

# Purchase for Progress - P4P

## Burkina Faso



### P4P in Burkina Faso

In Burkina Faso, P4P focuses on increasing the capacity of farmers' organizations (FOs) to invest in crop production, and to aggregate and market commodities. Training in quality management, storage, logistics, transport, credit access and partnership development has helped smallholders access quality-oriented markets. With WFP providing an assured market and an incentive for farmers to produce and sell more, P4P has also been a catalyst for collaboration between partners along the value chain. In addition, P4P links FOs to the government's National Food Reserve, SONAGESS, as well as other buyers, ensuring that farmers have a sustainable market beyond WFP. Participation among women has been particularly high in Burkina Faso.

### Background

Burkina Faso is a food insecure country with high rates of both chronic and acute malnutrition (31 percent and 9.2 percent, respectively). 80 percent of the population resides in rural areas, where agriculture is the primary employment and income source. The sector is dominated by small-scale, subsistence-oriented family farming. Regular droughts and locust infestations limit agricultural production, and poor infrastructure and high marketing costs keep commercial production low.

### QUICK FACTS

**Project start date:**

January 2009

**Number of farmers' organizations (FOs):** 7**Number of members:**

275,876 (50% women)

**Sales to WFP:**

US\$ 1,650,699 (4,583 mt)

**Sales to other markets:**

An estimated US\$ 4,109,626 (11,410 mt)

**Main commodities:**

Sorghum, maize and cowpeas

**Main P4P activities**

- Direct and forward contracting
- Competitive tenders
- Capacity development

**Funding**

P4P's technical and administrative costs are sponsored by the Bill and Melinda Gates Foundation. All food purchases are financed by donations to WFP's regular operations.

Figures as of March 2014

### Lessons so Far

To draw lessons and measure the impact of the five-year pilot, P4P continues to monitor and evaluate the project, revealing a number of achievements and challenges.

### Achievements

- **Collective sales:** Thanks to capacity development and WFP purchases, collective sales have become a major part of FO operations. The farmers have also developed business skills, which allow them to increase their bargaining power and take advantage of better market conditions.
- **Crop quality:** P4P-supported FOs quickly improved their crop quality to meet WFP standards, with no defaults due to crop quality occurring in 2013. These FOs have also improved the quality of commodities sold to other buyers, allowing them to earn more due to value added to crops. A successful post-harvest losses reduction programme has also been piloted at the household level.
- **Gender:** Women represent 69 percent of farmers contributing to overall sales to WFP using P4P modalities, rising to 96 percent when considering sales of cowpeas only. Findings show that women now have greater access to agricultural inputs and land than before the pilot. Through P4P gender sensitization training, FOs have also gained a heightened awareness of the positive impact generated by women's increased involvement in farming.
- **Yields:** Findings show that more land is now being cultivated and yields have significantly increased since the beginning of the pilot. Beneficiaries attribute this to a greater use of inputs and better crop management techniques facilitated by P4P and partners through capacity development.
- **Partnerships:** P4P set up a Stakeholders and Partners Consultation Group where all stakeholders, including FOs, discuss key rural and market development issues. The group is co-chaired by WFP and the government through the Ministry of Agriculture and Food Security. FOs have been active participants, allowing them to contribute to the decision-making process and improving collaboration with technical partners.



World Food Programme

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Last update: May 2014



Biba Sanou is the leader of Kouroudia women's group, a P4P-supported farmers' organization in Burkina Faso. Training offered by WFP and its partners boosted Biba and her fellow women farmers' confidence and provided them with new skills. Contracts with WFP allowed them to secure loans and bring in additional income. Biba, who is the head of her household, is now better able to take care of herself and her five children. She credits much of her success to work carried out with a female field monitor for P4P's partner organization, OXFAM.

"I was encouraged to believe that I can do this. My life is very different today. It is much better."

## KEY PARTNERS

- Alliance for a Green Revolution in Africa (AGRA)
- Centre de Coopération Internationale en Recherche Agronomique pour le Développement (CIRAD)
- Fédération des Caisses Populaires du Burkina (FCPB)
- Food and Agriculture Organization of the United Nations (FAO)
- International Fertilizer Development Center (IFDC)
- International Fund for Agricultural Development (IFAD), Projet d'Appui aux Filières Agricoles (PROFIL)
- Inter-professional Committee of Cereals (CIC-B)
- Ministry of Agriculture, Ministry of Finance, Ministry of Trade
- OXFAM Burkina Faso
- World Bank, PAPSA (Projet d'Appui à la Production Agricole et à la Sécurité Alimentaire)

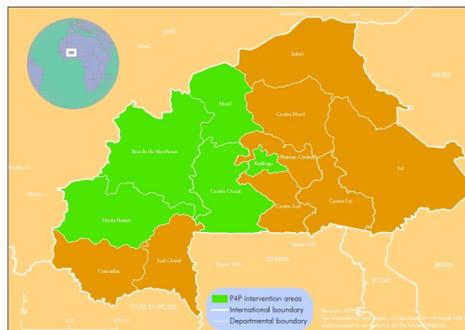
- **Government ownership:** The P4P team and government representatives recently visited Rwanda's Common P4P programme, which encouraged greater government ownership of the project. The government of Burkina Faso is beginning the implementation of a national project similar to P4P, which will benefit smallholder farmers across the country. SONAGESS has committed to procuring 30 percent of its purchases from smallholder farmers through this initiative.

## Challenges

- **Procurement:** Procurement planning for P4P is complicated by crop failures and limited resources, allowing for fewer WFP purchases using P4P modalities. However, this has also had a positive impact by encouraging FOs to search for alternative markets.
- **Gender:** While P4P has positively impacted women's lives during the pilot period, most still lack the land and credit they need to access markets profitably. In order to benefit further, women require increased training in management as well as access to labour and time-saving technologies.
- **Capacity:** FOs require improvements in leadership, organizational strength and financial and material resources in order to increase their capacity.
- **Partnership:** Frequent changes in government administration requires supplementary briefing, discussions and efforts to get the new management on board.
- **Access to credit:** Despite P4P's efforts to link them to financial institutions, many smallholder farmers have limited access to credit.

## Partnerships

The Government of Burkina Faso has been a key P4P partner, providing capacity development support and coordination through national agricultural development programmes. NGOs and UN agencies, including CIC-B, FAO, IFDC, LWR, OXFAM, and PAPSA have also contributed to capacity development, while others, such as AGRA and DRAH, have provided agricultural inputs to smallholders. Financial institutions have also played a crucial role in facilitating access to credit. The establishment of a new coordination mechanism through the Stakeholders and Partners Consultation Group has allowed for better communication interaction between rural development stakeholders.



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[Subsistence farmer to business woman](#)

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[Forward contracting in West Africa](#)

## WFP ACTIVITIES IN BURKINA FASO

In Burkina Faso, WFP targets the most food insecure areas of the country, focusing on school meals, nutrition for vulnerable children and women and rural development projects. WFP purchases food to support these activities through P4P, and government capacity development efforts reinforce P4P activities. P4P reflects WFP's focus on developing national capacities to tackle food insecurity and malnutrition by finding sustainable, long-term solutions, with a strong emphasis on supporting the local economy. While WFP's food procurement in Burkina Faso is shrinking, innovative food assistance in the form of cash and vouchers is increasingly being used.