

Individual FSP Project Proposal

Application Form

2012 - 2015

Competitive beef and dairy through sustainable intensification and specialized market access

Nicaragua

Eligibility Checklist

To be completed by FSP Secretariat

<i>FSP Project Code</i>	
<i>The project is implemented in a country on the OECD DAC 2 List</i>	No/ Yes, namely:
<i>The FSP project consortium includes at least one private sector partner</i>	No/ Yes, namely:
<i>There is at least one member in the consortium that is also a paying member of the Roundtable</i>	No/ Yes, namely
<i>The application forms, budget and work plan have been filled completely and properly</i>	No/Yes
<i>Is Audited Account available and attached?</i>	No, not available/Yes and attached:
<i>The FSP applicant demonstrates the structure of the contractual relationship with the implementation partner and Local Partner(s) to assure that funds disbursed are applied to prepare, implement and manage the project?</i>	No/ Yes, namely:
<i>This application has the following annexes:</i>	

Background information for applicants and RECs

About FSP

The objective of the Farmer Support Programme (FSP) is to add value to the oil palm, soy, sugarcane, cotton and livestock supply chain by supporting small scale farmers, frontier farmers and farm workers towards the adoption of sustainable practices, management systems, and work & living conditions in line with the RSPO, RTRS, Bonsucro, BCI and GRSB principles.

Definitions of key stakeholders

FSP applicant: Member of the FSP project consortium that submits an individual FSP Project Proposal to the Solidaridad Regional Expertise Centre (REC), in the region where the project is implemented. If the proposal is approved, the applicant will become the Contract Partner.

Contract Partner (CP): The CP is the interface between the Solidaridad REC and the local partners, and as such is responsible for completing all documentation required by FSP Secretariat / RT, and managing and reporting financial flows.

Implementation Partner (IP): The organisation responsible for identifying the local partners and project locations, which can be the contract partner as well. Where the IP is not the CP, the IP is the interface between the CP and the local partners, and ensures that the capacity building activities are undertaken effectively by the local partner as proposed in the application. The IP is usually responsible to provide the information required by the CP to meet FSP Secretariat requirements. Often, the IPs manage multiple local partners.

Local partner(s) (LP): The organisation(s) responsible for conducting the capacity building of farmers and other activities at the local level.

Private sector member of the partners Roundtables: A registered for-profit entity with a direct interest in the commodity addressed by the project. This can be a group of individual farmers or farmers' organization.

Partner Roundtables: RTRS, RSPO, Bonsucro, GRSB and BCI.

FSP project consortium: A group of organizations, including at least one Roundtable member.

Solidaridad Regional Expertise Centres (RECs): Europe, Central America, Andes, South America, West Africa, East Africa, South and South East Asia, Southern Africa and China.

FSP Secretariat: the FSP programme management staff located in Buenos Aires, REC South America.

FSP Liaison: Is the central point of contact and communication for the FSP secretariat at a Solidaridad REC.

International Program Coordinator (IPC): The Solidaridad Network commodity programme leader.

The application form has the following components

- a. Application Form (this document)
- b. Annex 1 Project Full Budget (applicant should provide detailed multi-annual project budget in own administrative budget template or following FSP example provided)

- c. Annex 2 Summary work plan
- d. Annex 3 Partner(s) Details
- e. Annex 4 Partner Check-list
- f. Annex 5 Livestock Processor Mapping
- g. Annex 6 Result Chain
- h. Annex 7 Co-funding protocol rules of administration 2012 (Read only document)

The application needs to be filled by the Contract Partner in close coordination with the proposed Implementation Partner and Local Partner(s), responsible for project implementation. Support is provided by the Solidaridad Regional Expertise Centre, which will also link up with market developers outside the REC if a market link with a company outside the implementation region is sought after.

Eligibility criteria for the project to be considered for FSP funding are:

- The project is implemented in a country on the OECD DAC 2 list¹.
- There is at least one member in the FSP project consortium being a paying member to Roundtable.
- The FSP Applicant is a legal person inscribed in a legal register.
- The application forms, budget and work plan have been filled in completely and properly.
- The FSP applicant demonstrates the structure of the (contractual) relationship with the Implementation Partner and Local Partner(s) to assure that funds disbursed are applied to prepare, implement and manage the project.
- The FSP project consortium includes at least one private sector partner.

The deadline for submission of the Individual FSP proposals by the Solidaridad Regional Expertise Centre (REC) to the FSP Secretariat is February 18th, 2013. Your contact person at the REC will inform you about the procedure and deadline for submission of this application form.

The eligible projects will be further evaluated based on parameters such as cost efficiency, potential to create volume and increase scale over time, social and environmental impact, Round Table regional and target group priorities and continuity post FSP exit.

¹www.oecd.org/dataoecd/9/50/48858205.pdf

1. General Project Information

Title of the project in English (max 12 words)	Competitive beef and dairy through sustainable intensification and specialized market access
Country of implementation	Nicaragua
Applicant / Contract Partner (CP)	CIAT, Centro Internacional de Agricultura Tropical
Implementation Partner (IP) ²	Centro de promoción de exportaciones e inversiones de Nicaragua, (CEI), Centro Agronómico Tropical para la Investigación y Enseñanza (CATIE), Heifer International, Cooperativa Multisectorial Lácteos NICACENTRO R.L, and Matadero Central, S.A. (MACESA).
Duration (months)	From June 2013 to October 2015 (29 months)
Proposed starting date	06/2013
Total budget	[842,150 Euro]
Requested FSP contribution and % share of Total budget	[249,150 Euro], [30% of total]
FSP Liaison	Omar Palacios Bardales, REC Central América
Project Purpose	<p>Improve the competitiveness and income of small and medium cattle farmers in Nicaragua through the implementation of good farm management practices and the creation and strengthening of sustainable beef and dairy value chains in Nicaragua. Actions are aimed at creating a sustainable livestock platform and validating incentive mechanisms, generating long-term outcomes far beyond the scope of this project. This will lead to the sustainable intensification of farms and add value to products that facilitating access to specialized markets, including steps beyond the direct scope of this project such as certification of farms and processing plants.</p> <p>Expected results are:</p> <ul style="list-style-type: none"> • Cattle farmers with acquired knowledge on good farm management practices, including Rainforest Alliance/SAN standards. • Implementation of good farm management practices and sustainable intensification of farms, leading to better income for farmers and enhancing natural resource integrity. • An important Nicaraguan slaughterhouse and exporter committed to receiving and commercializing meat from farmers participating in the project and implementing at least partly Rainforest Alliance/SAN standards. • A fortified sustainable beef and dairy value chain in Nicaragua in which the actors agree on key aspects of cattle production and trade, e.g., a uniform weight and

² If different from applicant / Contract Partner

	<p>measure system, agreed product prices, co-investments.</p> <ul style="list-style-type: none"> • Cultivated principles and values of solidarity in small dual-purpose livestock farmers, through the promotion of local capacities and methodologies like “Pass on the Gift”. • Based on the project results, a proposal to generate incentive mechanisms involving the private sector to enhance farmer adoption of sustainable farming practices.
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2. Detailed Information Proposed Project and Target Group

