

Feed the Future Agricultural Inputs Activity

- a. Do not include cost-sharing in your initial offer to the targeted individual or firm. The target firm must demonstrate commitment by adopting some improved practice first before cost-sharing for other improvements becomes an option.
 - b. Avoid cost-sharing for recurrent costs unless it is possible to build in a simple way of scaling down to zero the contribution of the Activity (e.g., initial cost-share of 60%, reduced to 30% a month later, reduced to 0% by an agreed upon time).
 - c. Clear roles and responsibilities must be set out in writing for all cost-shares
 - d. The appropriate amount to cost-share depends and does not need to be uniform among all targeted firms:
 - Signs of a bad cost-share agreement: the targeted individual either inflates or is unconcerned about the overall cost of the improved practice to pilot
 - Signs of a good cost-share agreement: the targeted individual actively intervenes to bring down overall costs, incorporating considerations for when he/she will be covering 100% of the costs
 - e. The targeted firm must demonstrate a capacity to roll out the improved practice at 100% of the cost before any more support can be provided.
- 8. Possibly combined with...**
- a. Training: a one-on-one training could introduce new skills and serve the facilitator as a way of improving his/her own training skills outside of a formal training session
 - b. Coaching: especially for developing specific components of an improved performance and evaluating effectiveness and benefits