

Adapted from AGP-VCE (Ethiopia)

Activities	Outputs	Outcomes	Impacts
<ul style="list-style-type: none"> Conduct value chain analysis with finance, policy and gender lenses Develop strategy and vision 	<ul style="list-style-type: none"> Initial analysis and vision/strategy document; plan for integration of cross-cutting themes 	<ul style="list-style-type: none"> Project follows strategy for vision; project adjusts interventions based on observations 	<p>Value chain level:</p> <ul style="list-style-type: none"> Increased competitiveness of value chains Supporting markets serving value chain and adapting to demand for inputs, training, ICT, and transport Expanded reach of financial services to value chain More supportive environment for financial sector and value chain Greater inclusion of women and people living with HIV/AIDS <p>Firm level:</p> <ul style="list-style-type: none"> Increase in number and activity of agricultural enterprises: input suppliers, aggregators, exporters, and service providers Increased profits from agriculture, especially for smallholders Improved cash flow and access to finance for investment <p>Household level:</p> <ul style="list-style-type: none"> Increased income Increased employment Reduced poverty Improved food security and nutrition
<ul style="list-style-type: none"> Build relationships that enable value chain actors to respond to end-market opportunities Promote transparency and trust in vertical linkages Strengthen horizontal linkages Strengthen supporting markets including input supply, storage, ICT, transport, and training/BDS Develop TOT and materials on health and nutrition themes 	<ul style="list-style-type: none"> Buyers identified and engaged with suppliers Stakeholders' workshops held Increased transactions between buyers, suppliers, and support service providers Cooperatives and associations trained New commercial input suppliers Storage facilities rehabilitated or established; private sector warehouse operators explored Trade fairs attended, export training held Market information delivered by local entities Health/nutrition materials developed 	<ul style="list-style-type: none"> Increased sales and between buyers and suppliers, including smallholders Increased value chain actor trust Smallholders achieve quality standards Balanced distributions of benefits in value chain, lead to upgrade incentives Smallholders use support service Private sector input suppliers sell improved inputs and embed services Households apply information about improved health and nutrition practices 	
<ul style="list-style-type: none"> Develop new financial products and services Build finance associations Stimulate loans through guarantees Work with agricultural enterprises to establish alternative collateral Facilitate policy reform 	<ul style="list-style-type: none"> Trainings held for commercial banks and MFIs TA and training for MFIs to market to women New products piloted to meet the needs of smallholders and other value chain actors Products rolled out; staff trained TA delivered to financial sector associations in agricultural lending and product development Increased creditworthiness of ag enterprises Public-private dialogue helps reforms achieved 	<ul style="list-style-type: none"> Increased ability of commercial banks and MFIs to lend to agricultural sector Financial institutions tailor products to women and smallholders Financial institutions participate in DCA Financial sector associations facilitate increased focus on agricultural lending Policy framework conducive to growth 	
<ul style="list-style-type: none"> Promote public-private dialogue Build public sector capacity Facilitate access to international markets 	<ul style="list-style-type: none"> Workshops for trader associations, cooperative unions and civil society TA and training provided to MOARD staff Reforms to administrative procedures 	<ul style="list-style-type: none"> Stakeholder buy-in to reform process Reduced enforcement costs Policies that support value chain growth Increased government ability to analyze and plan policy change 	
<ul style="list-style-type: none"> Develop, disburse, and monitor strategic grants 	<ul style="list-style-type: none"> Grants disbursed to address systemic constraints in policy environment, disincentives for investing, etc. Partial subsidies phased out as value chain actors demonstrate willingness to invest 	<ul style="list-style-type: none"> Perceived risk is reduced thru observed benefits of investment in upgrading Innovation becomes the norm as value chain actors invest in new technologies 	