<p>Context and problem analysis</p>	<p>Smallholder agriculture provides the livelihoods for most of the population in Central America and the Caribbean. Cattle production is an important element, and beef and dairy are major sectors of high economic importance at both farm and national level, with good prospects due to the increasing regional and global demand for animal products. FAO (2009) reports that during the last five years, the cattle herd in the region has increased by over 10%. The IV Agricultural Census of Nicaragua shows a bovine population of 4,200,000 by the year 2011, making it the Central American country with the greatest number of animals, the highest beef production, and the second highest dairy production in the region. Beef is Nicaragua’s leading export product, with a total value of US\$419 million in 2012 (CONAGAN, 2013).</p> <p>However, land degradation, together with climate change, pose particular threats to small farms. Most livestock farms in Nicaragua present an advanced state of environmental degradation (soil erosion, deforestation, loss of biological connectivity, water source contamination due to pesticides, organic residues, and synthetic fertilizers), social problems and overuse of natural resources (Benett, 1998; Solberg, 2004 en Diana Ochoa, 2011). Higher temperatures and changing, less predictable precipitation patterns affect vital ecosystems, alter crop adaptability and cause severe droughts and flooding, all factors that have a strong impact on smallholder livelihoods. The livestock sector itself has a high share in greenhouse gas (GHG) emissions of over 7% globally and 50% of the agricultural sector (World Bank, 2010). Productivity rates are low, with a national average of less than 4 liters of milk per cow per day, and a low daily weight gain. These rates are even lower during the dry season.</p> <p>The proposed intervention area consists of the municipalities of Matiguás, MuyMuy, and Rio Blanco in the department of Matagalpa, Mulukukú in RAAN, and Paiwás in RAAS. Altitude varies between 150 and 500 m.a.s.l., average temperature is 27 °C, annual rainfall varies between 1500 and 2500 mm with a dry season from November to April). Main land use is extensive cattle production, as part of the predominant mixed crop-livestock system.</p> <p>Due to the negative effects of conventional livestock farming leading to land degradation and the added risk of climate change, adequate livestock system management is crucial. Pastures and Silvopastoral Systems (SPS) represent approximately 75% of the global bio-physical climate change mitigation potential. The implementation of improved SPS and best management practices – BMP – present therefore the most effective opportunity to restoring degraded lands and mitigate greenhouse gas – GHG – emissions (Smith et al., 2008; Peters et al., 2011).</p> <p>The promoted practices will lead to a sustainable intensification of the farms, better smallholder adaptation to climate change, and offer a business opportunity in specialized markets through a certification process with internationally recognized standards.</p>
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Proposed Intervention Strategy	<p>The issue will be approached through the following components:</p> <ol style="list-style-type: none"> 1. Local capacity-building for the implementation of Silvopastoral Systems (SPS) and Best Management Practices (BMP) through the Farmer Field School methodology (FFS) focused on farm planning and innovations on sustainable livestock production, and using components of Heifer’s approach to introduce values like solidarity and “Passing on the Gift” - requiring famers (beneficiaries) to share knowledge, resources and skills. <p>Model farms will function as replication centres, where SPS, BMP and carbon monitoring will be explored and exchanges carried out with farmers from other regions. Although not a member of the consortium, Rainforest Alliance has pledged their support in including RA and SAN certification regulations to the implementation of BPM, also with the objective to increase the perspective for both farmers and processors to achieve (RA) certification in the future, albeit beyond the direct scope of this project.</p> <ol style="list-style-type: none"> 2. Exploring and testing market incentive mechanisms (including carbon credits) involving the private sector at national and international levels, to increase technology adoption and generate added value in beef and milk production. 3. Promote sustainable farming practices and sustainable livestock products to access specialized market niches, including a strategic alliance with a local cattle buyer and meat processor (slaughterhouse). 4. The continuation of the activities after the end of the project will in the first place be ensured through creating a sustainable livestock farming platform to embed this project in the national and regional context and with the explicit goal to up- and out-scale project results at national and where possible at regional level. This association mechanism will be built on existing platforms, and will enable the different value chain actors, including legislators and the private sector, to create win-win situations by developing incentive mechanisms, reaching key agreements on the livestock business and developing policies that benefit the livestock sector. To this end the project will strongly be linked to existing and upcoming long-term initiatives in the region, such as (but not exclusively): <ul style="list-style-type: none"> • Long-term programmes of the Ministry of Agriculture (MAGFOR), the most important being “Reconversión Ganadera”, an investment program for sustainable intensification of the livestock sector and enhancing resource integrity, supported by FAO, among others. • PROGRESA (implemented by CRS-Catholic Relief Services, and supported by CIAT, among others, financed by USDA-US Department of Agriculture, and aiming to improve productivity (including implementing Best Livestock Practices) and with a strong value chain component, improving market access of livestock products, beans and vegetables) • SNV Biogas project, aimed at generating energy for consumption and production (including the cooling of milk to increase quality), and producing high-quality organic fertilizer • CGIAR Research Program on Livestock and Fish, in Nicaragua focused on improving the dual purpose cattle value chain. • CGIAR Research Program Humidtropics, aimed at sustainable intensification of crop-livestock systems, with a very strong focus on R4D and Innovation platforms. • IDB – Inter-American Development Bank – financed project on improving productivity of livestock and basic grains in Nicaragua, implemented by the Ministry of Agriculture (MAGFOR) and the National Agricultural Research and Extension Institute (INTA)
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	Aside from the consortium members and the actors mentioned here, platform members will include government representatives (Ministry of Agriculture) and the private sector (dairy and meat processors). This platform will be linked to the GRSB, for instance through the membership of at least one of the implementing partners.
a. Target Group	
Target group / final beneficiaries	The target group consists of small and medium cattle farmer households affiliated to Cooperativa Multisectorial de Lácteos Nicacentro RL. The cooperatives group 1000 members from the municipalities of Muy Muy, Matiguás, Río Blanco in the department of Matagalpa, Mulukukú in RAAN (Región Autónoma Atlántico Norte), Paiwás in RAAS (Región Autónoma Atlántico Sur), Boaco and Camoapa in Boaco (for a map see Annex 8). The affiliated members are 89% male and 11% female farmers. Nicaraguan families consist of an average of six people, which implies that 6,000 people will benefit. In addition, 3,000 workers in slaughterhouses, dairy processing plants, and collection/storage/distribution facilities will benefit.
Min, max and average land holding size (ha) of target group	In the intervention sites average farm area is 20 ha with a minimum farm size of 5 ha and a maximum farm size of 250 ha. We will work with two farm categories: (1) small farmers with approximately 10 heads of cattle and 10 ha of land (representing the bulk of the farmer population) and (2) medium farmers with a maximum of 100-200 heads of cattle and a maximum of 100 ha of land, which is also representative and generally easier to implement BMP, and is therefore important in achieving greater impact and generating spill-over effects to smaller farmers.
Socio-economic status of target group	The target group's production systems have both crop and livestock components, which are complementary (cattle grazing crop residues, providing protein-rich food, manure). Crop production (maize, beans, sorghum, sometimes rice, plantains, and some vegetables) is mainly for subsistence purposes. Cattle production is predominantly based on permanent grazing of native grasslands or introduced pastures, and is generally dual-purpose, providing meat as well as milk. Due to inadequate management practices, pastures are often highly degraded and animal production is low, especially during the prolonged dry season. At household level, cattle represent the most important means of accumulating capital, which can be readily converted to cash when needed. Next to meat, milk production is also important because it provides food for the family and daily cash income in areas where a market for milk exists. As a farmer expressed: "It's as simple as that: when our cows produce milk, we have money to send our children to school; when we have no milk, we have no cash and our children have to stay home". Livestock activities make the distribution of household income between men and women more equitable.
Current form(s) of organization of target group	Farmers are members of Cooperativa Multisectorial Lácteos Nicacentro RL, created in 2005 with 288 stakeholders. Currently, the cooperative consists of 1,000 members and operates 8 milk collecting centers in the departments of Matagalpa and RAAS. The cooperative provides the following services: <ul style="list-style-type: none"> • collection, cooling and commercialization of milk • technical assistance • financial services • agro- veterinary services • collection and commercialization of beef The cooperative collects 37,000 kg of milk daily (2012) for a total of 13,600,000 kg of

	<p>milk per year (14% of the Nicaraguan national production) and 1000 animals per month, representing 395,000 kg of live weight.</p>
<p>Which training / support / capacity building needs do the target group(s) of the proposed project have?</p>	<p>With the purpose of achieving sustainable intensification of farms and gaining access to specialized markets, the target group requires capacity-building in the following areas:</p> <ul style="list-style-type: none"> - Developing a registration system that allows farmers to visualize productivity parameters and identify and implement actions for improvement. - Local capacity-building for the implementation of silvopastoral systems – SPS – and best on-farm management practices – BMP – that allow for a sustainable increase in productivity. - Technical assistance for implementing sustainable farming practices (including SAN regulations) for sustainable livestock production systems in farms, to generate benefits and prepare farmers to obtain certification and reach specialized markets. Training topics include: farm planning, animal wellbeing (reduce stress / increase beef and milk production), occupational health (reduce risk for workers), correct use of agrochemicals, silvopastoral systems, and climate change adaptation measures. - Creating and strengthening a sustainable beef value chain which includes the participation of a Nicaraguan exporter slaughterhouse will be of critical value for providing the beef sector with access to specialized markets.
b. Intervention	
<p>Give a summary description of your proposed project intervention</p>	<ol style="list-style-type: none"> 1. Initial Diagnosis (Baseline survey) <ol style="list-style-type: none"> a. Systematization and comparison of farms with different degrees of innovation 2. Capacity-building <ol style="list-style-type: none"> a. Farmer Field Schools (FFS) aimed toward farm planning, SSP and BPM implementation, and creating model farms b. Provide knowledge to 600 farmers on Best Livestock Practices (including SAN standards) 3. Identify incentive mechanisms, such as the purchase of carbon credits, which will contribute to a greater adoption of improved pastures, silvopastoral systems, and other “best management” practices <ol style="list-style-type: none"> a. Using simple and accessible methodologies for carbon monitoring and to evaluate cattle greenhouse gas emissions at farm level. This activity will be closely related to other, partly on-going work mainly implemented by CATIE and CIAT. b. Exploring options for the purchase of carbon credits c. Training and validating of simple and accessible monitoring methodologies 4. Working towards farm certification through Rainforest Alliance/Sustainable Agriculture Network <ol style="list-style-type: none"> a. Identifying farms with a greater certification potential, which will receive technical assistance for the implementation of regulations that can provide Rainforest Alliance/SAN certification in the future 5. Identify and access market niches for sustainable beef and dairy products, establishment of a sustainable livestock farming platform <ol style="list-style-type: none"> a. Promoting sustainable beef and dairy products at national and international levels

