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تمكين السكان الريفيين الفقراء  
من التغلب على الفقر

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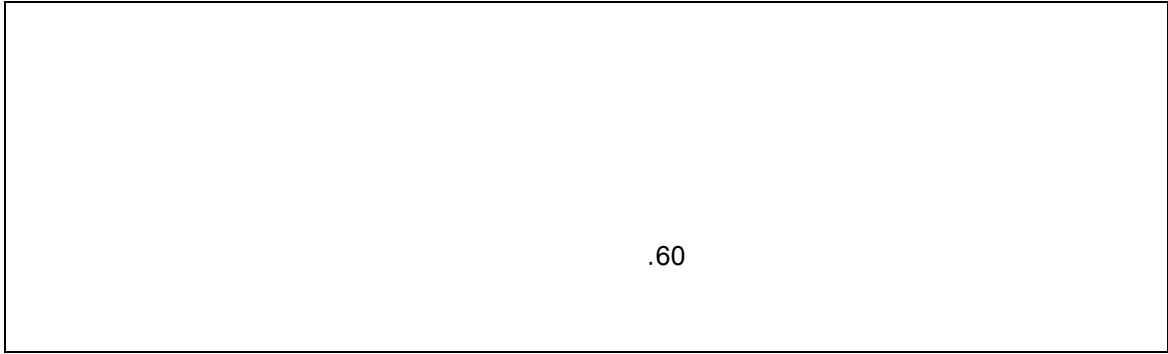
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## Negotiated financing agreement:

### "*Soum Son Seun Jai* – Community-Based Food Security and Economic Opportunities Programme"

(Negotiations concluded on 3 November 2011)

Grant Number: \_\_\_\_\_

Programme Title: *Soum Son Seun Jai* - Community-Based Food Security and Economic Opportunities Programme (the "Programme")

The International Fund for Agricultural Development (the "Fund" or "IFAD")

and

Lao People's Democratic Republic (the "Recipient")

(each a "Party" and both of them collectively the "Parties")

hereby agree as follows:

#### Section A

1. The following documents collectively form this Agreement: this document, the Programme Description and Implementation Arrangements (Schedule 1), the Allocation Table (Schedule 2) and the Special Covenant (Schedule 3).
2. The Fund's General Conditions for Agricultural Development Financing dated 29 April 2009, as may be amended from time to time (the "General Conditions"), are annexed to this Agreement, and all provisions thereof shall apply to this Agreement. For the purposes of this Agreement the terms defined in the General Conditions shall have the meanings set forth therein.
3. The Fund shall provide a Grant to the Recipient (the "Financing"), which the Recipient shall use to implement the Programme in accordance with the terms and conditions of this Agreement.

#### Section B

1. The amount of the Grant is eight million eight hundred and fifty thousand (8 850 000) Special Drawing Rights (SDR).
2. The first day of the applicable Fiscal Year shall be the first of October.
3. There shall be a Designated Account opened in accordance with Section 4.04(d) of the General Conditions by the Recipient in a bank acceptable to the Fund, for receiving and holding the Grant proceeds in USD. The Designated Account shall be managed by the Ministry of Finance (MOF).
4. There shall be Programme Accounts at the Programme Coordination Unit (PCU), the Provincial Agriculture and Forestry Offices (PAFO) and the District Agriculture and Forestry Offices (DAFO) and in Districts where Programme activities shall be implemented. The Programme Accounts shall be denominated in Lao Kip and/or USD for the benefit of the Programme Parties and shall be opened in commercial banks

acceptable to the Fund. The Programme Accounts shall be managed respectively by the PCU, PAFOs and DAFOs.

### **Section C**

1. The Lead Programme Agency (LPA) shall be the Ministry of Agriculture and Forestry (MAF).
2. The following are designated as additional Programme Parties: the Ministry of Finance, the Provincial Agriculture and Forestry Offices, the District Agriculture and Forestry Offices, the Departments of Public Health (at Provincial and District levels), the Departments of Industry and Commerce (at Provincial and District levels), the Departments of Public Works and Transport (at Provincial and District levels) and *Kum-Ban* Technical Service Centers.
3. The Programme Completion Date shall be the sixth anniversary of the date of entry into force of this Agreement.

### **Section D**

The Grant will be administered and the Programme supervised by the Fund.

