNFE activities. Country mission protocols, pairing with E&S IEGFP country visits. 	<ul style="list-style-type: none"> IEGFP only validates 25% of all projects; quality of E&S issues in ICRRs, PPARs.

Note: AAA = Analytical and Advisory Assistance; CAS = country assistance strategy; CPF = Country Partnership Framework; E&S = environmental and social; DPL = development policy loan; EvNote = Evaluation Note; FAO = Food and Agriculture Organization; GAFSP = Global Agriculture and Food Security Program; GP = global practice; ICR = Implementation Completion and Results Report; ICRR = Implementation Completion and Results Report Review; IFAD = International Fund for Agricultural Development; IFC = International Finance Corporation; IFI = International Financing Institution; ISR = Implementation Status and Results Report; Project Completion Report; PER = Public Expenditure Review; PES = Project Evaluation Summary; PPAR = Project Performance Assessment Report; PRSC = Poverty Reduction Support Credit; RNFE = rural nonfarm economy; SCD = Systematic Country Diagnostic; VP = vice presidency; XPSR = Expanded Project Supervision Report

Country-Level Analysis: Assessing the Direct and Enabling Support of the World Bank Group and Partnership Efforts

The breadth of the World Bank Group portfolio selection for country case studies was guided by an assessment of the specific country conditions, with regard to the stage of development of both the country and areas of the country that may be lagging.

Contribution analysis. A central challenge in evaluating the World Bank Group's effectiveness in promoting the development of the RNFE is that the World Bank Group is never the only cause of observed outcomes and impacts. Instead, activities contribute to observed outcomes that are also influenced by local and global policies, events, and activities, both positive and negative. At the country level, country case studies used contribution analysis (the plausible association of interventions or programs to observed outcomes) while accounting for the various other factors that may have positively or negatively influenced the contributions. Such analysis was used to understand how World Bank Group has partnered with other actors and institutions (including domestic institutions in the public and private sectors and other donors), leveraged its investments, and created synergies within the international aid community to help develop an inclusive RNFE with the aim of reducing poverty.

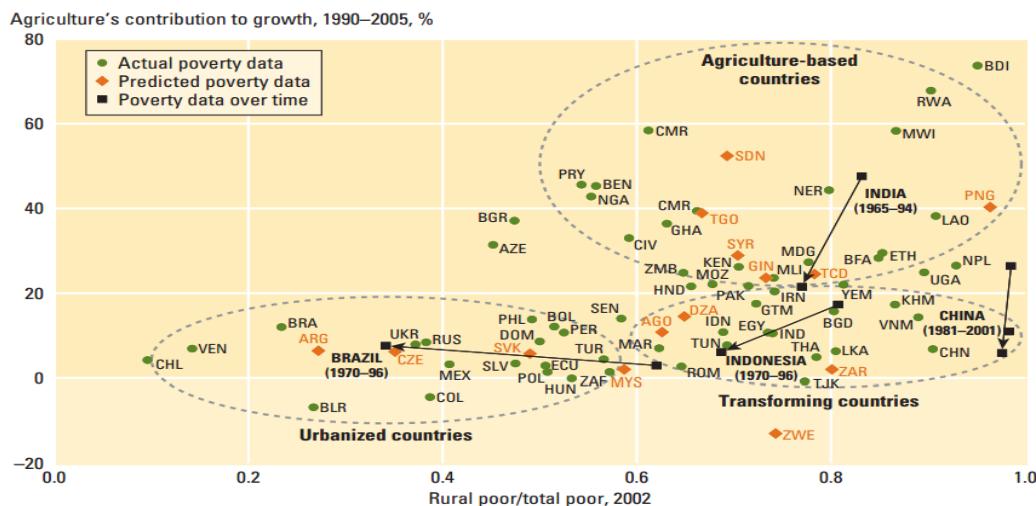
The approach paper for this evaluation laid out a theory of change that has guided the different levels of inquiry within the macroevaluation. Country case studies tested this proposed theory against each country's unique strategy and portfolio assessments in addition to weighing in on the theory's applicability across different country and regional characteristics. Country cases to assess multiple theories – nuanced to fit particular historical, political, social, and cultural circumstances – are needed to guide World Bank Group support for poverty reduction as part of a countries' rural transformation.

Country Case Selection and Methodology

As stated in the guidance note “The Use of Country Case Studies in IEG Macro-Evaluations,” country case studies can provide more contextually specific evidence on factors of success and failure – a richer, more “textured” sense of how things work in practice – by assessing a number of activities and circumstances operating in tandem over time. Country case studies provide important details on patterns within countries and across similar or contrasting country typologies. Case study selection traditionally reflects a range of regions or income categories of countries, but it can be strategically aligned with the initial understanding of the key conditions influencing country strategy and outcomes in the focal area of the evaluation. A multiple-country case study design can enable richer and more robust learning if countries can be differentiated by a set of parameters relevant to the anticipated effective development impact. These parameters are not only characteristics of the countries but also determine how to respond to World Bank Group interventions and should allow readers to draw lessons as a function of these parameters.

This evaluation conducted 10 country case studies (including 9 field assessments). Country selection was guided by a stratification of countries along the different stages of agrarian transformation, as identified by countries' current position the "three worlds" (figure A.2) used by the World Development Report 2008. This allowed the evaluation to draw on comparative cases. Data on labor movement and agriculture's contribution to gross domestic product was taken from the World Development Indicators, among other sources. Country selection was also guided by a stratified approach across the World Bank Group's regions, weighted with regard to the number of countries in each region and the variety of RNFE interventions, including across World Bank Group institutions – a factor considered to support the analysis of World Bank Group coordination, synergy, and sequencing.

Figure A.2. Movement across the Three Worlds of Agricultural Transformation



Source: WDR, 2008

Core and Enabling Portfolio Identification

The World Bank has a larger role in generating rural nonfarm income-generating opportunities than has been identified by its sector and thematic codes. The RNFE is not a sector but a prominent theme in the World Bank's agriculture action plan. As articulated in that plan, the development of the RNFE requires support across the World Bank's GPs. In the absence of an identified portfolio, the evaluation used the theme code "rural nonfarm income generation," which was applied by the World Bank to 152 projects between 2004 and 2014. By deconstructing the activities (using component analysis) linked to the code, the evaluation identified 529 World Bank projects, valued at \$35 billion, which have directly supported rural nonfarm income-generating activities during the same period. A second-order screening tool

involved examining all projects with an agriculture code approved during the evaluation period. In parallel, the evaluation identified several areas of enabling activities through literature review and past evaluations. Several thematic reviews of enabling activities were conducted by identifying “rural” activities across three key areas: rural transport infrastructure, education and skills, and access to finance.

Enabling Activity Identification Methodology

Based on the portfolio methodology used in IEG’s evaluation, *Improving Institutional Capability and Financial Viability to Sustain Transport* (2012) IEG filtered and identified projects approved between 2004 and 2014 that were within the Transport sector board, were rural themed, and that had a “Rural and Inter-Urban Roads and Highways” code or a “Roads and Highways” code ($n = 162$). It then filtered and identified projects within the Agricultural and Rural Development sector board that included a “Rural,” an “Inter-Urban Roads and Highways” (TI), or a “Roads and Highways” (TA) sector code ($n = 70$).