	<p>b. Seeking out strategic alliances and co-investments to develop sustainable meat and dairy value chains, including informing small and medium farmers on market opportunities and requirements</p> <p>This intervention is directly related to the establishment of the sustainable livestock farming platform and will be led by the implementation partner CEI (Centro de promoción de Exportaciones e Inversiones de Nicaragua)</p>
<p>Expected project impact on poverty reduction</p>	<p>The combination of technologies which can be adopted in the short and long term will increase adaptability of livelihoods under conditions of stress (drought, waterlogging) due to climate change and variability, while it protects and improves agro-ecosystems. This will result in greater competitiveness of beef and milk production systems in the intervention area.</p> <p>In terms of impact on smallholder livelihoods, we expect 689 smallholders from the departments of Matagalpa, RAAN, and RAAS to improve knowledge and gain benefits from the implementation of the BMP promoted by SAN regulations, while thousands more will benefit indirectly through their work in collaboration with local organizations.</p> <p>Specific results include:</p> <ol style="list-style-type: none"> 1. Increase in beef production (daily weight gain) and milk (kg/cow/day) per animal through the reduction of caloric stress provided by SPS, and the improvement of feeding strategies with local resources throughout the year, in order to reduce productivity fluctuations between the wet and dry seasons. 2. Increase in beef and milk productivity per area unit through improved soils and pastures and an improved diet that leads to better individual production. 3. Improving beef and milk quality through better feeding, hygiene, and animal wellbeing practices. 4. Increasing smallholder income through the increase of beef and milk productivity and quality. 5. Increasing livestock farming families' wellbeing through the perspective at an increase in income due to the benefits of carbon credit sales and future RA/SAN certification. 6. Improving animal reproductive rates, seeking a shorter calving interval through the implementation of registration systems that lead to the adoption of better practices. 7. Promoting sustainable beef and dairy value chains that will benefit all the actors (production, processing, distribution, and consumers). 8. Increasing employment at processing plants and collection/distribution centers, in combination with improving labour conditions (according to SAN regulations) 9. Increasing awareness among legislators, the donor community, and the general public, through the generation of reports that promote the adoption of best practices for sustainable livestock farming.

<p>Project scope</p>	<p>At the end of the project: At least 5000 ha / estimate production in line with continuous improvement with respect to key issues of GRSB At least 1500 ha / estimate production compliant with GRSB</p>
<p>Expected impact on environmental sustainability</p>	<ol style="list-style-type: none"> 1. Improved soil fertility through the use of nitrogen-fixing forage legumes and trees, improving (i) crop production, including crop residues, and at the same time reducing chemical fertilizer needs (ii) high quality cattle feed availability through the inclusion of high protein ingredients) and (iii) pasture biomass production and nutritional content, , leading to increased milk (50%) and meat (30%) production 2. Recovered degraded pastures through the rehabilitation of affected areas, using strategies such as combining pastures with herbaceous legumes and trees, and the implementation of best management practices (adjusting cattle density to carrying capacity, smart rotation strategies). This will enable higher cattle densities and reduce the pressure on vulnerable lands and forests. 3. Protected water sources, drainage, and biodiversity, through the establishment of riparian forests and vegetative barriers that impede cattle from entering natural water sources, and the placement of drinking troughs in grazing areas. 4. Increased carbon storage (5-15 tn CO₂ eq/ha/yr) through the establishment of deep-rooted grasses with high biomass production, shrubs/trees in pastures, live fences, and fodder banks with woody components. 5. Reduced greenhouse gas emissions (1) 15-30% per kg of beef and milk, specifically enteric methane, through the implementation of improved diets (higher digestible components) and strategic supplementation during the dry season (silage and nutritional blocks), (2) at the source through the rationing (reduction) of agrochemicals (see also 1.), use of renewable energy (biogas), and adequate waste management (excretions).

Organization

c. Roles and Responsibilities of Project Partners

Partner type	Partner organisation	Key roles and responsibilities / Contractual Relationship
Contract Partner	CIAT	Overall coordination, Technical Assistance, Administration/Finances
Implementation Partner 1	CIAT	Technical Assistance – emphasis on forage systems, carbon monitoring methodologies, Capacity building
Implementation Partner 2	CATIE	Technical Assistance – emphasis on Silvopastoral Systems, Best Management Practices, Capacity building
Implementation Partner 3	CEI	National and international promotion of sustainable livestock products (meat and milk) and its commercialization, sustainable value chain development
Implementation Partner 4	Heifer International	Capacity building (training farmers), technical assistance, improving production systems, implementation of principles and values of solidarity, through using methodologies like “Pass on the Gift”
Local Partner 1	Nicacento - Farmer cooperative	Cattle collection from cooperative members and delivery to MACESA; , support the dissemination of technologies
Local Partner 2	MACESA- Slaughterhouse	Buying cattle from members of Nicacento, improving standards

d. Contract Partner

Please provide information in the table below for the Contract Partner (copy and fill in for the Implementation Partner if different) and specify management, monitoring and reporting responsibilities. Please ensure that the personnel types and the number of personnel for each type matches with that in the budget being submitted.

Personnel type	# of personnel during project	Description of task and responsibility with respect to Management, Monitoring / Reporting	Total full-time equivalent per person
Project Management / coordination	1	Overall coordination of implementation and local partners at national level, reporting to donor. In close collaboration with Heifer and CATIE in particular, a full-time coordinator will be appointed to manage the project on a permanent basis assuring a smooth	0.2

		coordination of the activities between the different partners	
Financial / administrative staff	1	Draft agreements, yearly budgets with implementation and local partners, ensure reporting	0.2
Senior technical staff / trainers	1		0.3
Junior / field staff / trainers	2		0.6
Others (specify if more than 10% of total)	1		0.2
Total	6		1.5

e. Capacity Needs

Which training / support / capacity building needs do you (the applicant / CP) or the Implementation Partner have?	<ul style="list-style-type: none">
Which training / support / capacity building needs do your local partners (LPs) have?	<ul style="list-style-type: none"> Sustainable livestock production (best practices) Silvopastoral systems Certification standards, to implement to the extent possible in good management practices for certification in the future (probably beyond the scope of this project)

3. Budget Summary

Total multiyear project budget in EUR	€ 842,150
Total multiyear FSP request	[€ 249,150] [30% of total]
Total multiyear project budget in local currency and exchange rate used at submission	NIO 27,207,077 / € 1 = NIO 32.31
Budget breakdown (total / FSP) per calendar year (€)	[Euro] [% of total budget]

	[Euro 2013] 277,400 total / FSP: 90,200 - 33% [Euro 2014] 346,550 total / FSP: 110,550 - 41% [Euro 2015] 218,200 total / FSP: 48,400 – 26%
Applicant contribution in cash	4,000 [Euro] [0.5 % of total budget]
Applicant contribution in-kind	138,500 [Euro] [16.5% of total budget]
Consortium member contribution in cash	CATIE: 0
Consortium member contribution in kind	CATIE: 59,700: 7.1%, committed
Consortium member contribution in cash	CEI: 16,000: 1.9%, committed
Consortium member contribution in kind	CEI: 31,000: 3.7%, committed
Consortium member contribution in cash	Heifer: 120,700: 14.3%, committed
Consortium member contribution in kind	Heifer: 100,200: 11.9%, committed
Consortium member contribution in cash	Nicacento : 0
Consortium member contribution in kind	Nicacento: 52,800: 6.3 %, committed
Consortium member contribution in cash	MACESA:
Consortium member contribution in kind	MACESA: not quantified yet, but commitment confirmed (see support letter)
Total cash and in-kind private partner and farmers' contribution	[Euro 52,800] 6.3% of total budget]
Contributions to be identified / sourced (total minus all the above) For each potential source, specify: a) What is the profile of such organisation(s)? b) What is the relationship between the financing organisation and the local partner?	<70,100> [Euro] [10.4% of total budget] – government institutions (INTA, MAGFOR, providing technical assistance)
a. Cost Effectiveness Indicators	
Total budget per farmer	€/farm household/yr:336

household/worker ³	€/per worker(family)/yr: 112
FSP request per farmer household/worker	€/farm household/yr: 100 €/per worker(family)/yr: 33
Total budget per area under improved management	€/ha/yr: 140
FSP request per area under improved management	€/ha/yr: 37