### **Section E**

1. The following is designated as an additional ground for suspension of the right of the Recipient to request withdrawals under this Agreement:
  - (a) The Programme Coordinator has been removed from the Programme without the prior concurrence of the Fund.
2. The following are designated as additional general conditions precedent to withdrawal:
  - (a) No withdrawals shall be made until the Programme Implementation Manual (PIM) shall have been approved by the Fund in draft.
  - (b) The Programme Coordination Unit in Vientiane shall have been established and the Coordinator and Finance Manager shall have been duly selected by the Ministry of Agriculture and Forestry with the prior concurrence of the Fund.
  - (c) The Provincial Programme Coordinators shall have been duly allocated.
  - (d) The Designated Account referred to in paragraph 3, Section B above, shall have been duly opened by the Recipient.
3. The following are the designated representatives and addresses to be used for any communication related to this Agreement:

For the Fund:

(Title)  
International Fund for Agricultural Development  
Via Paolo di Dono, 44  
00142 Rome, Italy

For the Recipient:

(Title)  
Ministry of Finance  
P.O. Box 46  
23rd Singha Road  
Vientiane, Lao PDR

This Agreement, dated [\_\_\_\_\_], has been prepared in the English language in six (6) original copies, three (3) for the Fund and three (3) for the Recipient.

\_\_\_\_\_  
For the Fund  
[insert name and title]

\_\_\_\_\_  
For the Recipient  
[insert name and title]

## Schedule 1

### *Programme Description and Implementation Arrangements*

#### I. Programme Description

1. *Target Population.* The Programme shall benefit mainly; (i) highly vulnerable food-insecure households with limited capacity to enter into the market and (ii) poor households that are moderately food-secure and have a greater potential to enter into the market. The Programme shall be implemented in four districts within the Sayabouly province (Hongsa, Ngeun, Xienghon and Xaysathan) and five districts within the Oudomxay province (Beng, Hun, Namo, Nga and Pakbeng) (the "Programme Area"). Target villages in the Programme Area shall be selected following criteria defined in the PIM.
2. *Goal.* The goal of the Programme is to contribute to the reduction of extreme poverty in the Sayabouly and Oudomxay provinces.
3. *Objective.* The objective of the Programme is to ensure sustainable food security and income generation for the rural poor in the target villages.
4. *Components.* The Programme shall consist of the following Components:

#### **Component A: Integrated farming systems**

This Component shall comprise the following three sub-components:

##### Sub-component A.1: Improvement of upland conservation and production systems

*Activities.* Activities under this sub-component include the elaboration of Community-based Agricultural Development Plans (CADP) as part of the Community Development plan where integrated farming-livestock-forest activities will be defined. Based on these plans, the Programme shall fund the following activities:

- (i) Support to production systems;
- (ii) Support to farmers' organizations through capacity building in areas such as governance, basic management, joint purchase of inputs and marketing;
- (iii) Agricultural extension activities in conservation agriculture, crop diversification during rainy and dry seasons, climate risk management strategies as well as Non-Timber Forest Products (NTFP) sustainable harvesting and domestication;
- (iv) Nurseries. Establishment of nurseries at district and village levels to supply seedlings for forest, fruit trees and NTFP species needed for the Programme's activities;
- (v) Livelihood Initiative for Nutrition. Training of government staff to provide education on good nutrition habits, home gardening activities and livestock development activities;
- (vi) Climate risk management strategies such as community-based natural resource management and adaptation and mitigation activities;
- (vii) Pilot on accessing degraded forest land for setting up community-based leasehold forestry; and
- (viii) Pilots on communal land tenure and establishment of Participatory Land Use Planning to be linked to CADP.

*Implementation.* The activities of sub-component A.1 shall be carried out by partners such as local service providers, NGOs, district offices, *Kum-Bans*, national meteorological service, decentralised agricultural extensions and agricultural colleges.

#### Sub-component A.2: Livestock development

*Activities.* This sub-component shall be achieved through the following approaches and activities:

- (i) *Improved poultry husbandry.* Activities under this approach include: conducting surveys to identify interested women from poor households and on the current poultry production systems; training; introduction of a regular vaccination programme for poultry; provision of materials for the construction of improved housing; provision of feeders and drinkers; establishment of and support to poultry farmers' organizations; and establishment of a close cooperation with small and medium scale enterprise for inputs and advisory services.
- (ii) *Market oriented poultry production.* This approach shall be carried out through the following activities: the establishment of a revolving fund for farmers' organizations, provision of crossbred pullets, establishment of a close cooperation with small and medium enterprises for marketing operations; and local value chain studies for poultry and related products.
- (iii) *Improved pig husbandry.* This approach shall be carried out through activities similar as those outlined in paragraph (i) above but in relation to pigs. However, no distribution of piglets will be undertaken.