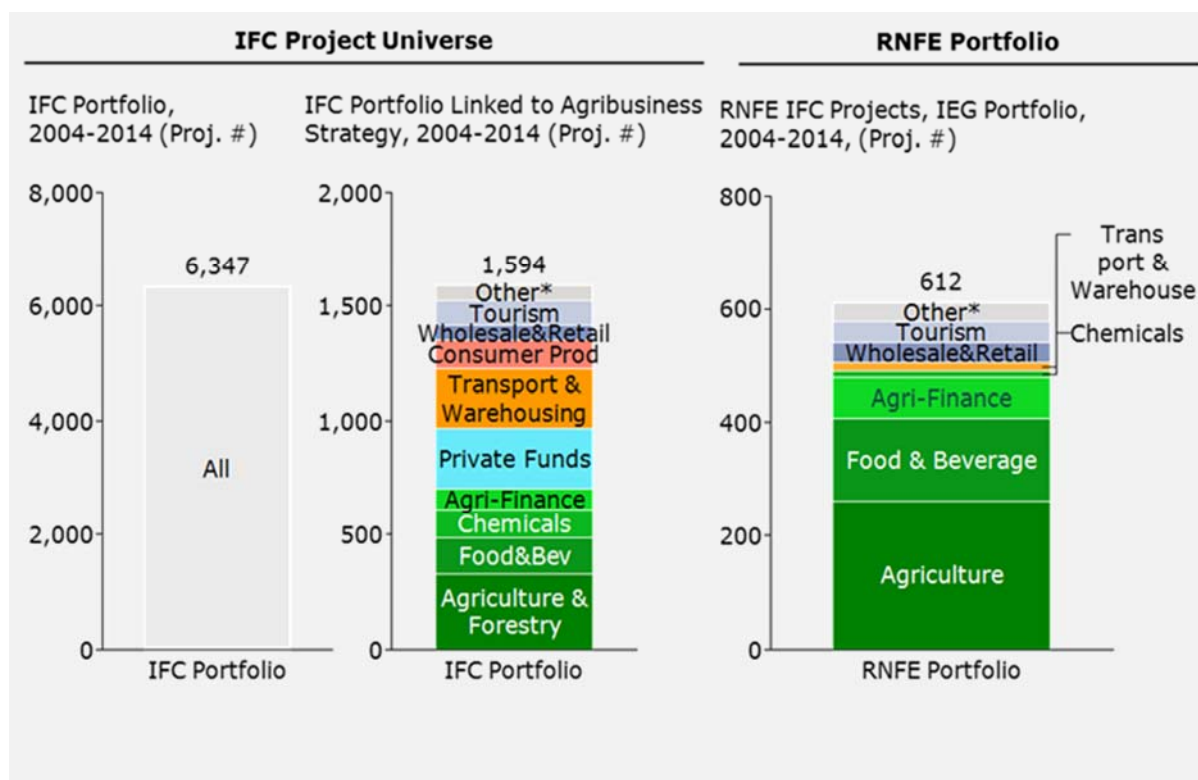
Projects identified from the Transport sector board and the Agricultural and Rural Development sector board constituted a portfolio of 232 projects, of which 139 were closed at the time of this evaluation. IEG reviewed project appraisal documents (PADs) of all 232 projects along with the Implementation Completion and Results Reports (ICRs) and ICR Reviews of closed and evaluated projects in this portfolio. Available Project Performance Assessment Reports (PPARs) for certain projects also served as reference. Key lines of inquiry included (i) type of road; (ii) whether the project reported on road quality; (iii) whether the roads addressed connectivity issues (village to village, village to province, province to province, village or province to a secondary city, and so on); (iv) links to economic or social aims; (v) data and measurement; (vi) the existence of any complementarity of services; and (vii) specific links to RNFE or income-generating activities.

A second screening process consisted of a thorough review of rural-themed projects mapped to the Education sector board. IEG filtered and identified 390 projects approved IDA/IBRD financing between 2004 and 2014 within the Education sector board. Of these 390 projects, 42 projects were rural theme coded. IEG reviewed their PADs, ICRs, and ICR Reviews, with a focus on innovative solutions to education delivery in rural space. IEG further screened all projects in the Agriculture and Rural Development sector board, examined the delivered skills and training activities, and assessed the indicators reported in the result framework analyses in the ICRs to see the causal links between the interventions and achieved outcomes.

International Finance Corporation Portfolio Identification

From 6,347 International Finance Corporation (IFC) projects approved during the evaluation period, IEG identified 1,481 projects in sectors contributing to the RNFE based on commitments made in the World Bank Group agriculture action plan and the IFC agricultural strategy action plans. IEG then reviewed all the 1,481 projects and identified 612 that directly contributed to generating income opportunities in the RNFE (see figure A.3).

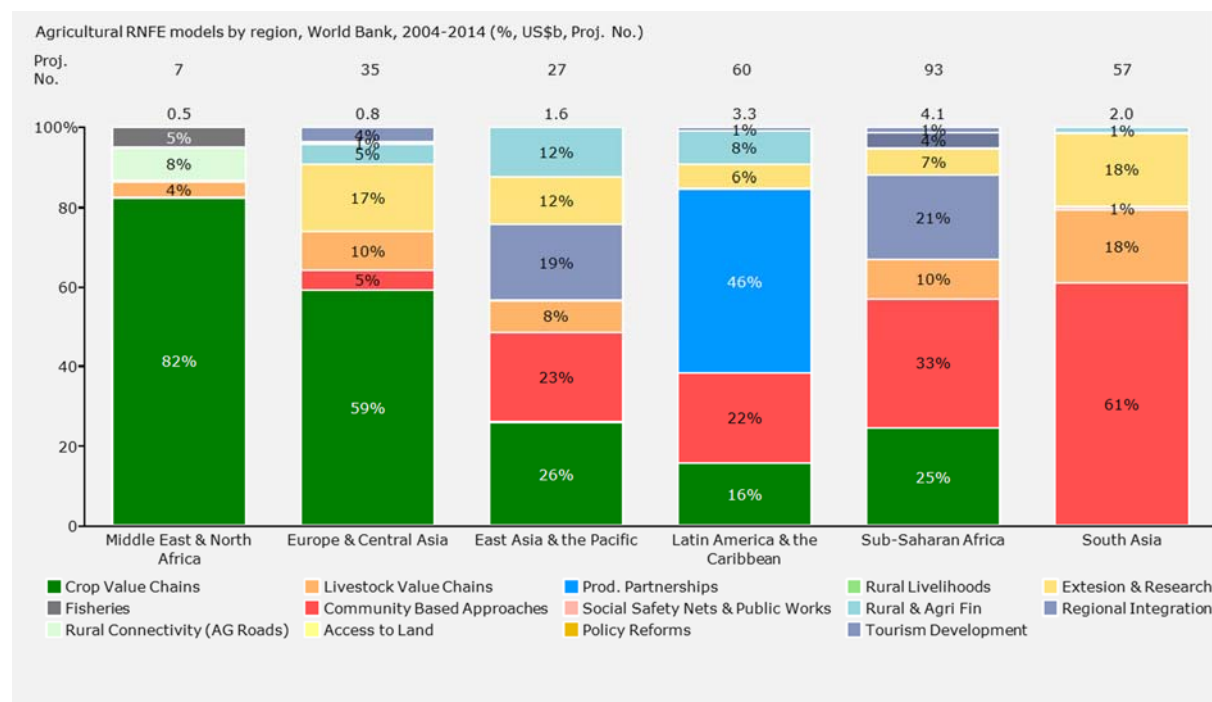
Figure A.3. Rural Nonfarm Income and Enabling Portfolio Identification Methods



Approaches to the RNFE and Three Worlds Analysis

Selected approaches were identified by IEG to categorize the World Bank project intervention types based on component and sector analysis. IEG identified 14 approaches to project design (see figure A.4.). Then, the approach analysis was combined with a *three world's* analysis. The three world's variable (agrarian, transition, urbanized) was created by categorizing each country's economy based on the share of employment in agriculture over total employment. As a result, some countries switch across time from one category to the other. In the case of Brazil and India, the *three world's* categorization was decided state by state instead of being based on the national average. *Note:* For IFC, IEG used primary, secondary, and tertiary sector coding to determine the approaches.

Figure A.4. Rural Nonfarm Income World Bank Models Analysis



Cross-Cutting Tools: Gender Analysis

IEG conducted a gender analysis of the RNFE portfolio for World Bank and IFC (box A.1). It consisted of a thorough review of the key operational documents of 529 projects, of which 300 were closed and evaluated. A comparative analysis was conducted across the different RNFE approaches and a time variable was used to diagnose change over time (using the first and second half of the evaluation period). For IFC, IEG conducted a detailed review of IFC board documents and XPSRs for the 120 closed and evaluated projects. Keywords such as “gender,” “women,” “female,” or “vulnerable groups” were used to identify projects that addressed or incorporated gender-related activities at design stage. In addition to this, the closed and evaluated projects were also assessed to determine whether the Development Outcome Tracking System (DOTs) indicators measured and reported on women’s engagement in economic or noneconomic activities, as well as data provided in the XPSRs and PCRs.

Box A.1. Gender Assessment Criteria for the RNFE Portfolio

Five criteria were applied to assess gender integration and gender effects in the RNFE Portfolio:

Gender in project development objectives: Project development objectives were screened for keywords such as “women,” “female,” or “vulnerable groups” to assess the frequency of reference to gender in development objectives.

Sex-disaggregated indicators: The results frameworks in PADs were examined to see whether the project included a sex-disaggregated indicator.

Consultation with both men and women: PADs were reviewed to ascertain whether they reported that both men and women were consulted to inform the design of the project.

Upfront gender analysis: PADs were reviewed to determine whether an overall gender diagnosis was conducted to understand the relationships between men and women; their roles; their access to services, markets, or assets; and limitations and opportunities to address these aspects.

For closed projects that incorporated sex related indicators at design, results reporting was assessed: Results reported was assessed to determine the related benefits reported to have been accrued by women and men. Attention was paid to the results chain with regard to reporting on social and economic outcomes, including process related ones

Appendix I. Analytical and Advisory Assistance and Economic and Sector Work Related to the RNFE

Supplementary analytical and advisory assistance and economic and sector work appendix available upon request.