4. SWOT

Conduct a brief SWOT analysis for the project – combination of the project region, the IP and LP(s). Please **confine the description in each of the following quadrants to 4-5 points**

<p>Strengths</p> <ol style="list-style-type: none"> 1- Local partners with extensive training and implementation experience. 2- Target group is organized in cooperatives. 3- Value chain actors interested in forming a livestock platform representing supply and demand sectors. 4- Participation of two international centers with local experience in Nicaragua based on previous pilot actions. 5- Private company, which is already certified (MACESA). 6- Nicaragua has the highest cattle population in Central America. 	<p>Weaknesses</p> <ol style="list-style-type: none"> 1- Few public and private extension services available to livestock farmers. 2- There are no clear signs of demand for certified beef and dairy products in the national market. 3- Anti-agriculture bias from local financial mechanisms, which prefer to provide credit for consumption rather than production. 4- Extensive, rather than intensive, exploitation in the beef and dairy sector.
<p>Opportunities</p> <ol style="list-style-type: none"> 1- Multi-sectoral participation which facilitates access to science and technology. 2- There is a large discrepancy between potential and actual environmental and productive performance. This presents great opportunities for improvement. 3- Private actors willing to seek out a source for differentiating their dairy and beef products. 4- Growing private sector interest for livestock-based carbon credits 5- Compensation schemes based on carbon credits have the potential to improve farmer livelihoods and adapt to climate change, while 	<p>Threats</p> <ol style="list-style-type: none"> 1- Market for carbon credits is not guaranteed. 2- Farmers' priorities might not correspond to implementing the proposed practices. 3- Implementation partners might have different, sometimes contrasting, interests. 4- Some key components (e.g., processing) of the beef and dairy value chains in Nicaragua have a monopolistic character.

³ In case substantial budgets are allocated to non-farmer / worker interventions explain/justify.

<p>guaranteeing the sustainable provision of ecosystem services</p> <p>6- Venezuela has a high demand for beef and dairy products, to which Nicaragua has special access due to political reasons.</p>	
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(For example: popular alternative crop options, frequent floods/drought, access to finance mechanism, experience of working with farming community in the region, expertise on tested agronomic practices etc.)

5. Risks and Mitigation Measures

Identify key risks associated with project implementation and define the mitigation strategies that would be adopted by the project partners. Please do not list general risks such as delayed monsoons but more region/project specific risks that are known to be potential threats to successful implementation.

Type of risk	Specific risk	Likelihood (Frequent / Rare)	Degree of risk (High/Medium/Low)	Mitigation strategy (and how soon the strategy could be implemented if needed)
Operational risk	Government controlled prices discourage investments to increase production and improve farms	Frequent	Medium	Risk mitigation to identify and develop other incentive strategies
Market risk	Lack of demand of niche products	Frequent	High	Develop mechanisms to further expand niche markets
Political risk	Land confiscation in some parts of the country	Rare	Medium	Additional effort with Annex 4 (partner check list) to ensure that project partners have land titles.

6. Sustainability and Embedding Potential

Existing or proposed institutional partnerships (technical, financial, market, govt.) that can catalyse project expansion in the state	In Nicaragua the agricultural sector's contribution to the Gross Domestic Product (GDP) is 18%, the highest in Central America. Livestock generates approximately 5% of GDP and represents 27% of the value of domestic merchandise exports. Over the past decades the country has been recognized as an important provider of raw materials, but aims also at developing value-adding activities. Likewise, national agro-business is seeking sustainable innovation, allowing it to increase its
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	<p>competitiveness.</p> <p>The Nicaraguan government considers the agricultural sector as one of the main pillars for intensifying the national economy, and has implemented important advances in agricultural health services and safety standards over the past years. With support from the Inter-American Development Bank it executed the Adaptation of Agricultural and Forest Health Services Program, improving the country's phytozoosanitary status and stimulating export. Results include the establishment and implementation of a national innocuousness system, improvement of services (laboratory, inspection), implementation of a traceability system (essential for certification programs), and disease control and eradication. The proposed project aims in the first place to establish a framework for sustainable livestock production and fits very well in this institutional context and an important number of other long-term initiatives. Implementing agencies like MAGFOR (Ministry of Agriculture and Forestry) have already expressed their interest to collaborate and promote up-scaling of the methodologies to be developed.</p>
<p>Description of (economic) sustainability mechanism after project's end and exit strategy</p>	<p>This is a pilot project which, over 29 months, will seek to establish a sustainable livestock production platform and validate the focus of promoting best management practices. Adoption processes of best practices and sustainable technologies have shown that farmers benefit most from optimization of resource use. Sustainability will be provided mainly by a growing market that demands products generated through sustainable inputs and processes. Also, (partial) compliance to Rainforest Alliance/SAN regulations will increase the perspective to make an impact on potential buyers. This will allow the identification of new market segments and will facilitate business operations between producers and processors in Nicaragua and international customers. As a result of this pilot project, important lessons will have been drawn to help scale actions within the value chain to access better market opportunities.</p> <p>Likewise, the private sector is increasingly aware of the potential of carbon credit purchases and direct interventions in their supply chains. This project will therefore also broaden opportunities for private-public partnerships to meet smallholder farmers' needs for climate change mitigation, adaptation and livelihood benefits while addressing the growing awareness of consumers, institutions and the private sector for environmentally-friendly products.</p>
<p>Expected replication of the project or its mechanisms by third parties (NGOs, business, government)</p>	<p>Projection of number of additional farmers / workers reached: > 5000 over the next 5 years</p> <p>During the project period we will develop innovative methodologies and acquire valuable experience on the sustainable intensification of</p>

	farms and improved processing facilities, as well as forge and enhance links between the different value chain stakeholders through establishing a sustainable livestock production platform. The strong involvement of the national extension system, farmer cooperatives, beef and dairy enterprises, certification bodies, development NGOs and R4D institutions will create a highly conducive environment for large-scale adoption, increased access to (specialized) markets and generate impact on farmers' livelihoods far beyond the 2.5 year timeframe of this project.
Expected replication of good / better practices by non-target farmers / workers without external support	Projection of the number of additional farmers / workers reached: 2000 farmers during and after the project period

7. Background information Commodity Specific: Livestock

Cattle breed (e.g. Cattle, Nellore)	Predominant cattle breeds are Brahman/Brown Swiss and Brahman/Holstein crosses. Dual-purpose, of generally low productivity, reasonably well adapted to often marginal conditions.
Primary sales (weaners, stores, etc.)	The majority small farmers sell most of the males as weaners at the age of 9 months and keep part of them until slaughter age. Bigger farm owners generally keep all males until slaughter age. Cooperativa Multisectorial de Lácteos Nicacentro established a deal with MACESA, one of the most important exporter slaughterhouses in Nicaragua. Nicacentro collects animals from the cooperative members and delivers them directly to MACESA, avoiding the usual intermediaries, resulting in better prices for the farmers. The Cooperative delivers MACESA 1000 animals per month, from which approximately 75% are males at slaughter age and 25% are discarded females.
Grazing system (describe)	Grazing systems are based on free-range grazing, usually without rotation schemes. Naturalized grasses are predominant, introduced grasses occupy approximately 10-15% of the total area. Important species include Estrella Africana (<i>Cynodon nlemfuensis</i>), Jaragua (<i>Hyparrhenia rufa</i>), <i>Brachiaria brizantha</i> , Guinea (<i>Panicum maximum</i>) and Retana (<i>Ischaemun indicum</i>). Most of the farms dedicate about 2% of the area to cut and carry grasses (<i>Pennisetum</i> spp.). The main constraint is degraded pastures resulting in declining quantity and quality of grasses, especially during the dry season when crop residues usually become the sole feed source. At night cattle are usually kept in corrals for protection. Only lactating cows are sometimes supplemented (during milking).

7. Background information Commodity Specific: Livestock

Age and weight at weaning	Approximately 11 months, 150 kg.
Age and weight at sale	Males: 36-48 months, 380 -400 kg, 36 months. (Discarded) females: approximately 350 kg, age varies.
Productivity per ha	Milk: 800 kg/ha/yr Meat: 150-250 kg/ha/yr
Age at first calving	approx. 37 months
Calving season	Calving occurs throughout the year, there is no distinct season. Only a small percentage of farmers apply (synchronized) artificial insemination.

Annexes

Annex 1: Project Full Budget

Mandatory. Applicant should provide detailed multi-annual project budget in own budget format in Excel or use FSP example provided.

Annex 2: Summary Work Plan

Mandatory. Fill out main activities in a time frame, provided along with this document.

Annex 3: Partner(s) Details

Mandatory. Fill in all the Contracting Partner, Implementing Partner and Local Partner details.

Annex 4: Partner Checklist

Mandatory. Fill in for each Contract Partner (CP) and Implementing Partner (IP) if different to the CP-

Annex 5: Livestock Processor mapping exercise

Suggested (not Mandatory) for livestock.