*Implementation.* Each Provincial Agriculture and Forestry Office (PAFO) shall coordinate the implementation of sub-component A.2 and backstop the district training teams through a senior livestock coordinator. A livestock specialist from the District Agriculture and Forestry Office (DAFO) shall act as team leader and provide follow-up support to the farmers' organizations after the initial phase. The Lao Women's Union shall provide training in organizational management and revolving funds administration to farmers' organizations.

#### Sub-component A.3: Water management

*Activities.* The Programme shall support efficient water harvesting through the following activities:

- (i) *Development and Construction of Micro-irrigation schemes* through surveys and design; establishment of approximately 40 Water Users Associations; training for the staff of the District Agriculture and Forestry Offices (DAFO) and Provincial Agriculture and Forestry Offices (PAFO); and construction of approximately five pilot pressured irrigation schemes for fruit and vegetable cultivation.
- (ii) *Development and Construction of Village drinking water supply schemes* through surveys and design; training of approximately 40 users' committees and for the Departments of Public Health's (DOPH) staff.

*Implementation.* DAFO shall be the main partner for the implementation of the activities foreseen in this sub-component as well as the Department of Public Health (DOPH) for the activities mentioned in paragraph (ii) above. The DAFO and the DOPH shall jointly



undertake planning sessions at the village and *Kum-Ban* level to select the schemes that will be built.

### **Component B: Links to markets**

This Component shall comprise the following two sub-components:

#### Sub-component B.1: Construction of village-access roads

This sub-component shall finance the construction of new roads and the upgrading of existing ones in targeted villages, including the costs of survey and design. Village Road Maintenance Groups (VRMG) shall be established for the simple maintenance of the roads.

*Implementation.* The selection of the roads to be constructed/upgraded shall be part of the annual planning and budgeting process in line with the Programme targeting approach defined in the PIM. The Department of Public Works and Transport shall sign performance-based contract with the VRMG for the routine maintenance of the roads. The World Food Programme intends to assist in the implementation of the activities under this sub-component in the Oudomxay province.

#### Sub-component B.2: Improvement of access to markets

The following activities shall be undertaken under this sub-component:

- (i) Support to farmers' organizations;
- (ii) Access to market and technical information through capacity building for the district offices (DAFO and Department of Industry and Commerce) and assistance to farmers' organizations to access production and market information;
- (iii) Technical support through farmers' organizations to their members;
- (iv) Establishment of processing sub-groups within farmers' organizations;
- (v) Conclusion of partnerships between farmers' organizations and traders/exporters through linking farmers' organizations to traders/exporters and provision of international and national expertise;
- (vi) Establishment of systems of warehouse receipts and storage facilities;
- (vii) Improving access to finance through the establishment of a partnership between commercial local banks and village banking systems.

*Implementation.* The training activities under this sub-component shall be implemented by local and international service providers as well as by the Provincial and District offices.

## **II. Implementation Arrangements**

### **5. Lead Programme Agency**

5.1. *Designation.* The Ministry of Agriculture and Forestry (MAF), in its capacity as the Lead Programme Agency, shall have the overall responsibility for the implementation of the Programme. The Ministry of Finance (MOF) shall be responsible for managing the Designated Account and for submitting withdrawal applications to the Fund based on the submissions prepared by the two provinces and consolidated by the PCU.

5.2. *Responsibilities.* The MAF shall ensure the general coordination of the Programme activities and ensure the coordination with other relevant Ministries and Departments.

## 6. Programme Coordination Unit

6.1. The Programme Coordination Unit (PCU) shall be hosted by the MAF and shall be composed of: a coordinator, a finance manager, an accountant and a senior Monitoring and Evaluation (M&E) officer. At the start of the Programme, the PCU shall also include a short term procurement specialist to cover the first year of implementation.

6.2. *Responsibilities.* The PCU shall be responsible for the consolidation of the AWPBs from the two Provinces, the progress and annual reports, financial statements and withdrawal applications for onward transmission to the Minister of Finance (MOF) and to the Fund. The PCU staff shall be selected under procedures acceptable to the Fund, and have qualifications and experiences commensurate with their duties. The selected staff shall be assigned to work exclusively for the Programme.