Appendix J. RNFE Analysis in Strategic Country Diagnostics

Report Number	Name of Report	Country	Date	Coverage of RNFE	Use of Household Survey and Research to Assess how the RNFE and can Contribute to Poverty Reduction	Conclusions in SCD on Strategies or Investments for Stimulating Growth in the RNFE
Agrarian Countries						
103421	Systematic Country Diagnostic	Afghanistan	February 1, 2016	The SCD makes no direct reference to the RNFE but does conclude that, to reduce poverty in lagging regions “job creation will need to come from the agricultural and nonagricultural sectors”	According to the 2011-12 National Risk and Vulnerability Assessment (NRVA), 47.8% of day laborers and 37.4% of agricultural self-employed workers were poor. On the other hand, only 22.7% of nonagricultural self-employed workers, 26% of private salaried workers, and 23.4% of public salaried workers were poor.	No explicit conclusions on potential strategies or potential investments for stimulating growth in the RNFE
103098-CM	Priorities for Ending Poverty and Boosting Shared Prosperity	Cameroon	June 20, 2016	The SCD noted that Cameroon’s growth strategy was rooted in structural transformation has a lot of potential for rapid poverty reduction. In this transformation process agricultural and livestock output grow by expanding the area under cultivation and through productivity gains, powered by the adoption of new technologies.	<p>The second Survey on Employment and the Informal Sector (EIS 2) showed that more than 40% of nonfarm informal sector units do not have any dedicated space in which to carry out their activities with about a third operating simply out of their private homes.</p> <p>According to Christiaensen and Todo regions with higher (lower) urban poverty rates tend to have higher (lower) rural poverty rates. This association hints at a potential linkage between urbanization and rural poverty reduction. Positive spillover effects from increased urbanization could come from increased demand for local agricultural products; urban to rural remittances; downward pressure on the rural land/population ratio; upward pressure on agricultural wages; increased opportunities for rural nonfarm employment or lower transport-induced transaction costs” (Christiaensen and Todo - 2014)</p>	<p>No conclusions on strategies or investments to stimulate the growth of the RNFE.</p> <p>The SCD did, however, note that “increased agroprocessing is more likely to be pro-poor than the growth process observed to date.”</p>

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96537-TD	Priorities for Ending Poverty and Boosting Shared Prosperity	Chad	September 2015	The SCD acknowledges that “Among active workers, 79% of the poor rely on crops and/or livestock as their main source of income, and it is estimated that another 14% work in the nonagricultural informal sector.”	The SCD stated that household surveys showed that “Employment of heads of household in the public service or in nonagricultural activities is correlated with lower poverty incidence.”	There were no conclusions concerning strategies or investments for stimulating growth in the RNFE
98178	From Crisis to Sustained Growth: Priorities for Ending Poverty and Boosting Shared Prosperity	Côte D’Ivoire	June 30, 2015	The SCD noted that nonagricultural self-employment in rural areas (estimated at 16.3% of total rural employment) particularly among the poor and women, is often low productivity work. The SCD also stated that there have been shortcomings in strategic policies for “building business in nonagriculture sectors with higher value-added that can support structural transformation.” It went on to assert that “development of agro-business and non-agro-business sectors, including value-adding manufacturing” was an important pathway for strengthening the RNFE.	Based on household surveys the SCD noted that “Wage jobs, and in particular nonagricultural wage jobs, are concentrated among the wealthier households” which are “generally individuals who completed secondary education or higher.” With respect to wage income, the SCD stated that “About 13.9% of households in the bottom quintile and 25.5% of households in the top quintile are engaged in nonagricultural self-employment. This suggests that nonagricultural self-employment is an area that provides opportunities and pathways out of poverty.” The SCD also pointed out that in Côte D’Ivoire “Most nonagricultural self-employment takes place in microenterprises owned and operated by the household, making the sector very different from the SME sector, which mostly relies on wage workers.”	The SCD noted that the country “strategy should aim at raising productivity and earnings across all sectors of employment, including in agricultural and nonagricultural self-employment, to raise standards of living for the poor, women and individuals living in rural areas.” In an assessment of constraints facing Côte D’Ivoire the SCD noted that “reducing the financial financing gap” would generate the complementary benefit of “developing financial infrastructure in rural areas that will also catalyze better access to finance for nonagriculture firms and hence support self-employment.”
100592	Priorities for Ending Extreme Poverty and Promoting Shared Prosperity	Ethiopia	March 30, 2016	The SCD covers many aspects of the challenges facing farmers who want to obtain employment in the RNFE. It noted “relatively rapid reduction in the incidence of poverty from 55% in 2000 to 33% in 2011.”	The SCD found (based on an analysis of household surveys) that “minimal education levels, lack of marketable skills in urban labor markets and isolation along with high unemployment rates in urban areas (24% in Addis Ababa) are important factors that constrain the access of rural labor to employment in the RNFE” (Naudé and Wagler 2014).	No conclusions on strategies or investments to stimulate the RNFE
106725-GB	Turning Challenges into Opportunities for Poverty Reduction and Inclusive Growth	Guinea-Bissau	June 2016	The SCD stated that “Faster economic growth alone will not be enough to bring about poverty reduction in Guinea-Bissau. The modest economic growth recorded in the 2000s (assuming its	According to the SCD household surveys show that “The poor and extreme poor are (also) less likely to work in nonagricultural sectors, which command higher returns.”	The SCD stated that there are many entry points for change with potential positive impact on nonfarm income generation. However, there were no explicit conclusions on strategies or investments

				<p>distribution is neutral) would have reduced poverty. Yet, in reality, since growth happened only at the top, poverty increased by 3.7%. Assuming sustained political stability, the country has a chance to exploit both agricultural and nonagricultural sectors that can be pivotal in reducing extreme poverty and promoting shared prosperity"</p>	<p>Surveys show that "Sales and rental restrictions on agricultural land constrain investments in land and agricultural technology, employment transition across farm and to nonfarm activities, and access to credit and insurance, and subsequently lead to lower agricultural productivity. By fear of losing the future income stream of land, insecurity of property rights limits migration" away from agricultural areas. "Moreover, these adverse incentives affect different groups, particularly women, disproportionately." "The improvement of the business climate is an important prerequisite to increasing the inflow of private investments, which can boost nonagricultural activities, helping to diversify incomes." However, Guinea-Bissau is at the bottom of all Doing Business indicators. Also, it is the only country on the African coast not connected to a submarine cable. For all these reasons investment in Guinea-Bissau is low.</p>	<p>to stimulate the growth of the RNFE.</p>
99197	Systematic Country Diagnostic	Madagascar	August 25, 2015	<p>The SCD makes only one reference to the rural nonfarm economy, namely as a source of supplementary employment and income for poor farmers stating that "Secondary sectors of employment are important additional sources of income, particularly in services, which employ significant shares of the top quintile" and hence not the poor.</p>	<p>The SCD stated (based on surveys) that employment prospects for poor farmers declined because the "rural population is increasing, partly due to rapid population growth, compounded by migration from urban areas due to formal/manufacturing sector job losses that resulted from the most recent political crises." The SCD therefore concluded that "There is also a large potential to be exploited in the country's large informal sector, such as agriculture, artisanal fisheries and artisanal mining. These subsectors are far from marginal, and provide livelihoods to a large share of the population."</p>	<p>The SCD draws no conclusions on actions to stimulate the growth of the RNFE. However the SCD did suggest that "reorienting sub-sectors" such as agriculture, artisanal fisheries and artisanal mining "on a sustainable path, and developing value chains is a promising avenue for improved income." On the other hand, as the SCD noted, value chains for Madagascar's traditional (and still viable) exports such as vanilla, cloves and pepper have survived or recently developed could be sources of employment although entry into these opportunities will almost certainly still favor those with skills and basic education.</p>

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941991-ML	Priorities for Ending Poverty and Boosting Shared Prosperity	Mali	June 22, 2015	<p>The SCD noted that “A large body of literature confirms the importance of employment diversification into nonfarm activities as it raises income and reduces Poverty, but off-farm economic activities also offer essential services to farmers (transport, commerce and storage services; access to information; repair services)” (Lanjouw and Murgai, 2009; Christiaensen and others 2013).</p>	<p>The SCD stated that research findings in Southern Mali “suggest that households hold very different portfolios of incomes and these in turn are related to the different levels of income and asset holdings. Poorer households are found to have fewer opportunities in cash-crop production as well as noncrop activities, resulting in less diversified incomes. Lack of capital is found to be a major reason why poorer households have less diversified portfolios.” (Abudulai and CroleRees)</p>	<p>There are no conclusions in the SCD on strategies or investments for stimulating the growth of the RNFE</p>
103507-MZ	Systematic Country Diagnostic	Mozambique	June 2016	<p>In various sections of the SCD it is stressed that Mozambique has abundant agricultural, forestry and fisheries resources which with improved productivity, diversification of output, better transport facilities, and integration of remote rural areas into the national economy by linking them to urban centers through regional value chains to the RNFE and international export points there could be a more rapid pace of poverty reduction.</p>	<p>The SCD noted the “recent macroeconomic instability and the slower pace of poverty reduction over the last decade. Whereas between 1997 and 2003 the national headcount poverty rate dropped rapidly from 68 percent to 56%, between 2003 and 2009 it declined by only four percentage points to 52% despite the country’s robust GDP growth rate.” About 70% of the nation’s poor live in the provinces of Gaza, Manica, Nampula, Sofala and Zambezia. Very remote Nampula and Zambezia provinces accounted for nearly half the country’s poor in 2009 but in these areas “rural households tend to receive Lower prices for their crops, pay higher prices for inputs and have access to fewer nonagricultural income opportunities” because the RNFE is not well developed.</p> <p>The SCD also drew attention to “Household enterprises, defined as sole proprietorships with no paid employees, provide livelihoods for an estimated 25% of the rural workforce and 40% of the urban workforce, with many households relying on them as a key secondary income source. Household enterprises are associated with higher levels of household consumption as well as lower poverty rates and greater upward mobility in rural areas.”</p>	<p>Although the government has established special economic zones to stimulate private investment, regional diversification away from agriculture and the extractive industries, as well as increased employment, there are no conclusions in the SCD on specific strategies or investments for stimulating growth of the RNFE</p>