Annex 6: Result Chain

Mandatory. Applicant should provide a detailed Result Chain with clear interventions and indicators in the excel spreadsheet provided.

Annex 7: Co-funding protocol rules of administration 2012

For information. Word document describing the rules for reporting and auditing co-funding contributions.

Annex 8: Map of intervention area

Annex 1: Project Full Budget (EUR) (1)

Planned Activity	TOTAL	Partners		FSP Funding	Partner 1 funding (CIAT)		Partner 2 funding (CATIE)		Partner 3 funding (CEI)		Partner 4 funding (Heifer)	
		In cash	In kind	In cash	In cash	In kind	In cash	In kind	In cash	In kind	In cash	In kind
1.Initial Diagnosis (Baseline survey)	23,000	0	18,000	5,000	0	12,000	0	4,000	0	0	0	0
2 Capacity-building	472,800	105,000	248,800	119,000	0	60,000	0	25,500	0	0	105,000	74,200
3 Identify incentive mechanisms, such as the purchase of carbon credits, which will contribute to a greater adoption of improved pastures, silvopastoral systems, and other “best management” practices	196,700	19,700	121,000	56,000	4,000	41,000	0	24,200	0	12,000	15,700	18,000
4. Identifying farms with a greater certification potential, some of which will receive technical assistance for the implementation of regulations that can provide Rainforest Alliance certification in the future	49,500	0	26,500	23,000	0	12,500	0	0	0	0	0	8,000
5 Identify and access market niches for sustainable beef and dairy products, , establishment of sustainable livestock platform	77,500	16,000	38,000	23,500	0	13,000	0	6,000	16,000	19,000	0	0
TOTAL (without 10% administrative costs)	819,500	140,700	452,300	226,500	4,000	138,500	0	59,700	16,000	31,000	120,700	100,200
TOTAL (with 10% administrative costs)	842,150			249,150								
% total budget		16.71%	53.71%	29.58%	0.47%	16.45%	0.00%	7.09%	1.90%	3.68%	14.33%	11.90%

Annex 1: Project Full Budget (EUR) (2)

Planned Activity	TOTAL	Partners		FSP Funding	Partner 5 funding (Nicacentro)		Partner 6 funding (MACESA)		to be sourced	
		In cash	In kind	In cash	In cash	In kind	In cash	In kind	In cash	In kind
1.Initial Diagnosis (Baseline survey)	23,000	0	18,000	5,000	0	0	0	0	0	2,000
2 Capacity-building	472,800	105,000	248,800	119,000	0	31,000	0	0	0	58,100
3 Identify incentive mechanisms, such as the purchase of carbon credits, which will contribute to a greater adoption of improved pastures, silvopastoral systems, and other “best management” practices	196,700	19,700	121,000	56,000	0	15,800	0	0	0	10,000
4. Identifying farms with a greater certification potential, some of which will receive technical assistance for the implementation of regulations that can provide Rainforest Alliance certification in the future	49,500	0	26,500	23,000	0	6,000	0	0	0	0
5 Identify and access market niches for sustainable beef and dairy products, , establishment of sustainable livestock platform	77,500	16,000	38,000	23,500	0	0	0	0	0	0
TOTAL (without 10% administrative costs)	819,500	140,700	452,300	226,500	0	52,800	0	0	0	70,100
TOTAL (with 10% administrative costs)	842,150			249,150						
% total budget		16.71%	53.71%	29.58%	0.00%	6.27%	0.00%	0.00%	0.00%	8.32%

Annex 2: Summary work plan (1)

Main activity	Expected main results	planned activities / milestones	Responsible	Time Frame (Quarters)				Time Frame (Quarters)				Time Frame (Quarters)				
				2013				2014				2015				
				1	2	3	4	1	2	3	4	1	2	3	4	
1.Initial Diagnosis (Baseline survey)	1.1 Systematization and comparison of farms with different degrees of innovation	1.1.1 Information on forages and silvopastoral systems, productivity, environmental, and social indicators	CIAT, CATIE		X	X	X									
2. Capacity building	2.1 Farmer Field Schools (FFS) aimed toward farm planning, SSP and BPM implementation, and creating model farms	2.1.1 Training of 1000 farmers with emphasis on women and youth, in establishment of improved pastures, cut and carry grasses, forage legumes, protein banks	CIAT, CATIE, Heifer, Nicacento			X	X	X	X	X	X	X	X	X		
		2.1.2 Training on management of animal feeding	CIAT, Heifer, Nicacento			X	X	X	X	X	X	X	X	X		
		2.1.3 Training on silvopastoral systems	CATIE, CIAT, Heifer, Nicacento			X	X	X	X	X	X	X	X	X		
		2.1.4 Farmer-to-farmer visits on forage production and conservation, animal (cattle) health, dairy management and processing	Heifer, CIAT, CATIE, Nicacento			X	X	X	X	X	X	X	X	X		
		2.1.5 Testing, validation of new forage varieties at Farmer Field Schools	CIAT, CATIE, Heifer, Nicacento			X	X	X	X	X	X	X	X	X		
		2.1.6 Development and publication of a manual on cattle keeping	CIAT, CATIE, Heifer			X	X	X								
	2.2 Provide knowledge to 600 farmers on Best Livestock Practices, such as promoted by the SAN standards	2.2.1 Development of training materials for facilitators on sustainable livestock production, including themes on the SAN standards	CATIE		X	X										
		2.2.2 Workshops at Farmer Field Schools for	CATIE			X	X									
3. Identify and test incentive mechanisms, such as the purchase of carbon credits, which will contribute to a greater adoption of improved pastures, silvopastoral systems, and other "best management" practices	3.1 Identify and test simple and accessible methodologies for carbon monitoring and to evaluate cattle greenhouse gas emissions at farm level	3.1.1 Carbon monitoring and cattle greenhouse gas emissions evaluations at farm level	CIAT, CATIE			X	X	X	X	X	X	X	X	X		
	3.2 Exploring options for the purchase of carbon credits	3.2.1 Identify and involve national and international private sector actors for incentive mechanisms, including carbon-insetting	CIAT, CEI			X	X	X	X	X	X	X	X	X		
	3.3 Training and validating of simple and accessible monitoring methodologies	3.3.1 Establishing model farms with the implementation of SSP, BPM, and SAN regulations, as training and replication centers for smallholders in the area	CIAT, CATIE, Heifer, Nicacento			X	X	X	X	X						

Annex 3 Partner(s) Details

1. Project Partners	
FSP applicant / Contract Partner	
Full legal name of Applicant / Contract Partner (CP)	Centro Internacional de Agricultura Tropical
Acronym (where applicable)	CIAT
Is the Applicant / CP also the Implementation Partner?	Yes
Type of organization, date of foundation	International Agricultural Research Institute, founded in 1967
Juridical / legal status	International Agricultural Research Institute, member of CGIAR
GRSB membership(s) since, if no membership explain relation / ambition regarding the Roundtable	No, relation through Rainforest Alliance, partner in this proposal
Brief (100-150 words) description of applicant	The International Center for Tropical Agriculture (CIAT) is based in Cali, Colombia, and is part of the Consultative Group for International Agricultural Research (CGIAR). The center has activities in over 50 countries in Tropical America, Africa and Asia and works in close collaboration with national and international partners. In Nicaragua CIAT is represented with an office covering Central America and the Caribbean, with focus on forage based systems, watershed management and climate change. CIAT is a not for profit organization and its mission is applied research for smallholders in sustainable agroecosystems. Since the early 1980s, CIAT has registered significant achievements through its collaborative research in Central America. The Center is thus well prepared to enter into new partnerships with international and national organizations committed to meeting the sub-region's challenges and realizing its opportunities through a more eco-efficient, knowledge-based agriculture.
Average annual budget / turnover over the last three years (specify or indicate range)	> 5 million Euro
Applicant / CP address and contact details	Contact Person: Rein van der Hoek Designation: Researcher Email: r.vanderhoek@cgiar.org Phone: + 505 22709965 Mobile: + 505 86659797 Skype: reinvdhoek Website: www.ciat.cgiar.org Postal Address: LM 172, Managua, Nicaragua Visiting Address: Hotel Seminole, 2 cuadras al sur, Managua
Annual report available	Yes, 2011
Audited accounts available	Yes, 2011
Track record	CIAT and its partners in Nicaragua have achieved improved eco-efficiency in the production of commodities and ecosystem services in crop-livestock systems through the use of high yielding - stress tolerant crops (improved varieties of maize and common beans) and forages into improved agroforestry systems, in two target sites in northern Nicaragua. Out and up scaling activities have included several workshops and field days with farmers, technicians and researchers, directly and indirectly (through NGOs and local authorities) involved in the project. Farmers have started adopting improved technologies while maintaining or even improving the natural resource base.

