

1. Limited access to value-chains, particularly in the horticultural and livestock sectors.
2. Limited skills and technology to optimise livestock and crop production.
3. Lack of regular and available access to financial services by smallholder producers.
4. Weak capacity for advocacy.

The beneficiaries indicated that all the four project objectives were very relevant to their needs. The producers had challenges in accessing market information and would sell their produce to market intermediaries at low prices. They also did not have any links with buyers which resulted in low profits. Organising farmers was also a challenge as initially farmers did not work together to sell in bulk. Agricultural production was a challenge due to farmers' dependency on rain fed agriculture. For instance, In the 2014/2015 season, most parts of the target districts experienced prolonged dry spells which led to reduced production of harvest especially maize, the country's staple crop. This led to more households become food insecure, household income dwindling and valuable assets eroding. The project has therefore contributed solutions to these challenges by facilitating linkages between the farmers and buyers, promoting agricultural and income diversification by enabling the producers to engage in various enterprises, promotion of VSLs and promotion of farmer associations and farmer groups.

## SECTION G: EVALUATION

### G1. Lessons Learned

Please answer the following questions (max 250 words per question): 302

#### A) What key lessons have been learned during the project?

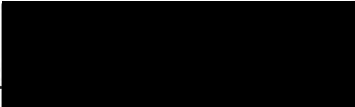
1. Advocacy is a great tool for change in development. When smallholder producers have advocacy skills, they are able to demand development activities and able to negotiate better services for their community.
2. Working together in partnership brings together synergies and this increases the impact at local level and addresses a wider range of issues than if working in isolation. This was evidenced by the collaboration between our partners MIAA and CICOD in Kasungu.
3. Livestock and seed pass-on scheme with good farmer organisation and livestock management training sessions means a small number of goats will be able to reach out to a large number of beneficiaries. The pass-on scheme will continue to benefit more farmers once the project ends.
4. Agricultural enterprises such as horticulture, pig production and VSLs contribute to resilience of communities in times of disasters such as dry spells/hunger or floods with 95% of cash crops sold on and staple crops such as maize only used for family consumption.
5. Banks are not the preferred options for providing loans to community members due to the high interest rates (up to 34%), service charges and collateral needed to secure a loan. Communities preferred loans from VSLs and MFI. In year two, we held meetings between VSLs and banks however no contracts were made. We then met with local MFIs and 52 VSLs opened a bank account with two MFIs charging only 7% interest rate.

	<p>6. To establish and maintain agricultural cooperatives there is need for more investment in the form of time and resources. Most cooperatives fail due to limited investment in resources and time. The project was able to move towards setting up the cooperatives during the second year which gave us time to train members and embed sustainable ways of working.</p> <p>7. There are better results when pig farming is conducted at individual or household level rather than group farming, due to issues of ownership if pigs die due to disease.</p>
	<p><b>B) How will the lessons learned from the project be communicated (e.g. within your organization, through media, to partners and stakeholders)?</b>  <i>Please provide links to any learning outputs</i></p> <p>Case studies and lessons have been documented and shared with stakeholders through written papers and other documentation shared with partners and government agencies seeking their views regarding possible changes or developments. These papers were discussed at workshops, training sessions and community meetings with producers and community members. Case studies were used during trainings and also as evidence during the 'access to agricultural markets' campaign which aimed at lobbying government to put in place favourable agricultural and marketing policies and regulations.</p> <p>Oxfam will also use these case studies to share project outcomes to the wider audience (internally and externally). Oxfam will work with the media to highlight the project successes using both print and electronic media, and Information, Education and Communication (IEC) materials will be used to disseminate project information and learning. A workshop to disseminate the end evaluation findings of this project will be organised for all stakeholders, other implementing organisations and government staff.</p> <p>Case studies will be published in the Oxfam newsletters, both in Malawi, Scotland and wider UK, and on the internet and partners' websites. Oxfam and partners will continue to participate in, and contribute to, relevant networks and share project learning as appropriate. Oxfam in Malawi has used the case studies from this project as evidence for the wider GROW campaign (Oxfam International's campaign on food security) to lobby government and institutions such as the World Bank to invest in smallholder agriculture.</p>
	<p><b>C) Considering the lessons learned over the course of the project, what would you do differently?</b></p> <ul style="list-style-type: none"> <li>• Oxfam will incorporate a stronger advocacy approach to empower communities they work with to tackle their own problems.</li> <li>• In light of the worsening effects of climate change, more emphasis will be put on promoting agricultural diversification, more VSL groups, enhanced business management skills amongst smallholder producers and links to MFI's rather than banks.</li> <li>• Increased focus of resources and time will be allocated towards formation and capacity-building of cooperatives so that they become more self reliant and sustainable and also take on the link with microfinance institutions through collective bargaining for better loan terms.</li> <li>• Enterprises such as mushroom production need more investment in technical trainings so that the producers are able to create/ meet the favourable environmental requirements for growth of mushroom spawn. Oxfam has a successful mushroom project in Rwanda which we will look towards so as to incorporate learning going forward.</li> <li>• On enterprises such as pig farming, different approaches will be used e.g. encouraging individual production as opposed to group farming. For fish farming, the sites for fish ponds were chosen to survive dry spells but not a prolonged drought. Going forward we will need to do a more</li> </ul>