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93050-MM	Ending Poverty and Boosting Shared Prosperity in a Time of Transition	Myanmar	November 4014	The SCD stated that “With the slow creation of nonfarm jobs, agriculture will continue to employ many people in Myanmar for years to come and therefore play a critical role in reducing poverty in the country.”	The SCD contained no analysis of the RNFE using household survey data	No conclusions on strategies or investments for growth of the RNFE.
99389-SS	South Sudan Systematic Country Diagnostic	South Sudan	October 5, 2015	The SCD does not explicitly refer to the RNFE, but analyzes aspects of the RNFE linked to agricultural production, productivity and livestock (for example, conflict between pastoralists and farmers), and low access to markets. The SCD analyzes issues of connectivity, trade and land rights which constrain the development of a sound rural economy. It concluded that “Access to markets for agricultural products, both in terms of infrastructure and value chain, remains a critical bottleneck to securing resilience of rural communities.” The SCD also noted that “Basic numeracy and literacy skills are critical for improving productivity and adapting new technologies” as well as to obtaining off-farm employment.	There is no explicit reference to the use of household surveys in relation to RNFE activities. However, the SCD refers to the Jobs and Livelihood Report, which reports some data on employment by area/sector.	The SCD provided no conclusions for the RNFE but touched on issues related to RNFE when addressing issues facing farmers such as raising productivity and improving connectivity to markets.
108184-TG	Systematic Country Diagnostic	Togo	September 19, 2016	The SCD noted that surveys show that “An estimated 60% of the nation’s active population and 97% of the rural active population are engaged wholly or primarily in agriculture.” It is clear that a small proportion of the active rural population is employed in the RNFE.	The SCD noted that survey data show that “There is a clear correlation between consumption levels and employment off-farm, with almost 60% of those self-employed on-farm falling into the bottom consumption quintile, versus only 12% in the top quintile.” Survey data also showed that “the poorest and most isolated region, Savanes, has a higher percentage of working age people primarily employed in agriculture (68% in 2011) and the highest rate of under-employment of all the regions. It also has a distinctly higher percentage of under-employed seasonal or temporary workers	The SCD concluded that “For Togo to accelerate and sustain poverty reduction, it will need to unleash a more vigorous, inclusive, and sustainable growth process, led by private economic agents in both agricultural and nonagricultural sectors, and supported and amplified by more effective government policies, public investments, and public services, to: <ul style="list-style-type: none"> • generate growth in increasingly formal and productive off-farm businesses for more remunerative employment; and

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					<p>(34.8%) versus only 4.1 to 4.6% in the other regions excluding Lomé. More isolated households, which are more often located in the poorest regions, are also less likely to have a second source of income, typically outside agriculture”</p> <p>The SCD also observed that “Formal firms, which have 7.5 times greater labor productivity than informal firms, are few, and wages of non-farmworkers are 6 times those of on-farmworkers.”</p>	<ul style="list-style-type: none"> transform the agricultural sector into a more competitive, higher value-added sector.”
97145-UG	Boosting Inclusive Growth and Accelerating Poverty Reduction	Uganda	December 4, 2015	The SCD makes a few indirect references to the RNFE	<p>According to the SCD “Real agricultural incomes per capita grew by 4.7% between 2006 and 2012, behind the growth of 6.3% in nonagricultural incomes. It was also noted in the SCD that Christiaensen and Kaminski concluded that “During 2006–10, poverty reduction among those in wage employment and nonfarm self-employment accounted for 30% of the poverty reduction in Uganda and contributed to 66% of consumption growth experienced during this time “(Christiaensen and Kaminski 2014)”.</p>	There were no conclusions on strategies or investments to promote the RNFE
Transition Countries						
95980	Next Generation Albania – A Systematic Country Diagnostic	Albania	April 2015	<p>The SCD does not refer to the RNFE explicitly but mentions factors that constrain the growth of the RNFE. For example, “The quality of education at all levels is inadequate to equip students with the basic skills the labor market requires. Also, “More than 60% of 15-year-olds are functionally illiterate in mathematics, while about 50% are deficient in reading.” These are high compared with other OECD countries.</p>	<p>The SCD stated that “Estimates suggest that close to half of total employment outside agriculture corresponds to informal employment, and nearly three-quarters of the labor in construction is informal.”</p> <p>However, there are no data mentioned in the SCD that refer explicitly to employment in the RNFE.</p>	The SCD concluded that one of the five top priorities fundamental to reaching the twin goals of poverty reduction and increased prosperity was establishing a high-quality business environment. The policy agenda for improving the business environment included “strengthening the policy, legal, and institutional framework for private investment (including FDI) to boost the incomes of economic agents (both farm and nonfarm)”.
97113	Azerbaijan Systematic Country Diagnostic	Azerbaijan	June 3, 2015	There is no explicit reference to the RNFE in the SCD for Azerbaijan	The SCD noted that “In addition to labor income, households in the bottom 40% of the income distribution rely on transfers (similarly to other households higher up in the income	The SCD draws no conclusions on the strategies and investments to stimulate the growth of the RNFE.

					<p>distribution). Public transfers, in the form of pensions and other social transfers make up 19% of the income of the bottom 40%, and about 16% for the top 60% Nearly two-thirds of the population in Azerbaijan receive at least one kind of public transfer and benefits, especially pensions, have been increasing steadily (imposing a nonnegligible burden on public finances)."</p> <p>According to the SCD ".... It has been estimated that the current poverty rate ... would be considerably higher in the absence of transfers—at 25% without pensions, and at 30% without any social benefits in 2012 (compared with the observed 6% for that year)"</p>	
na	Bangladesh : More and Better Jobs to Accelerate Shared Growth and End Extreme Poverty	Bangladesh	October 25, 2015	<p>The SCD noted that diversification of employment within rural areas will continue to be important for reducing extreme rural poverty. However, the SCD noted that "pull effects" of the urban sector, both as a growth accelerator and a source of jobs for the extreme poor, are going to be increasingly more important compared with the rural nonfarm sector. The SCD reports on labor trends, noting that three-quarters of the new jobs created between 2002–03 and 2013 were outside agriculture.</p>	<p>The SCD highlights the key role played by the significant tightening of the agricultural labor market in boosting the real agricultural wage rate and thus reducing extreme poverty. The three main contributors to labor market tightening were: (a) relocation of farm labor to rural nonfarm sectors (<i>italics added</i>); (b) relocation of rural labor to urban areas created by employment opportunities for the extreme poor in labor-intensive construction and transport activities; and (c) jobs for the poor created in the manufacturing sector.</p>	<p>The SCD identified five areas where concerted efforts over the next 3 to 5 years could have a transformative impact on accelerating the creation of more and better jobs in Bangladesh. They were (a) energy, (b) inland connectivity and logistics, (c) regional and global integration, (d) urbanization and (e) improved delta management. Of these five areas, improving connectivity is seen as key to accelerating the transformation of the country's rural areas. In this context the SCD noted that "...rural road investments in Bangladesh have reduced poverty significantly through higher agricultural production, higher wages, lower input and transport costs, and higher output prices, and also led to higher girls' and boys' schooling. Adequate attention to ensuring this network is properly maintained and developed and further integrated with the larger transport network remains an important public policy priority."</p>
97894	Country Systematic	Bolivia	June 2015	The SCD emphasized that "The current model	The SCD stated that "efforts to reduce poverty	The SCD is clear about the challenges of