	<p>In Nicaragua monogastric farm animals (e.g., swine, poultry) are important for family nutrition and income of smallholder farmers. The main constraint to production and market competitiveness is scarcity of high-quality (protein) feed. Typically feed of low nutritional value in combination with costly cereal-based concentrates is used. CIAT and partners introduced potentially suitable high-quality forage legumes as an option to improve productivity and decrease costs, and tested these for integration within smallholder production systems. Some striking emerging results included the potential of silage for smallholders. Gender turned out to be an important component and we were able to focus our activities for a very important part on women and youth. Production of alternative feeds on farm is a promising opportunity to enhance availability of protein feed compared to an otherwise only energy-based diet.</p>
Reference(s)	Reynaldo Mendoza, Universidad Nacional Agraria, Managua – rmendoza@una.edu.ni , tel. +505 84065662

Implementation Partner 2 - CATIE	
Full legal name of Implementation Partner (IP)	Centro Agronómico Tropical de Investigación y Enseñanza (Center for Tropical Agricultural Research and Higher Education)
Acronym (where applicable)	CATIE
Type of organization	NGO
Juridical / legal status	International Research and Education Institute
GRSB member since	
Brief description of IP	CATIE is a leading research institution and regional higher education center in agriculture, agroforestry and natural resources management in Latin America. Its strength is in the application of an integrated approach that combines research, education and technical training as tools to promote rural development. It has been a source of key innovations that have been incorporated into national and regional development programs. These innovations include sustainable alternatives for agriculture, agroforestry and forest management in traditional farming areas and border, assessment of environmental services, participatory methods of research and training, applications of geographic information systems, and new proposals for handling protected areas and buffer zones.
Average annual budget / turnover over the last three years (specify or indicate range)	[>5 million Euro]
Track record	Describe at least two relevant projects / activities carried out by the implementation partner in 2010-2011 that demonstrate the ability of applicant to implement the proposed project] 1. Project silvopastoral systems design as a strategy for adaptation to climate change and mitigation of tropical livestock systems, was implemented in Costa Rica, Panama and Nicaragua with the aim of identifying silvopastoral systems designs using inputs from local and scientific knowledge for development models of competitive livestock production and climate change adaptation, the implementation period was from 2011 to 2014, \$ 250,000 budget 2. Innovative mechanisms for Program Adaptation to Climate Change in the Sierra Madre of the coast of Chiapas, Mexico Project, which aims to bring local farmers and producers watershed adopt agroforestry systems (WAAS) and other alternative production systems (APS) that help to maintain and improve their social and environmental resilience and adaptation to climate change impacts, implementation period was from 2011 to 2014, U.S. \$ 391,035 BUDGET.
IP address and contact details	Contact Person: Claudia J. Sepulveda L. Designation: Investigadora programa Ganadería y Manejo del ambiente –GAMMA- Email: csepul@catie.ac.cr Phone: +506 2558 2428 / +506 2558 2594 Website: www.catie.ac.cr Postal Address: CATIE.7170 Visiting Address: Km 4 via Turrialba – Siquirres, Cartago , Costa Rica

Implementation Partner 3 – CEI	
Full legal name of Implementation Partner (IP)	Centro de Exportaciones e Inversiones (Center for Export and Investment Nicaragua)
Acronym (where applicable)	CEI
Type of organization	Private Corporation
Juridical / legal status	non-profit Private Corporation
GRSB member since	n/a
Brief description of IP	<p>The Nicaraguan Export and Investment Center (CEI) was formed in 1992 as a non-profit private corporation that supports micro, small and medium enterprises, organized and/or individual or individual producers, with the objective of improving the competitiveness of Nicaragua's export sector and achieving a successful insertion in the international markets.</p> <p>Over the last 20 years, CEI has contributed to the development and growth of the sector by designing, formulating and implementing various projects and sector studies, statistical reports, strategic and business plan, organizing and participating in trade promotion events, mainly aimed at internationalizing SMEs and their products.</p>
Average annual budget / turnover over the last three years (specify or indicate range)	[1-5 Million Euro]
Track record	<p>Inserting Small and Medium Enterprises(SMEs) in International Markets, project financed by the Netherlands government, with a budget of USD 5.5 million, from 2009-2013. The purpose of the project is to contribute to the development of exports by enterprises, cooperatives, organized groups, and potential exporting producers.</p> <p>The project's results to date are:</p> <ul style="list-style-type: none"> • Business management capacities of 60% of the 3,000 identified potential beneficiaries strengthened. • 30% of beneficiaries are undergoing a product certification process. • Markets diversified and the export range amplified for 10% of beneficiaries. • Beneficiaries' products promoted in different markets by 100%. • Services provided by CEI enjoyed by 100% of beneficiaries. • Policy and regulation proposals formulated, promoted, and negotiated for the export sector. • 20 SMEs utilizing competitive funds and executing business plans to generate greater added value. <p>In 2010 – 2011 CEI implemented the exit phase for the Ecomarkets project, financed by the Swiss Secretariat for Economic Affairs (SECO) with a total amount of CHF 668,120. The project's goal was to improve the export market for organic products and fair trade in Central America through the establishment of export promotion agencies for SMEs, while at the same time improving the income of at least 120 smallholder farmer cooperatives in the region</p>
IP address and contact details	<p>Contact Person: María Durán Designation: Sustainable Trade Coordinator Email: mduran@cei.org.ni Phone: 505 2252-5747 Mobile: 505 8447-1491 Website: www.cei.org.ni Postal Address: 5640 Visiting Address: Planes de Altamira II etapa, contiguo a la Alianza Francesa, casa 112, Managua, Nicaragua</p>

Implementation Partner 4 - Heifer Project International	
Full legal name of Implementation Partner (IP)	[Heifer Project International]
Acronym (where applicable)	HEIFER
Type of organization	NGO ⁴
Juridical / legal status	Foundation ⁵
GRSB member since	Not available
Brief description of IP	<p>Heifer International is an international development organization dedicated to improving food security and income opportunities for rural families while promoting sound stewardship of natural resources. As a private, non-governmental organization based in Little Rock, Arkansas, Heifer has created lasting change for farming households in over 125 countries across Latin America, Africa, Asia and Eastern Europe for over 67 years.</p> <p>Heifer International Nicaragua originated from the School of Agriculture and Livestock , Estelí, through which the initial delivery of goats was provided in 1977. In 2001, Heifer International Nicaragua was registered by the Government of Nicaragua as a branch office of Heifer International, an Arkansas-based PVO. Heifer Nicaragua provides resources and capacity building to small-holder farmers, in an effort to achieve food and nutritional security. Staff in Nicaragua full time 5 members.</p> <p>Number of FTE staff not currently available.</p> <p>[Brief description of the experience of the organisation (max. 100-150 words) – include number of staff (Full-Time Equivalents in 2011)]</p>
Average annual budget / turnover over the last three years (specify or indicate range)	>5 million Euro
Track record	<p>Project, Nutritional and food security in the municipalities of Muy Muy and Boaco, Nicaragua, in executing since July 2008 to June 2013. The principal objects of this project are: Contribute to sustainable livestock production and agro ecological in the farms of the families. Contribute to the recovery of forest resources and water sources using appropriate technologies in agricultural production environmentally friendly.</p> <p>Project Promotion of food security and environmental rehabilitation with campesino families from the municipalities of Las Sabanas and San Lucas in Madriz, Nicaragua. This project is in executing since July 2008 to June 2013. This project is executing with small farmers of 2 municipalities of Madriz. The principal objects of this project are: Silvopastoral systems implemented to improve the environmental conditions of small farms and Increasing levels of production and productivity of small farmers.</p>
IP address and contact details	<p>Contact Person: Eddy Aburto Designation: Coordinador Nacional Heifer Project International Nicaragua. Email: eddy.aburto@heifer.org Phone: 505 -83361178 Website: www.heifer.org Postal Address: ND Visiting Address: Planes de Altamira III Etapa, de Piza hut Villa Fontana 3 Cuadras al Norte.</p>