	thorough site surveys to areas which can maintain water throughout a prolonged drought or look for an alternative livelihood option.
<b>G2. Feedback</b>	Describe what steps were taken to address feedback from the Scottish Government over the project duration. You may wish to use one or two specific examples (max 250 words).
	Feedback from the Scottish Government highlighted a number of ways to strengthen the project, including enhanced collection and use of gender disaggregated data, strengthening linkages to existing initiatives, robust monitoring of risks, and better articulation of exit strategies and sustainability plans. In response to this, Oxfam conducted further investigation and provided additional information to better illustrate project plans and progress. In some cases, project implementation plans were revised to address the feedback. Oxfam provided detailed responses on the Scottish Government's feedback to each report which was duly accepted by the Scottish Government.
<b>G3. Innovation and Best Practice</b>	Please detail any examples of innovations or best practice demonstrated by your project and how these have been shared (max 250 words). <sup>256</sup>
	<p>The project empowered rural communities to speak for themselves when they are suppressed. For example, communities have influenced their village headmen to stop demanding food and money when they make legal judgements at local level.</p> <p>The project brought together partners with different expertise so that they could learn from each other and complement one another. MIAA was strong on HIV/AIDS and advocacy whilst CICOD was strong on livelihoods and marketing and CAVWOC was strong on gender and women empowerment. By working together, the partners ensured that the targeted communities benefit from both the livelihoods interventions and advocacy on HIV/AIDS, and also contributed to elimination of some of the barriers that prevent women from participating in economic activities.</p> <p>The project introduced different agricultural enterprises which are not common in these areas such as mushroom production, pig and fish farming. This provided opportunity for communities to learn about and practice agricultural diversification. In addition, the project encouraged beneficiaries to participate in several interventions at a time (e.g. fish farming together with VSL groups) as a means of livelihoods diversification. Linking these VSL groups to banks was another innovation, however it wasn't as successful as hoped due unreasonable loan terms for poor people. However we were able to find better terms with MFIs in year two/three with a much lower and more manageable interest rate.</p> <p>It is also important to recognise the communities' action when they realised that the water in their fish ponds was drying up due to the drought. The communities transferred the fish to shallow wells where they could be kept and then transplanted in the next rainy season. This ensured that the fish survived and grew.</p>
<b>G4. Wider Influence</b>	Briefly describe any wider influence the project had on development outcomes beyond the project context (e.g. influence on Government policy at a local or national level, uptake by other Donors; contribution to wider research or reports on key development issues etc.) (max 250 words).
	The fish farming project in Kasungu was the first of its kind in the district. Despite the drought, the Ministry of Agriculture in Kasungu have been