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	Diagnostic: Rebalancing Inclusive Growth to Deepen Gains on Poverty and Inequality Reduction			<p>of poverty and inequality reduction has relied heavily on increasing income and job opportunities of the poor employed in unskilled and semi-skilled jobs" in nontradable, mostly in informal sectors." The SCD stated that "Poverty decreased from 63% of the population in 2002 to 39% in 2013. In rural areas it fell from 79% to 60%. Poverty reduction was accompanied by a large decline in income inequality. Reductions in inequality were observed in urban and rural areas, where the Gini coefficients fell by 11 and 9 points respectively." Also noted was that "In 2013, approximately 7 of 10 extreme poor lived in rural areas."</p>	<p>and inequality remains very much an unfinished agenda" and that "The extreme poor are significantly more likely to live in rural areas, to be indigenous, and to have low levels of education than the other income groups." Also "With respect to non-labor income (composed mainly of government and private transfers and hence a source of nonfarm income in rural areas) accounted for 26% of average total income. However, households with average incomes in the bottom 40% of the distribution received only 20% of their income from non-labor sources."</p> <p>Surveys showed, however, that "females working in non-agriculture activities," as percentage of total female employment increased from 31% in 1999 to 36.4% in 2012. However these surveys also showed that "the non-agriculture activities in which employment grew most among those in the lower 40% of the national income distribution were not the most productive ones – importantly, not manufacturing - but instead sectors that could be more affected by an economic slowdown."</p>	<p>achieving sustained nonnatural resource extractive and nonfarm employment stating that "The analysis so far points to developing higher productivity, non-extractive sectors as a critical challenge to sustaining advances on reducing poverty and increasing shared prosperity. In the absence of meeting this challenge, there will be insufficient income/employment opportunities for the growing number of better educated people looking for work, particularly in urban areas; and reliance on volatile commodity markets will continue, as will the depletion of increasingly scarce natural resources."</p> <p>The SCD concluded "Among the long-term enablers, two constraints could become critical to inclusive growth once the economy started shifting toward non-extractive sectors (such as agriculture) or once basic disparities in access are reduced. The following constraints stood out: (a) high transport and logistics costs such as cumbersome cross-border procedures; and (b) insufficient education quality, particularly at the secondary level: and the lack of international testing benchmarks.</p>
95304	Systematic Country Diagnostic	Botswana	March 2015	<p>The SCD noted that "Botswana's traditional growth model has involved diamond revenues being channeled through the government, with subsequent high investment in infrastructure, health, and education." It continued stating that "the formal private sector created just one job for every 6 new entrants to the labor market over the past decade, and the nonfarm, informal sector remains small</p>	<p>The SCD stated that "While only 36 percent of the population had a consumption level more than twice the poverty line in 2003, this increased to 53% by 2010. But this also means that almost 28% of the population, while technically 'nonpoor,' is consuming at a level below an average P530 monthly (in nominal, 2009/10 Pula). Given that a large share of these people are living in rural areas and dependent on subsistence farming and small holding of livestock, which is prone to</p>	<p>The SCD concluded that "Botswana needed to shift its growth model away from a reliance on diamonds and the public sector toward a model that can deliver the broad-based employment growth that will be needed to ensure sustainability of poverty elimination, shared prosperity, and over time, structural change. Such a model will need to be built around development of a diversified, competitive, private sector, oriented toward export markets</p>

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				and lacking dynamism.” The SCD also noted that “Botswana’s small and dispersed population raises barriers to achieving agglomeration and scale and increases service delivery costs. Moreover, highly specific skills are naturally in short supply and entrepreneurialism is still nascent.”	significant output volatility, many remain at serious risk of falling back into poverty, at least on a temporary basis.” Botswana has experienced high structural unemployment (averaging around 20 percent) combined with relatively low labor market participation over a long time period. While unemployment was historically a rural phenomenon, strong rural-urban migration has shifted part of the problem into the urban areas. While the pace of growth of nonfarm self-employment has increased in recent years, it still accounts for just 23 percent of private sector employment.” At the same time the SCD noted that “the nonfarm informal sector has not been effective as either a stepping-stone to formal sector employment or to absorb excess labor.”	and focused on activities where Botswana has or can develop strong comparative advantage. In the short to medium term, this should also be supported by a dynamic and productive informal sector, including both farm and nonfarm activities that can absorb a rapidly expanding labor force.” However, there were no conclusions on strategies or investments to stimulate the growth of the RNFE.
99722	Promoting Poverty Reduction and Shared Prosperity: A Systematic Country Diagnostic	Egypt	September 2015	The SCD stated that “After 30 years in operation, Egyptian firms have only hired on average 50% more workers than they did initially.” “As a result, nonfarm employment in Egypt has become concentrated in young and small firms, which provide nearly 40% of nonfarm employment.” The SCD commented that “The natural dynamics whereby firms are born, grow, and expand their employment or exit the market appear to be stalled in Egypt.”	The CSD stated that “Small-scale farmers in the traditionally farmed areas along the Nile and in the Nile Delta (“Old Lands”) are fully integrated into the market town and village complex, so addressing their constraints will also stimulate local economies and improving nonfarm incomes in rural areas. Reforms that affect these farmers are thus more likely to be effective in reducing poverty compared with those affecting larger farmers in expansion areas (“New Lands”)”	The SCD concluded that “the ability of regular Egyptians to engage in entrepreneurship, the other main nonagricultural source of income, has been negatively impacted by the lack of growth in the formal private sector. There are also constraints that have affected income generation through agriculture, especially for small farmers, which plays an important role especially for poorer rural households.” No conclusions on strategies or investments for stimulating the growth of the RNFE.
na	Guatemala: Closing Gaps to Generate more Inclusive Growth - Systematic Country Diagnostic	Guatemala	2015	The SCD states that “The gaps between the poor and the nonpoor in Guatemala are large. In general terms, the poor are more likely to be informally employed, live in rural areas in specific departments, and belong to an indigenous group, with very low levels of education.” The SCD also noted that “In 2014 almost 49% of	Surveys showed that “Between 2000 and 2006, the two main drivers of overall and extreme poverty reduction were a growth in employment for both men and women and transfers. Labor income played a more limited role in poverty reduction than in other Latin American countries. The SCD stated that it was found that “the substantial wage differences between	No conclusions on strategies or investments for stimulating growth in the RNFE

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				those in the bottom 40% of the income distribution nationally worked mainly in agriculture, whereas only about 14% of those in the top 60% of the income distribution worked in agriculture. On the other hand 18% of the first group and 33% of the second group worked in wholesale or retail trading.”	rural and urban areas were largely explained by the differences in the endowments of the two populations, of which education was key” (Hertz, 2008). The same was true within the rural sector: the substantial earnings advantage of nonagricultural workers was due mainly to differences in endowments such as education, health and childhood nutrition.”	
na	Toward a Narrative: Systematic Country Diagnostic	Haiti	2015	<p>The SCD included many references in the SCD to nonfarm enterprises and employment. It noted that “Recent evidence suggests that the decline in extreme poverty was driven by labor income, private transfers, and aid. Nonagricultural labor income increased by about 3½% on average per year, especially among men, with expansions in construction, telecommunications and transport, all concentrated in urban areas. Formal employment remains small (13% of the labor force) with agriculture and urban informal sectors still providing most of the employment with about 40% and 47% of the labor market, respectively.”</p> <p>Nevertheless “average monthly salaries in the formal or informal sectors are two to four times higher than in the agricultural sector.”</p> <p>The SCD also noted that “The Gini coefficient stagnated at about 0.6 between 2001 and 2012. However, this result hides important regional disparities: inequality (Gini) widened in rural areas (0.49 to 0.56), it narrowed in Urban areas (0.64 to 0.59).”</p>	<p>The SCD noted evidence from surveys that there is a “lack of qualified labor.” For example, “The level of education among the adult population remains low: 45.7 percent of the adult population (60.5 percent of households’ heads) have never attended school or have not completed primary education.” It goes on state that these constraints “seem to be particularly present in the agriculture and the nonagriculture informal sector, where most Haitians are likely to continue working for the foreseeable future.”</p> <p>The SCD also noted that “With regard to the informal nonagriculture sector, empirical evidence suggests that a little investment in years of education or remedial training for skills acquisition among people who have been out of the school system for a long time, as well as improved access to inputs, such as electricity and water, are associated with substantial increases in income.”</p> <p>The SCD observed that about 24 percent of Haitians have moved internationally (1 million) and internally (2 million) from their place of birth seeking an alternative living and working environment – a large proportion from rural to urban areas. Such movements have generated remittances from international and local urban to rural areas in Haiti.</p>	<p>The SCD concluded that “most Haitians are likely to continue working in low-productivity agriculture and nonagriculture informal sector activities over the foreseeable future. The challenge is thus to enhance the productivity, and hence the earnings, of those already employed, while at the same time creating more formal jobs.”</p> <p>On the basis of consultations for the preparation of the SCD it was concluded that “Most people in Haiti were occupied in a less visible private sector: in the agriculture and informal sectors, two sectors that had been neglected so far. The potential contribution of the formal sector in creating jobs was recognized, but it was not seen as becoming the main employer in Haiti any time soon. Incomes generated in agriculture or in the informal sector are, however, not sufficient to pull people out of poverty. The challenge is thus to enhance the productivity – hence the earnings – of those already employed in agriculture and the informal sector, while at the same time creating more formal jobs.”</p> <p>No specific conclusions on strategies or investments for stimulating growth in the RNFE</p>
na	Unlocking Economic Potential for Future Opportunities:	Honduras	2015	The SCD stated that the agricultural sector directly employs one-third of the Honduran labor force and	According to the SCD in 2013, “almost 65 percent of Honduran households were below the poverty	The SCD noted that connecting rural areas to urban markets is one of the country’s main