⁴ Producer, Processor, Trader, Importer, Industry, Retail, Finance, NGO, other

⁵ Association, Foundation, Limited Company, Public Listed Company, etc

Local Partners (copy and number the below table for every local partner)	
Number of Local Partners	2
Local Partner (LP) 1	Multi-sectoral Dairy Cooperative Nicacentro, R.L.
Type of organization	Cooperative Association
Juridical / legal status	Multi-sector Cooperative
Brief description of LP	<p>Niacentro is a cooperative organization which was founded with a vision to build its own dairy processing plant. This cooperative was founded with 288 partners on June 11th, 2005, and began its operations in 2007 with a milk collection center. It currently operates eight milk collection centers (CREL – Centro de Recolección y Enfriamiento de Leche) and is in the process of opening two more centers.</p> <p>The installed capacity will be of 100,000 L. These 10 collection centers are located in five municipalities: Muy Muy, Matiguás, Río Blanco (Matagalpa), Paiwas (RAAS) and Mulukuku (RAAS), called “La Vía Láctea”.</p> <p>Niacentro belongs to the the Central de Cooperativas Multisectoriales de la Vía Láctea (CECOMVILAC, R.L.), which consists of five cooperatives in the aforementioned areas. These cooperatives are Niacentro, 24 de Junio, San José, La Campesina, and Musun.</p> <p>Niacentro provides milk collection and commercialization services, free technical assistance to its partners, and provides partners with agro veterinary products at reduced prices and financing.</p> <p>Its projects have been focused on increasing milk production per cow, guaranteeing affordable feed, and have included the implementation of Biodigesters and Farmer Field Schools.</p>

Local Partners (copy and number the below table for every local partner)	
Number of Local Partners	2
Local Partner (LP) 2	MACESA – slaughterhouse
Type of organization	[Please specify] ⁶ Public Listed Company
Juridical / legal status	[Please specify] ⁷ Public Limited Company
Brief description of LP	<p>MACESA, was founded in 2000 and has an installed capacity to process 13,750 heads of cattle per month. Most of the meat comes from Brahman and Brown Swiss breeds, with an average age between 24 and 36 months old. More than 97% are “Grass Fed”.</p>
LP address and contact details	<p>Contact Person: Juan Sebastian Chamorro Designation: Executive Director Email: Phone: +505 2516 1000 Mobile: Website:www.macesa.com.ni Postal Address: Visiting Address: Km. 4.5 Carretera a Masaya del Hotel Hilton Princess 75 mts. al Lago.Edificio Fundación Zamora Terán 2o. piso. Managua, Nicaragua. Centroamérica</p>

⁶ Producer, Processor, Trader, Importer, Industry, Retail, Finance, NGO, other

⁷ Association, Foundation, Limited Company, Public Listed Company, etc

Annex 4: Partner Checklist

Applicant / contract partner information	
Title project	Competitive beef and dairy through sustainable intensification and specialized market access
Name applicant / contract partner organization	Centro Internacional de Agricultura Tropical (CIAT)
Type of organisation, year of establishment	International Agricultural Research Institute, 1967
Legal registration nr	Numero Perpetuo 2780 (Central America)
Region / country	Latin America, East and Southern Africa, South-East Asia, HQ in Cali, Colombia
On the OECD DAC 2 list ⁸	yes
Responsible Manager	Name: Ruben Echeverría (Director General) Email: ruben.echeverria@cgiar.org Telephone: +57 2 4450000 Central America Name: Maria Eugenia Baltodano Email: m.e.baltodano@cgiar.org Tel. +505 22709965
Visiting address	Km 17, Recta Cali-Palmira Apartado Aéreo 6713 Cali, Colombia Phone: +57 2 4450000 (direct), +1 650 8336625 (via USA)
Project implementation site address/location	Postal Address: LM 172, Managua, Nicaragua Visiting Address: Hotel Seminole, 2 cuadras al sur, Managua
Website	www.ciat.cgiar.org
Number of full time employees	> 500
Names of FSP consortium members	CIAT, CATIE, CEI, Heifer
Name paying roundtable member in FSP consortium	None, but (1) Rainforest Alliance has pledged support to this initiative (see support letter), (2) at least one of the consortium members (e.g., CIAT) strives to become member of GRSB
RT membership status of applicant / contract partner	No
Name private sector partner(s) in FSP consortium	MACESA

Qualities applicant / contract partner ⁹	
Short description of history and position in the sector and region	For over 25 years, CIAT has played a leading role in applied and farmer participatory agricultural research for/in development in Nicaragua, with focus on forage based systems, bean systems, rice and sorghum, watershed management and climate change, aiming at improving productivity and increasing income of resource-poor smallholders in a sustainable agroecosystem environment. Partnerships with national,

⁸ www.oecd.org/dataoecd/9/50/48858205.pdf

⁹ Do not submit the proposal if the ranking of the applicant/contract partner in any category is “poor-no go”

	<p>local and international organizations are key. Since the early 1980s, CIAT has registered significant achievements through its collaborative research in Central America. The Center is thus well prepared to enter into new partnerships with international and national organizations committed to meeting the sub-region's challenges.</p>
Structure and administrative capacity of organization	<p>Assess capacity of contract partner to manage grants, report on progress and measure results in accordance with the DCED methodology. Max. 100 words.</p> <p>Rank good-go</p> <p>CIAT has its headquarters near Cali, Colombia, with regional offices in Nairobi, Kenya, and Hanoi, Vietnam. Center scientists work in Latin America and the Caribbean as well as 29 countries in sub-Saharan Africa, and 5 in Southeast Asia. Their collaborative efforts in these regions have generated important research achievements with substantial development impact.</p> <p>CIAT's staff includes about 200 scientists. Supported by a wide array of donors, the Center collaborates with hundreds of partners to conduct high-quality research and translate the results into development impact. A Board of Trustees provides oversight of CIAT's research and financial management</p>
Expertise and capacity personnel	<p>Assess capacity of applicant and FSP consortium to execute the proposed project, in terms of skills, technical and operational capacity and understanding of target group needs. Max 100 words +</p> <p>Rank good-go</p> <p>CIAT has global responsibility for the improvement of two staple foods, cassava and common bean, together with tropical forages for livestock. In Latin America and the Caribbean, we conduct research on rice as well.</p> <p>In its work on agrobiodiversity, the Center employs advanced biotechnology to accelerate crop improvement. Progress in our crop research also depends on unique collections of genetic resources – 65,000 crop samples in all – which we hold in trust for humanity. Alongside its research on agrobiodiversity, CIAT works in two other areas – soils and decision and policy analysis – which cut across all tropical crops and production environments.</p>
Track record	<p>Assess previous performance of the applicant and FSP consortium. Check evaluation reports and references provided. Max 100 words + rank good-go</p> <p>CIAT is a member of the CGIAR Consortium.</p> <p>CGIAR is a global partnership that unites organizations engaged in research for a food secure future. CGIAR research is dedicated to reducing rural poverty, increasing food security, improving human health and nutrition, and ensuring more sustainable management of natural resources.</p> <p>CIAT's work contributes importantly to CGIAR Research Programs, which address the major agricultural challenges of our time. CIAT is lead center for the program on Climate Change, Agriculture and Food Security (CCAFS), which helps smallholder farmers adapt to and mitigate the effects of rising temperatures and increasingly unpredictable rains.</p>

	Attach latest annual report and/or evaluation studies available: Attached
Financial position	Assess financial situation of applicant and FSP consortium members. Max 100 words + Rank good-go CIAT has a long-term, solid financial position that is reflected in the attached financial statements. Attach latest Financial / Auditor's report: Attached
Reputation	Does participation of the applicant in FSP imply a reputational risk to Solidaridad or any of the Round Tables? NO
Opinion third party	Enquire with at least two independent experts on the strengths and weaknesses of the FSP consortium members. Both REC CA Director and REC CA Agribusiness Commodities Manager / FSP Liaison have had long-term working relationships with all consortium members in Central America, and consider each organization to be strong and reputable partners for the implementation of an FSP project. Numerous third parties have been consulted and all have agreed with REC CA assessment.

Qualities implementation partner 2 - CATIE	
Name partner organization	Centro Agronómico Tropical de Investigación y Enseñanza - CATIE(Center for Tropical Agricultural Research and Higher Education)
Type of organisation	NGO
Type of organisation, year of establishment	NGO, 1973
Legal registration nr	3-003-045093-09
Responsible Manager	Name: Ph.D. Jose Joaquin Campos Arce Email: jcampos@catie.ac.cr Telephone: 00 (506) 2558 2555
Project implementation site address/location	Turrialba, Costa Rica.
Number of full time employee	403 employees
RT membership status of implementation partner	Not RT member
Short description of history and position in the sector and region	<p>CIAT is a regional center of excellence, working since 1973 to help rural communities in Latin America and the Caribbean achieve higher levels of human development via the competitive and sustainable provision of ecosystem goods and services and the integrated management of agricultural and natural resources.</p> <ul style="list-style-type: none"> • more than 100 innovative research and sustainable development initiatives in over 17 countries. • Over the last decade, over 100,000 people have directly benefitted from projects • 75% of projects are directed toward low-income families and grass-roots level organizations, including women's groups and native populations
Structure and administrative capacity of organization	Assess capacity of contract partner to manage grants, report on progress and measure results in accordance with the DCED methodology. Max. 100 words. Rank good-go