## 7. National Programme Steering Committee

7.1. *Establishment.* The Recipient shall establish a National Programme Steering Committee (NPSC).

7.2. *Composition.* The NPSC shall be chaired by the MAF. Its membership shall include representatives from the following Ministries: Planning and Investment, Finance, Industry and Commerce, Public Health and the Public Works and Transport.

7.3. *Responsibilities.* The NPSC shall review the implementation plans and budget requirements of the Programme activities in consultation with the provinces and districts. The Ministry of Planning and Investment shall ensure that the planned interventions are fully aligned with the national plans and strategies. The NPSC shall meet at least twice a year and on an *ad hoc* basis when necessary.

## 8. Provincial Programme Steering Committee

8.1. *Establishment.* The existing Provincial Socio-Economic Development Committee shall act as the Provincial Programme Steering Committee (PPSC). The Secretariat of the PPSC shall be ensured by the PAFO.

8.2. *Responsibilities.* The PPSC shall review and approve all consolidated AWPBs as well as progress and annual reports before their transmission to the MAF for consolidation and onward transmission to the NPSC and IFAD. The PPSC shall meet at least twice a year and on an *ad hoc* basis when necessary.

## 9. District Programme Steering Committee

9.1. *Establishment.* The existing District Socio-Economic Development Committee shall act as the District Programme Steering Committee (DPSC). The Secretariat of the DPSC shall be ensured by the DAFO.

9.2. *Responsibilities.* The DPSC shall review and approve all AWPBs as well as progress and annual reports before their transmission to the MAF through the PPSC for consolidation and onward transmission to the NPSC and IFAD. The DPSC shall meet at least twice a year and on an *ad hoc* basis when necessary.

## 10. Provincial Level

10.1. *PAFO.* At the Provincial level, the PAFO shall play a Programme coordinating and facilitating role. Each PAFO shall allocate a Programme coordinator, a senior finance

officer, a senior M&E officer, an accountant, a treasurer and an assistant. The staff allocated by the PAFO shall be assigned to work exclusively for the Programme.

10.2. *Responsibilities.* The PAFO shall be responsible for the finalising of AWPBs, progress reports and withdrawal applications and shall coordinate inputs from the line agencies and from within the PAFO. The PAFO shall also coordinate and supervise the implementation of the agricultural, forestry and irrigation activities which will be implemented at the district level.

10.3. *Provincial Inter-Sector Working Teams.* The PAFO shall establish and coordinate a Provincial Inter-Sector Working Team (PISWT) in each province. The membership of the PISWT shall include representatives from the provincial agencies implementing Programme activities and representatives from the organizations involved in the implementation of Programme activities. The PISWT shall act as the liaison and focal point for coordinating and formulating implementation plans and detailed budget allocations. The Departments of Planning and Investment (DPI) will be a member of the PISWT and shall ensure that the Programme plans comply with the provincial Socio-Economic Development Plan. The PISWT shall meet regularly to ensure successful coordination and implementation of Programme activities.

## 11. District Level

11.1. *DAFO.* At the District level, the DAFO with the Departments of Industry and Commerce, DOPH and DPWT shall be responsible for the implementation of Programme activities. The DAFO shall serve as a focal point to monitor progress of activities in all sectors. Each DAFO shall allocate a planning officer, a finance officer and a treasurer from their existing staff to work on Programme activities. The staff allocated by the DAFO shall be assigned to work exclusively for the Programme.

11.2. *Responsibilities.* The DAFO shall be responsible for the finalising of the District AWPBs, progress reports and withdrawal applications and shall coordinate inputs from the line agencies and from within the DAFO. The DAFO shall implement the implementation of the agricultural, forestry and irrigation activities at the district level.

11.3. *District Inter-Sector Working Teams.* The DAFO shall establish and coordinate a District Inter-Sector Working Team (DISWT) in each district. The membership of the DISWT shall include representatives from the district agencies implementing Programme activities and representatives from the organizations involved in the implementation of Programme activities. The DISWT shall act as the liaison and focal point for coordinating and formulating implementation plans and detailed budget allocations. The DISWT shall meet regularly to ensure successful coordination and implementation of Programme activities at district level.

## 12. Kum-Ban Technical Service Centers

12.1. Wherever possible, the *Kum-Ban* Technical Service Centers shall be the key focus for village mobilization and consultation and shall also support the villages and farmers' organizations. The responsibilities of the *Kum-Ban* Technical Service Centers shall be defined in the PIM.