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				<p>accounts for about 30 percent of total exports. However, the SCD provides no explicit coverage of the rural nonfarm economy</p>	<p>line, with 43 percent in extreme poverty.” The SCD also stated that “The rural poor overwhelmingly rely on agriculture as their principal livelihood. Although the SCD stated that “Over the last two decades, farmers and agricultural firms have gradually transitioned into higher-value products, according to Weiss “72% of agricultural families in Honduras are engaged in semisubsistence farming, which is typically characterized by low marginal productivity and high vulnerability to shocks” (Weiss 2014). However, “Large and small-scale farmers compete over the country’s limited arable land. The poorest 70% of farmers own 10% of the land as smallholdings, while the richest 1% of farmers own 25 percent of the land as large plantations (USAID 2011).” The SCD recorded that “Agribusiness exports experienced robust growth over the past decade, rising from \$600 million in 2006 to \$3 billion in 2014” accounting for 63 percent of total exports. However, as the SCD stresses, “the agricultural sector remains highly vulnerable to both shifts in international prices and exogenous production shocks such as diseases and natural hazards.”</p>	<p>transport and logistics challenges.</p> <p>There were, however, no conclusions on strategies or investments for stimulating the growth of the RNFE</p>
94066-ID	Indonesia Systematic Country Diagnostic: Connecting the Bottom 40 Percent to the Prosperity Generation	Indonesia	September 2015	<p>The SCD identified constraints to growth in the RNFE. They included significant infrastructure gaps, unique and significant natural resource issues in forest and coastal communities, and most importantly, little transformation of agriculture due to weak policies.</p> <p>Contrary to its former role as a source of growth and employment the agricultural sector has become a drag on overall productivity of the economy reflecting policies that provide the wrong incentives for efficient use of land,</p>	<p>According to the SCD surveys showed that, although 35% of the workforce is employed in agriculture the sector contributes only 12% to national GDP. Hence GDP per capita in agriculture is significantly less than for other sectors in the economy. It is clear that increased employment in the RNFE could play an important role in supplementing the incomes of the rural workforce.</p>	<p>Looking forward, the SCD noted that there are three ways to improve the growth of the RNFE.</p> <p>The first is to dramatically improve transport to better connect the economy domestically and support growth in productive activities in rural areas. Second, the structural reform agenda needs to boost productivity in agriculture, reducing postharvest waste and shifting to higher-value crops while also accelerating investments in manufacturing and services, including tourism, thereby reducing dependence on</p>

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				labor and capital. Consequently, the sector has become caught in outdated subsidies, restricted trade, and policies that do not reflect changing consumption patterns toward higher value and processed foods (many of which are being imported).		mineral commodities for exports. And third, forest and coastal regions need special attention to ensure there is an efficient, effective and sustainable management of natural resources.
na	Moldova: Paths to Sustained Prosperity – A Systematic Country Diagnostic	Moldova	August 2016	<p>The SCD stated that “By creating nonfarm job opportunities in rural areas, especially for the large share of farmers with limited potential to commercialize, and by promoting urbanization, connectivity and equitable service delivery, these priority areas can increase economic opportunities for those in rural areas, where the poor are concentrated.”</p> <p>In general remittances are “a quarter of Moldova’s GDP” and hence an important contribution to nonfarm income.</p>	<p>The SCD noted that “During the last decade, a large share of poor households was able to improve their living standards and escape poverty, while few non-poor households fell into poverty. Since the domestic financial crisis, the share of people who have been persistently stuck in poverty is low, and churning – the phenomenon of people exiting and reentering poverty even repeatedly – seems to be limited.”</p> <p>The SCD stated that “While 57 percent of the population lives in rural areas, 84% of the poor are concentrated there. The poor and non-poor in rural areas rely more on agriculture and remittances for income relative to their urban counterparts, who derive more income from nonagricultural employment according to surveys.” “Increases in nonagricultural wage income, rather than job creation, have contributed to inclusive growth in Moldova.”</p> <p>Based on survey data, the SCD noted that, among the average poor, nonagriculture-related income and remittances are 31% and 13% of total income but for the non-poor these two income sources accounted, respectively, for 35% and 25% of total income.</p> <p>The SCD noted barriers to finding jobs: “Almost half the firms in Moldova (46%) encounter difficulties on a systematic basis in seeking staff with the desired qualifications. This affects firms of all categories and sizes, including firms in agriculture.</p>	<p>The SCD concluded that “Economic growth has been largely consumption-driven and fueled by remittances. Poverty changes are largely derived from remittances and pensions. Employment has fallen, limiting the role of labor markets in improving living standards. Given that the growth in remittances and pensions will continue to slow, sustainable progress requires a new growth model driven by higher private sector growth and job creation.”</p> <p>Implicitly this strategy includes growth of the RNFE.</p>

103246	Sri Lanka: Ending Poverty and Promoting Shared Prosperity	Sri Lanka	October 2015	<p>There is no explicit coverage of the RNFE in the SCD, although there are some references to off-farm employment</p> <p>However, the SCD notes that "High protection of import-competing crops along with fertilizer subsidies have created strong disincentives for crop and export diversification. Incentives are structured to expand production of import-competing crops (rice, maize) and discourage the production of exportables through the introduction of high export taxes ('cesses') on raw materials such as tea, rubber, cinnamon, coconut and spices, with the notion that this would increase value addition of exports. Revenues from cesses were supposed to be then invested in research and development for the corresponding sectors to encourage value addition, yet this has not been implemented." This does not bode well for the agricultural sector or the RNFE</p>	<p>On the basis of surveys, the SCD noted that "Notwithstanding high rates of poverty in specific remote districts, the majority of the poor and as well as the bottom 40 percent live in populous, effectively urban areas in the center of the island." Also, "Between 2002 and 2012/13, most of the reduction in poverty was due to higher labor incomes and, in particular, to increased earnings, as opposed to higher employment or higher transfers."</p> <p>"Most of the increase in labor income was, in turn, due to increased returns to work both in and outside agriculture. Increased returns to agriculture accounted for about 31% of the decline, of which roughly two-thirds were higher returns to self-employed farmers."</p> <p>However, It was also noted that "Recent growth has been mainly led by the nontradable sectors," namely "construction, transport, domestic trade and banking, and insurance and real estate." Agriculture was "less prominent." "Moreover, the decline in agricultural employment coincided with a sharp increase in workers employed in establishments with no regular employees. By 2012, 37% of nonfarmworkers were employed in establishments with no regular employees, up from 33% in 2006. Similarly, by 2012, 74% of unskilled workers had only temporary or casual wage employment, up from 70% in 2006, suggesting that these workers are increasingly working under precarious conditions. Wages of temporary workers are on average 33% lower than wages of permanent workers; one-third of that gap cannot be explained by differences in the job or individual characteristics suggesting that to some extent workers would choose more stable jobs if they could." The parlous position of farmers and</p>	There are no conclusions on the strategies or investments to stimulate the growth of the RNFE
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					farm labor in the RNFE in Sri Lanka is evident	
106454	Systematic Country Diagnosis for Uzbekistan	Uzbekistan	May 20, 2016	<p>The SCD stated that “The agricultural sector is likely to remain one of the key pillars of economic growth, job creation, and poverty reduction in rural areas. Agriculture value added has grown at an average annual rate of 6.5% since 2003. The strongest growth has come from crops other than wheat and cotton, notably from horticulture. Horticultural products are fast becoming the second largest agricultural export commodity group, after cotton.” But, the SCD shows that cotton’s historically high share of export income of 33.9% in 2000 declined to 8.7% in 2013. However, there is no explicit reference in the SCD to the RNFE</p>	<p>The SCD stated that “According to official statistics, between 2003 and 2012 the poverty rate declined from 27% to 15%.” Despite methodological issues, the SCD concluded that “This reduction in poverty appears to have been accompanied by equity gains, as the income of the bottom 40 percent of the income distribution is estimated to have grown at a slightly faster rate than that of the top 60 percent over the period 2008–13.”</p> <p>Based on surveys “Employment prospects are stronger for individuals with university and secondary special and technical education, although the gap is more pronounced among women.” The SCD goes on to state that “...workers with a tertiary education on average earn a 55% higher wage than similar workers with a secondary education.”</p> <p>However, the SCD also notes that, “In Uzbekistan, only 26% of preschool age children were enrolled in ECD programs in 2011.”</p> <p>Until this percentage is increased, rural youth in Uzbekistan will be particularly challenged in obtaining employment in the RNFE.</p>	<p>The SCD noted that “Uzbekistan’s unique state-driven development strategy has facilitated growth, resilience, and diversification, but the government recognizes that this model has its own limits.”</p> <p>The SCD concludes that “Uzbekistan needs to take the same steps as it overcomes challenges in almost all dimensions of efficiency enhancers that involve some measure of liberalization of goods markets, labor markets, and financial markets.”</p> <p>The SCD did not consider that growth in the RNFE was among the most important constraints to improving poverty reduction and shared prosperity.</p>
na	Sustaining Success: Priorities for Inclusive and Sustainable Growth	Vietnam	2016	<p>There was no explicit coverage of the RNFE in the SCD but considerable implicit references</p>	<p>The SCD stated that in 2014 “The “near poor” constitute 11% of population. Less well-off Vietnamese are in rural areas: 82% of the near poor and 84% of the bottom 40 are located there. Only very small numbers are located in the major urban centers ... which are home to 2% of the poor, 4% of the near poor, and 3% of the bottom 40%.”</p> <p>According to household data in the SCD income from farming accounted for 22% of total income for the average nonpoor household, but income from agriculture accounted for 46% of average income for poor households. However, nonagricultural wages accounted for 20% of the</p>	<p>There were no conclusions on strategies or investments for stimulating growth in the RNFE, but there were a number of implicit suggestions.</p>