	Network of Natural Technical Offices and official links with member countries. CATIE has created a network of strategic alliances with more than 400 partners
Expertise and capacity personnel	Assess capacity of applicant and FSP consortium to execute the proposed project, in terms of skills, technical and operational capacity and understanding of target group needs. Max 100 words + Rank good-go 15,000 professionals and producers participate annually in CATIE trainings More than 300 scientific and technical publications produced each year Broad range of technical, academic and scientific services support decision-making processes and influence the design of public and private policies.
Track record	Assess previous performance of the applicant and FSP consortium. Check evaluation reports and references provided. Max 100 words + Rank good-go <ul style="list-style-type: none"> • more than 100 innovative research and sustainable development initiatives in over 17 countries. • Over the last decade, over 100,000 people have directly benefitted from projects <p>Attach latest annual report and/or evaluation studies available: Not available</p>
Financial position	Assess financial situation of applicant and FSP consortium members. Max 100 words + Rank good-go Based on it's long history of operation in the area, it is believed that CATIE has a solid financial position is prepared to implement this FSP project. Attach latest Financial / Auditor's report. Not available at this time.
Reputation	Does participation of the implementation partner in FSP imply a reputational risk to Solidaridad or any of the Round Tables? No

Qualities implementation partner 4 - CEI	
Name partner organization	Centro de Exportaciones e Inversiones – CEI (Center for Export and Investment Nicaragua)
Type of organisation, year of establishment	Non-profit Private Corporation, establishment in 1992
Legal registration nr	Not available
Responsible Manager	Name: Roberto Brenes Email: rbrenes@cei.org.ni Telephone: 505 2252-5747
Project implementation site address/location	Planes de Altamira II etapa, contigua a la Alianza Francesa, casa 112, Managua Nicaragua
Number of full time employee	50
RT membership status of	Not RT member

implementation partner	
Short description of history and position in the sector and region	<p>The Nicaraguan Export and Investment Center (CEI) was formed in 1992 as a non-profit private corporation that supports micro, small and medium enterprises, organized and/or individual or individual producers, with the objective of improving the competitiveness of Nicaragua's export sector and achieving a successful insertion in the international markets.</p> <p>Over the last 20 years, CEI has contributed to the development and growth of the sector by designing, formulating and implementing various projects and sector studies, statistical reports, strategic and business plan, organizing and participating in trade promotion events, mainly aimed at internationalizing SMEs and their products.</p>
Structure and administrative capacity of organization	<p>The Center for Export and Investment Nicaragua (CEI) is a non-profit private corporation that supports micro, small and medium sized businesses, as well as organized and/or individual producers so they can improve competitiveness of the Nicaraguan exports sector and achieve successful insertion in the international markets.</p> <p>Our Board of Directors is integrated by representatives from the private and public sector; Superior Council of Private Enterprise (COSEP for its acronym in Spanish), the Association of Producers and Exporters of Nicaragua (APEN for its acronym in Spanish), the Association of Nicaraguan Industrial Exporters (ANIEX), the American Chamber of Commerce of Nicaragua (AMCHAM), the Nicaraguan Chamber of Micro, Small and Medium Size Tourism Industry (CANTUR for its acronym in Spanish), Nicaraguan Financial Investments (FNI for its acronym in Spanish), and the Ministry for Development, Industry and Trade (MIFIC for its acronym in Spanish).</p>
Expertise and capacity personnel	<p>Competitive Intelligence</p> <ul style="list-style-type: none"> • Business Intelligence Service • Market Research • Business Subscription Program <p>Enterprise Development</p> <p>Marketing and Promotion</p> <p>International Marketing</p> <p>Joint Ventures and Strategic Alliances</p>
Track record	<p>Assess previous performance of the applicant and FSP consortium. Check evaluation reports and references provided. Max 100 words + Rank good-go</p> <p>Inserting Small and Medium Enterprises (SMEs) in International Markets, project financed by the Netherlands government, with a budget of USD 5.5 million, from 2009-2013.</p> <p>The purpose of the project is to contribute to the development of exports by enterprises, cooperatives, organized groups, and potential exporting producers.</p> <p>In 2010 – 2011 CEI implemented the exit phase for the Ecomarkets project, financed by the Swiss Secretariat for Economic Affairs (SECO) with a total amount of CHF 668,120. The project's goal was to improve the export market for organic products and fair trade in Central America</p> <p>Attach latest annual report and/or evaluation studies available</p>
Financial position	Assess financial situation of applicant and FSP consortium members.

	<p>Max 100 words + Rank good-go Based on its long history of operation in the area, it is believed that CEI has a solid financial position is prepared to implement this FSP project.</p> <p>Attach latest Financial / Auditor's report: Not available at this time.</p>
Reputation	<p>Does participation of the implementation partner in FSP imply a reputational risk to Solidaridad or any of the Round Tables? No</p>

Qualities implementation partner 4 – Heifer Project International	
Name partner organization	Heifer Project International
Type of organisation, year of establishment	Foundation, established in 1944
Legal registration nr	Not available
Responsible Manager	<p>Contact Person: Eddy Aburto Designation: Coordinador Nacional Heifer Project International Nicaragua. Email: eddy.aburto@heifer.org Phone: 505 -83361178 Website: www.heifer.org</p>
Project implementation site address/location	Planes de Altamira III Etapa, de Piza hut Villa Fontana 3 Cuadras al Norte
Number of full time employee	15
RT membership status of implementation partner	Not RT member
Short description of history and position in the sector and region	<p>Focus on:</p> <ul style="list-style-type: none"> • Food sovereignty and security • Attain economic stability, after solving problems related to natural disasters. • Decrease migration to other countries <p>Target groups:</p> <ul style="list-style-type: none"> • Base organizations, cooperatives, local organizations, and organized groups. <p>Program themes: Institutional strengthening, environmental preservation, passing on the gift, family social promotion, communication and exchange, and ecological production.</p>
Structure and administrative capacity of organization	<p>Heifer International is an international development organization dedicated to improving food security and income opportunities for rural families while promoting sound stewardship of natural resources. As a private, non-governmental organization based in Little Rock, Arkansas, Heifer has created lasting change for farming households in over 125 countries across Latin America, Africa, Asia and Eastern Europe for over 67 years.</p>
Expertise and capacity personnel	<p>Heifer International has country field offices around the world that work in partnership with a large network of local non-governmental and grassroots organizations.</p>

	Heifer recruits field staff from the project countries they represent, ensuring that they speak local languages and dialects, understand local cultural constraints and opportunities and have a variety of technical skills that help project participants confront the challenges they encounter.
Track record	<p>Assess previous performance of the applicant and FSP consortium. Check evaluation reports and references provided. Max 100 words + Rank good-go</p> <p>Project, Nutritional and food security in the municipalities of Muy Muy and Boaco, Nicaragua, in executing since July 2008 to June 2013. The principal objects of this project are: Contribute to sustainable livestock production and agro ecological in the farms of the families. Contribute to the recovery of forest resources and water sources using appropriate technologies in agricultural production environmentally friendly.</p> <p>Project Promotion of food security and environmental rehabilitation with campesino families from the municipalities of Las Sabanas and San Lucas in Madriz, Nicaragua. This project is in executing since July 2008 to June 2013.</p> <p>Attach latest annual report and/or evaluation studies available: Not currently available</p>
Financial position	<p>Assess financial situation of applicant and FSP consortium members. Max 100 words + Rank good-go</p> <p>Based on its long history of operation in the area, it is believed that Heifer has a solid financial position is prepared to implement this FSP project.</p> <p>Attach latest Financial / Auditor's report: Not Available</p>
Reputation	<p>Does participation of the implementation partner in FSP imply a reputational risk to Solidaridad or any of the Round Tables?</p> <p>No</p>

Conclusion REC to FSP Secretariat and Project Selection Committee	
Relevance for Solidaridad	
Issues of concern	
Date	16 February 2013
Name REC commodity / sector specialist	Gert van der Bijl
Name FSP Liaison	Omar Palacios Bardales

Annex 5: Livestock Processor Mapping

Optional.

It is strongly recommended that the Implementation Partner / FSP Consortium has a dialogue with the processors in the project region to better understand the marketing conditions and constraints. Please fill in the following tables:

	Processor 1	Processor 2
Abattoir name and contact details		
Average distance from the producers (km)		
Any processor standards in place?		
Who is responsible for livestock transport?		
Processor capacity (in hd/day)		
Project production as a % of the processor's seasonal capacity		
On what basis is stock sold, when is ownership transferred and when does payment take place?		
What is the distribution system after processing? Local market / export etc.?		

Annex 6: Project Result Chain

Mandatory. Please fill in the excel spreadsheet provided

Annex 7: Co-funding protocol rules of administration 2012

Co-funding protocol rules of administration 2012. Read only document attached in a separate word document

Annex 8: Map of intervention area