12.2. Each *Kum-Ban* Technical Service Center shall have a minimum of two technical staff and have the following responsibilities: (i) facilitate community and ethnic groups involvement in Programme decision making; (ii) provide training and support to the villagers; (iii) provide links between villages, farmers' organizations and the private sector, including service providers; and (iv) coordinate annual consultations with villagers to develop implementation priorities.

### 13. Phasing

13.1. The Programme shall be implemented in three Phases over six years. During the first phase, the Programme shall focus on capacity development, on-farm trials and demonstrations and development of the knowledge systems. Different pilot activities shall be launched to assist farmers' organizations to develop informally. Phase 2 shall extend trials and demonstrations to more villages. Farmers' organizations may require formalization of their status in accordance with relevant national laws. Financing and purchase agreements shall be concluded with established farmers' organizations. Phase 3 shall ensure the continued extension of farming systems support and consolidation of market linkages with the explicit focus on disseminating knowledge and mainstreaming lessons.

### 14. Programme Implementation Manual

14.1. The MAF through the PCU, shall prepare the Programme Implementation Manual (PIM).

14.2. The PIM shall include among other things:

- (a) Terms of reference and implementation responsibilities of Programme staff, service providers and implementing agencies;
- (b) Criteria for the performance appraisal of the Programme staff;
- (c) Selection criteria and fund allocation criteria for the participating villages;
- (d) Procedures, modalities and criteria for the operation of the revolving fund for farmers' organizations under sub-component A.3;
- (e) Selection criteria for the implementation of the micro-irrigation schemes including land titling as a pre-condition;
- (f) Programme operational and financial procedures, including participatory planning, implementation and monitoring procedures;
- (g) M&E system and procedures including RIMS+.

14.3. *Adoption and Approval.* The LPA shall cause the PCU to forward the draft PIM to the Fund for comments and approval. The LPA shall adopt the PIM, substantially in the form approved by the Fund, and the LPA shall promptly provide copies thereof to the Fund. If the Fund does not comment on the draft PIM within 30 days after receipt, it shall be deemed approved.

### 15. Monitoring and Evaluation

15.1. The Programme shall have a M&E system collecting data through different mechanisms including quarterly report forms, RIMS+ impact surveys and other data collection tools tailored for specific interventions. Each PAFO shall have a M&E officer who will focus on gathering data through the RIMS+. At each DAFO, there shall be a M&E staff responsible of supporting *Kum-Ban* Technical Service Centers and village staff for data collection to ensure that all the reporting forms are completed in an accurate and timely manner.

**Schedule 2***Allocation Table*

1. *Allocation of Grant Proceeds.* (a) The Table below sets forth the Categories of Eligible Expenditures to be financed by the Grant and the allocation of the amounts of the Grant to each Category and the percentages of expenditures for items to be financed in each Category:

Category	Grant Amount Allocated (expressed in SDR)	Percentage Net of taxes and co-financiers/beneficiaries contributions
1. Civil Works	1 870 000	100%
2. Vehicles and Equipment	545 000	100%
3. Inputs	830 000	100%
4. Technical Assistance, Studies and Services (b)	2 445 000	100%
5. Training and Capacity Building (c)	1 420 000	100%
6. Salaries and Per Diem	260 000	100%
7. Operating Costs	595 000	100%
Unallocated	885 000	
<b>TOTAL</b>	<b>8 850 000</b>	

(b) The terms used in the Table above are defined as follows:

“Inputs” means eligible expenditures incurred under Category 3 such as livestock, seeds, fertilizers and veterinary expenses.

“Operating Costs” means eligible expenditures incurred under Category 7 with respect to equipment and vehicles operations and maintenance, annual operating costs such as telephone and electricity.

2. *Retroactive Financing.* Withdrawals not exceeding SDR 25 000 under Category 4 and SDR 22 000 under Category 5 may be made from the Grant Account in respect of expenditures for training, studies, recruitment of consultants, preparation of documents for initial procurement actions incurred as from 1 June 2011. Such expenditures may be considered Eligible Expenditures for all purposes of this Agreement.

**Schedule 3***Special Covenant*

Prior to the entry into force of this Agreement, the Recipient shall ensure that the following staff are allocated at the Provincial level: (i) a Programme Coordinator; (ii) a senior finance officer; (iii) a senior M&E officer; and (iv) three other staff (an accountant, a treasurer and an assistant).