				<p>total income of the poor whereas it accounted for 41% of total income for the nonpoor. Most wage income was for nonagricultural work.</p> <p>On the other hand, agricultural wages for the nonpoor contributed 4% to total income whereas for the poor it contributed 14%. Remittances for the poor and nonpoor were about the same.</p> <p>It is clear from these data that the RNFE is important for the poor in Vietnam</p>		
Urbanized Country (Case Study for the Evaluation)						
106569	Retaking the Path to Inclusion, Growth and Sustainability: Systematic Country Diagnostic	Brazil	June 2016	<p>The SCD for Brazil contains very little information on the opportunities for the rural nonfarm economy, and also has a very limited spatial focus, in sharp contrast with the earlier detailed and analytically-based Policy Notes for Brazil developed by World Bank thematic and sectoral specialists. The SCD dedicates only a few pages to the topic of “rural development and the conservation of biomes” and most of this refers to environmental concerns such as reducing deforestation and more biodiversity, although some consideration is given to the agricultural sector in another section that refers to “land and its uses.” While the SCD observes that “one potential source of further productivity growth is to improve the access of family farmers to infrastructure, credit, and modern production technologies,” there is no mention of the rural nonfarm economy at all.</p>	<p>The SCD states that “the incidence of poverty in rural areas is more than double that in urban areas, with levels of moderate and extreme poverty at 22.6 and 9.1 percent, respectively, in 2013, compared with 6.3 and 3.1 in urban centers. However, the gap between rural and urban poverty rates has declined from 30.3 percentage points in 2001 to 16.3 percentage points in 2013. Moreover, Brazil has experienced a high rate of urbanization, with 85.2 percent of the country’s population living in urban areas in 2013. As a result, in spite of the lower incidence of poverty in urban areas, in 2013 60 percent of the nation’s poor (almost 17 million) lived in cities. A recent study showed that “farms in the Northeast with between zero and five hectares (nearly one-half of all farms in this macro region) are too small to allow their owners to escape out of poverty, even if productivity were to increase.” This led the SCD to conclude that “small-scale farms continue to require targeted support”</p> <p>The SCD observed that “In 2004, out of the 16 million rural workforce, 25 percent had nonagricultural incomes, whereas in 2012, even with the reduction in the total workforce to 13.4 million, approximately 44.7 percent receive income from nonagricultural activities. However, a</p>	<p>There are no conclusions on strategies or investments to stimulate the growth of the RNFE. However, the SCD draws general conclusion, namely that “Multiple policy approaches are necessary, including land reform, improved access to appropriate technologies, education, improved nonfarm job opportunities, and social transfers. Fragmented land holdings and diversified production, often with considerable subsistence elements, create challenges for rural extension services.</p> <p>After the decentralization of rural extension services from the federal to state governments, governments in the North and Northeast have been unable to fund enough rural extension workers to attend the large family farming population, creating technological and knowledge gaps with family farms and rural households in other parts of the country”</p>

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large portion of these rural nonagriculture jobs have been for low-skilled labor in construction, trade, and social services, calling for a vocational training agenda for rural areas to raise the quality and skills of the rural workforce. Other nonagriculture rural economic activities that have been growing relate to rural tourism, arts, and crafts.”

Appendix K.

List of Persons Consulted

Name	Title	Organization	Name	Title	Organization
World Bank Group Active and Retired Staff and Consultants – Washington, DC.					
Dellien, Hans	Senior Operations Officer	IFC	Nair, Ajai	Program Coordinator	World Bank F&M GP
Emery, James	Head	IFC MAS	Nielson, David J.	Lead AG Economist	World Bank AG GP
Moses, Eugene	Strategy Officer	IFC MAS	Piccioni, Norman Bentley	Sr. Rural Dev't Specialist	World Bank AG GP
Ronchi, Loraine	Lead Economist	T&C GP, IFC	Proctor, Felicity	Former DFID Seconded	World Bank ARD
Alasino, Enrique O.	Sr. Education Specialist	World Bank ED GP	Robalino, David	Manager	World Bank Jobs
Almeida, Rita	Sr. Economist	World Bank ED GP	Rossignol, Ivan	Chief Technical Specialist	World Bank T&C GP
Alvi, Imtiaz Akhtar	Sr. Rural Dev't Specialist	World Bank AG GP	Sennhauser, Ethel	Director	World Bank AG GP
Barghouti, Shawki	Consultant (Retired)	World Bank ARD	Townsend, Robert	Adviser	World Bank AG GP
Bradley, Sean	Lead Social Dev't Spec.	World Bank SURR GP	Varangis, Panayotis	Head	World Bank F&M
Broka, Sandra	Senior Agriculture Economist	World Bank AG GP	Voegele, Juergen	Senior Director	World Bank AG GP
Coetzee, Gerhardus	Sr. Financial Sector Spec.	World Bank FM GP	Weiss, Eli	Sr. Rural Dev't Specialist	World Bank AG GP
Darvas, Peter	Sr. Economist	World Bank ED GP	Wong, Susan	Lead Social Dev't Specialist	World Bank SURR GP
De Salvo, Paolo	Rural Development Spec.	World Bank	Saeki, Hiroshi	Senior Economist	World Bank ED GP
Engman, Michael	Sr. Economist	World Bank T&C GP	Brhane, Meskerem	Program Leader	World Bank
Edmeades, Svetlana	Senior Agriculture Specialist	World Bank AG GP	Zulfiqar Ahmed, Muhammad	Senior Transport Specialist	World Bank
Golan, Amnon	Consultant (Retired)	World Bank ARD	McLean, Keith	Lead Governance Specialist	World Bank GOV PSI
Gonzalez, Alvaro	Principal Economist	World Bank. Jobs	Mghenyi, Elliot W	Senior Agriculture Economist	World Bank, AG GP
Janssen, Wilhelmus	Lead Agriculture Economist	World Bank	Forman, Stephane	Senior Livestock Specialist	World Bank, AG GP
Kamano, Pierre Joseph	Sr. Education Specialist	World Bank ED GP	Lufafa, Abel	Sr. Agricultural Specialist	World Bank, AG GP
Kumar, Anjali	Lead Economist	World Bank IEG	Hyder, Ziauddin	Sr. Nutrition Specialist	World Bank, HNP
Kuriakose, Anne T.	Sr. Social Dev't Specialist	World Bank GCCCI	Pierre Olivier Colleye	Senior Microfinance Specialist	World Bank, AG GP
Morris, Michael	Lead Agricultural Economist	World Bank AG GP	Rasagam, Ganesh	Practice Manager	World Bank, Trade & Competitiveness Innovation & Entrepreneurship
Luthria, Manjula M	Senior Economist	World Bank, SP&L	Lall, Smik V	Lead Urban Economist	World Bank, DRM AFR

Name	Title	Organization	Name	Title	Organization
Hayward, Natasha	Sr. Agricultural Specialist	World Bank, AG GP	Anna Wellenstein	Director	World Bank, SURR
Dyer, Nichola	Program Manager	World Bank, AG GP	Kar, Anuja	Economist	World Bank, AG GP
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Name	Title	Organization	Name	Title	Organization
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Multilateral, regional, and bilateral development partners					
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Local private sector					
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Palanivel, Selvamanyn	Gestor Financeiro	Bakhresa Grain Milling (MOC) LDA	Gaibullozoda	Owner	LLC Tajero/LLC Amiri
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Shott, Loni	Directora de Operacoes Portuarias	Portos Do Notre, S.A	Chmelniczki	CEO	MDO Finca
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Name	Title	Organization	Name	Title	Organization
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BANGLADESH					
Government					
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NGOs, civil society organizations, foundations, research institutes, and academia					
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Multilateral, regional, and bilateral development partners					
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Name	Title	Organization	Name	Title	Organization
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Ribeiro Daniel	Director of Climate Change and Sustainable Development	Secretaria de Estado da Economico Sustentavel	Kamers Luiz	State Secretariat	Secretaria do Estado e do Planejamento
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Name	Title	Organization	Name	Title	Organization
	the State of Santa Catarina				
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Faco Andre	Secretary	SEINFRA	Guimaraes José	Deputy Superintendent	SOHIDRA
Fernandes Antonio	Deputy Secretary	SEINFRA	Diana Sawyer	Research Coordinator	UNDP
NGOs, civil society organizations, foundations, research institutes, academia					
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Name	Title	Organization	Name	Title	Organization
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Government					
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Multilateral, regional, and bilateral development partners					
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Hage Michael	Representative	FAO	Mjid Najat	SD Consultant	Independent
Laiti Abdelhak	Program Officer	FAO	Bannani Hind	Coordinator	IOM
Lucante Pierre	Conseiller Technique Principal	GIZ			

MOZAMBIQUE

Government

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Nhancolo Luis	Project team member, Women's Empowerment and Skills Development Project II	MGCSW	Rui Mario	Cadaster Department, National Directorate of Land	Ministry of Land, ENV and Rural Development
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AbeldAGo Mateus	National Director of Industry	Ministry of Industry and Trade	Aberlado Americo Matusse, Mateus	Chemical Engineer, National Director da Industry	Ministry of Industry and Trade, Republic of Mozambique

Name	Title	Organization	Name	Title	Organization
			Joaquim Goncalves Ferreira	Regional Delegate Gazedá	Ministry of Economy and Finance
NGOs, civil society organizations, foundations, research institutes, and academia					
Baxter Michael	Country Director	OZMOZIS	Uaiene Rafael	In-Country Coordinator	Michigan State University
Multilateral, regional, and bilateral development partners					
Cone Camara Latefa	Consultant	African Development Bank	Manzanares Cristina	Program Officer, Spanish Cooperation	Embassy of Spain
Silva Carla	Evaluation Officer	African Development Bank	Ankaert Geert	Counselor, Economics and Governance	EU
Baloi Edgar	Executive Director	Commodity Exchange of Mozambique	Berghmans Els	Counselor, Public Financial Management and Governance	EU
Do Rosario Grispos Antonio	Chairman/Chief Executive Officer	Commodity Exchange of Mozambique	Strampelli Enrico	Head of Cooperation	EU
Neves Joao EduAGO	Executive Director	Commodity Exchange of Mozambique	Shrikantha Naik	Country Head	Export Marketing Co (ETG), Nampula
Grant, William	Global Practice Leader, Market Systems Development	DAI London	Gafar, M. Yunuss	Administrator/Manager	Gani Commercial, LDA, Nampula
Bentley, Kobi	Team Leader, Governance and EP	Department of Int'l Dev't (DID)	Dube, Francois	First Secretary (Development)	High Commission of Canada
Herbert, Alicia	Country Representative	DID	Rombe, Miguel	Development Officer	High Commission of Canada
Gutierrez Hernandez Cristina	Coordinator General, Spanish Cooperation	Embassy of Spain			
NICARAGUA					
Government					
Pineda, Alejandro José	Director de Monitoreo y Seguimiento de Ciclos Productivos	Ministerio Agricultura	Perez Uriel	Director General de Credito Publico	Ministerio de Hacienda y Credito Publico
Sanchez José	Director General de Politicas	Ministerio Agricultura	Guzman Cristhel	Coordinadora del Pyecto	Ministerio de TRe e Infraestructura
Deering Denis	Director de Cooperation	Ministerio de Economia Familiar Comunitaria Cooperativa y Asociativa	Santana José Amadeo	Vice ministro	Ministerio de TRe e Infraestructura
Larios Manuel	Director de Proyectos	Ministerio de Economia Cooperativa y Asociativa	Gutierrez Priscilla	Economista de Pais	BID
Bermudez Santiago	Ingeniero Electricista	Ministerio de Energia y Minas	Kolodin Susan	Representante Encargada Y Jefa de Operaciones	BID
Leon Medrano Indiana	Responsable Direccion General	Ministerio de Energia y Minas	Solorzano José David	Economista Asistente	BID
Mansell Salvador	Ministro	Ministerio de Energia y Minas	Barreda Rodriguez, Ervin	Presidente Ejecutivo	Empresa Nigaraguenze de

Name	Title	Organization	Name	Title	Organization
					Acueductos y Alcantarillados
Bonilla Olivas Francisco	Director General de Industria y Tecnologia	Ministerio de Fomento, Industria y Comercio	Castano, Reynaldo	Director de Planificacion	Empresa Nicaraguenze de Acueductos y Alacantarillados
Mendez Mejia Erick	Director General de Fomento Empresarial y Articulacion Sectorial	Ministerio de Fomento, Industria y Comercio			
NGOs, civil society organizations, foundations, research institutes, and academia					
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Prado, Vladimir		NITS	Bathrick, Ryan	Country Director	Techno Serve
Chevez, Francisco	Coordinator del Proyector PRODEP	Procuraduria General de le Republica	Aleman, Estela	Representative	The Tropical Agricultural Research and Higher Education Center
Estrada, Hernan	Procurador	Procuraduria General de la Republica			
Multilateral, regional, and bilateral development partners					
De Joie Eric	Agregago par Asuntos de Cooperacion	European Union	Torralba, Miguel	Principal Evaluator	IFAD
Aleman Miguel		FAO	Baltodano Maria Eugenia	Representative	International Center for Tropical AG (CIAT)
Cantarero Lubina	Directora Tecnica	Fondo de Mantinimiento Vial	Reyes Bryon	Impact Evaluation	CIAT
Molina Karen	Directora Ejecutiva	Fonto de Mantinimiento Vial	Mario Aldana	Representative	Instituto Interamericano de Cooperacion para la AG IIICA)
Chamorro Juan Sebastian	Director Ejecutiva	Fundacion Nicaraguense para el Desarrollo Economico y Social FUNDIES	Blanco José	Secretario Ejecutivo	Institutio Nicaraguaense de Estudios Territoriales
Alaniz Enrique	Director de Investigaciones y Proyectos	Fundo Internacional para el Desafio Economico Global	Ramirez Juan Fernando	Director	UNIDO
Caraballo Jorge	Evaluation Analyst	IFAD	Alvarado Francisco	Coordinator PAP	World Food Program
Castrillo Adolfo	Representative	IFAD			
Faune Maria Angelica	EEP Consultant	IFAD			
Iscobar Germán	Consultant	IFAD			
Tajikistan					
Government					

Name	Title	Organization	Name	Title	Organization
Pirizoda, Jalil	Head, Agriculture and Environment Department	Executive Office of President	Alimardon, Azimzoda	Director	PMU Land registration and cadaster system (LRCSP)
Karimzoda, Jamshed	First Deputy Minister	Ministry of Finance	Qodiri, Abdurahmon	Chairman	Hukumat of Sughd
Kayumova, Gulru	Deputy Minister	Ministry of Economic Development and Trade	Valeriy, Kim	Deputy Head	Banking Association
Faizullozoda, Lochin	First Deputy Chairman	State Investment Committee	Mukhtarov, Rustam	CEO	Credit Bureau
Rahimzoda, Sulton	First Deputy Minister	Ministry of Energy and Water Resources	Khaidarov, Abdusattor	General Director	IFC IS
Kurbon, Khakimzodai	Deputy Chairmen of the Khatlon Oblast	Hukumat of Khatlon Oblast			
Samadovna, Jamilya	Deputy Minister	Ministry of Agriculture			
Sadulloev, Habibulo	Director	PMU (Agriculture Entrepreneurship Development (AED))			
Nuridinzoza, Ahliddin	Director	PMU (Joint World Bank and ADB credit line project)			
Tabari, Yatimzoda	Chairmen	State Land Committee			
NGOs, civil society organizations, foundations, research institutes, and academia					
Multilateral, regional, and bilateral development partners					
Hell, Christian	Attaché	EU			
Indonesia					
Government					
Adi Suryabrata, Wismana	Deputy Minister of Developing Financing	BAPPENAS			
Murniningtyas, Endah	Deputy of Maritime and Natural Resources	BAPPENAS			
Iriyanti, Rahma	Deputy of Population & Job Opportunities Development	BAPPENAS			
Madjid, S. Sos, M. Si, Taufik	Director of Village Community Empowerment	Ministry of Village, Transmigration and Disadvantages Areas (MoV)			
NGOs/ CSOs / Research Institutes / Academia/clients					
Dr. Nicola Nixon	Counselor, Poverty and Social Development DFAT	DFAT Australia	Julia Suraish	Principal Finance Officer	Wings Management

Name	Title	Organization	Name	Title	Organization
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Multilateral, regional, and bilateral development partners					
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Rwanda					
Government					
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Tom Rwahama	Adviser to PS	Ministry of Infrastructure			
David Niyonsenga	Divisional Manager	Urban Planning, Ministry of Infrastructure			
Eddy Kyoze	Manager	Rwanda Housing Authority			
Innocent Musabyimana	Permanent Secretary	Ministry of Agriculture			
Esdras Byiringiro	Acting LWH & RSSP SPIU Coordinator				
Celestin Ntivuguruzwa	Permanent Secretary	Ministry of Education			
Vincent Munyeshyaka	Permanent Secretary	Ministry of Local Government			
Jerome Gassana	Director General	Workforce Development Authority			
Benoit Ngabonziza	Director	Ministry of Youth & ICT			
Ronald Nkusi	Director of External Affairs	Ministry of Economy & Finance			
Emmanuel Hategeka	Permanent Secretary	Ministry of Trade and Industry			
Philip Lucky	Director, Global Investment promotion Unit	Rwanda Development Board			
NGOs / CSOs / Research Institutes / Academia/clients					
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Eric Manzi	Program Manager	YES Rwanda			
Multilateral, regional, and bilateral development partners					
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Name	Title	Organization	Name	Title	Organization
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Edward Sennoga	Country Economist	African Development Bank			

Note: DIFD = Department for International Development; EU = European Union.



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