# Logical framework

Narrative Summary	Verifiable Indicators	Means of Verification	Assumptions
<b>Goal</b>			
Contribute to reduce extreme poverty and hunger	<ul style="list-style-type: none"> <li>Progress in achieving the MDG No. 1 by 2015 in the two provinces (reducing poverty rates by at least 5 percentage point)</li> </ul>	<ul style="list-style-type: none"> <li>MDG reports</li> <li>LECS survey</li> </ul>	<ul style="list-style-type: none"> <li>Continued government commitment to poverty reduction</li> </ul>
<i>Development Objective</i>			
Ensure sustainable food security and income generation for the rural poor in the target villages	<ul style="list-style-type: none"> <li>20% increase in income and in the ownership of household assets</li> <li>20% reduction in child malnutrition</li> <li>At least 35% of households with improved food security (having enough food for 10 months per year)</li> </ul>	<ul style="list-style-type: none"> <li>LECS Surveys</li> <li>WFP Surveys</li> <li>RIMS+ baseline, mid-term and completion surveys</li> </ul>	<ul style="list-style-type: none"> <li>Economic and social stability in Oudomxay and Sayabouly provinces</li> <li>Decentralization of development activities continues to be a government policy</li> </ul>
<i>Outcomes and Outputs</i>			
<p><i>Component A – Integrated farming systems:</i></p> <p>Target group farmers in the uplands use improved and sustainable integrated production and conservation systems</p>	<p>Outcomes:</p> <ul style="list-style-type: none"> <li>20% increase in agricultural output</li> <li>At least 30% of households adopting conservation technology practices (1/3 women)</li> <li>At least 30% of households adopting models for improved poultry production or pig husbandry (90% women)</li> <li>225 farmers' organisations established</li> </ul> <p>Outputs:</p> <ul style="list-style-type: none"> <li>At least 40% of households receive technical advisory services</li> <li>At least 30% of households having at least one member trained in conservation technology practices (1/3 women)</li> <li>At least 225 Farmers' Field Schools held in all target villages, with specialized training devoted to women and ethnic groups</li> <li>At least 30% of poultry and pigs vaccinated</li> <li>40 irrigation schemes and area rehabilitated/constructed</li> <li>40 drinking water supply schemes, including 30 also serving irrigation for home gardening, of which 1/3 benefit female headed-households</li> </ul>	<ul style="list-style-type: none"> <li>RIMS surveys</li> <li>Groups records</li> <li>Specific studies</li> </ul>	<ul style="list-style-type: none"> <li>Villages have secure access to land and the land titling process does not result in an unsustainable reduction of land surface</li> <li>Communities assume responsibility for O&amp;M of irrigation and water supply schemes</li> <li>Village administrations and villagers support community approaches to natural resources management</li> <li>Crop failure resulting from extreme weather conditions or rodent infestation is limited</li> <li>Adequate TA is provided</li> </ul>
<p><i>Component B - Links to markets:</i></p> <p>Links to markets are functioning effectively and farmers have sustainable access to markets</p>	<p>Outcomes:</p> <ul style="list-style-type: none"> <li>At least 30% of target households report improvement in accessibility of village road</li> <li>At least 30% of target villages benefit marketing, storage, processing groups/facilities, of which 1/3 of the beneficiaries are women</li> <li>Beneficiaries who receive marketing support improve household income by 20% on average. At least one-third are female-headed households</li> </ul> <p>Outputs:</p> <ul style="list-style-type: none"> <li>220 Km of road constructed and/or upgraded</li> <li>50 villages establish road maintenance groups</li> <li>30% of the target group participate in at least two separate training events each year, of which all training events will include separate sub-training for women and ethnic groups</li> <li>30% of the target group join at least one interest group and stay with the same group for the duration of the programme</li> <li>30% of the target group participate in a PPP</li> <li>At least 40% of the target group receive market information</li> </ul>	<ul style="list-style-type: none"> <li>RIMS surveys</li> <li>Groups records</li> <li>Specific studies</li> </ul>	<ul style="list-style-type: none"> <li>Informal regulation of trade is reversed</li> <li>Traders willing to work with farmers' organisations and sufficient competition allows farmers' organisations choices</li> <li>Communities assume responsibility for routine road maintenance</li> <li>Levels of trust in villages adequate for establishing effective farmers' organisations</li> <li>Adequate TA is provided</li> </ul>