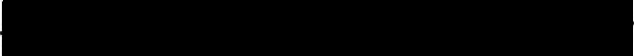
	<p>encouraged to look at this as a viable livelihood that could be expanded in Kasungu district.</p> <p>Case studies from the project were used as evidence for the campaigns that Oxfam in Malawi is conducting on different policy issues. These include the access to agricultural markets campaign and the impact of user fees in access to health campaign. Both CICOD and CAVWOC participated in the access to agricultural markets campaign whose objective was to ensure that government provides predictable and predetermined markets, functional ADMARC and a comprehensive agriculture marketing policy that benefits smallholder farmers. The campaign had three asks:</p> <ol style="list-style-type: none"> <li>1. <i>Structured markets</i>: Ensure predictable, predetermined, focused, value chain based markets as is the case with the tobacco sector.</li> <li>2. <i>A functional ADMARC able to respond market dynamics</i> ; Ensure that the ADMARC is fully funded in time for the main harvest season (by May each year) so that it can buy produce from farmers ; ADMARC should prioritise buying smallholder farmers' produce from hard to reach areas.</li> <li>3. <i>Agricultural marketing policy</i>: Develop a comprehensive standalone agricultural marketing policy to provide guidance on issues such as formulation of a produce regulation body and setting quality standards for all produce.</li> </ol>
<b>G5.</b>	<p><b>Further Evaluation</b></p> <p>Please indicate if you intend to undertake any further evaluation of the project after it ends. If so, please provide details of what this will be and when the findings are likely to be available and where they can be found (<i>the Scottish Government would also expect to see a copy of any such report</i>). (max 250 words).</p>
	<p>A final evaluation of the project was scheduled for May/ June 2016. The evaluation will establish the following</p> <ol style="list-style-type: none"> <li>1. Whether the project was relevant to the needs of the people it served as well as government priorities for development</li> <li>2. To establish if the project has positively impacted on targeted communities in line with the project goals</li> <li>3. To identify key lessons learned as well as challenges during the implementation of the project</li> <li>4. To gauge the level of community and other stakeholder participation and ownership of the implementation process</li> <li>5. To identify the intended and unintended outcomes</li> </ol> <p>Oxfam in Malawi has not yet shared the completed report, as soon as Oxfam Scotland receive this report they will submit a copy to the Scottish Government.</p>

Signed by



Date 21/09/16.

Name of Grant Holder



MANAGER OXFAM  
SCOTLAND

### Guidance Notes: End of Project Report

- This report is to be completed by all project managers/leaders at the end of the project.
- Please complete this form electronically.
- Once complete please send this reporting form, by email to your Scottish Government project manager.
- The report should be submitted by the end of April following the financial year to which the report relates.

Question	Guidance
<b>Section A: Outline of Programme and Achievements</b>	
A1	Provide a brief summary of the project and the aims and objectives or any changes to these over the lifetime of the project. Please stick to the word limit for all questions.
A2	Describe the key achievements of the project over its duration, who benefitted from the project, and what were its wider impacts.
A3	It is important that the project contributes to the Scottish Government's International Development Policy (which contributes towards the overarching International Framework).
A4	Please show how the project contributed towards the Millennium Development Goals and indicate which goals. From 1 January 2016 the MDGs were replaced by the Sustainable Development Goals. If applicable, please indicate how the project is contributing to the SDGs and which ones.
<b>Section B: Results</b>	
B1-B3	The information in this section should be a summary of the final completed logical framework which must be submitted along with this report. Please complete each table for: Impact(s), Outcome(s) and Output(s) for the project. In the first column, list the indicators used to monitor your progress in achieving these. In the second column, provide figures for the baseline indicator at the start of the project and in the third column provide the project target. In the fourth column (except for Impact), add the achievement and indicate whether you met the target, and if it was not achieved/achieved/exceeded. Examples have been given as a guide.
B4	With reference to your application form please list all the indicators which contributed to the project. Provide the general baseline situation or figures and provide a brief narrative of the outcome and how the project contributed to this indicator. See Table 1 for a reminder of all the Programme Level Indicators.
B5	Only comment if changes have been made to the Logframe over the lifetime of the project. All previous versions of the Logframe should be submitted with the changes highlighted. Please provide a short narrative of the main reason for the change and confirm the date this was agreed by the Scottish Government (dates would be helpful if known).
<b>Section C: Financial Management</b>	
C1	This section is a summary at the end of your project but you must also complete the End of Project Budget Template (available on the website) and submit this along with the report. Please provide a summary breakdown of actual expenditure incurred against expenditure planned for the full project, using the budget headings agreed with Scottish Government either at the beginning of the grant, as per Q41 of your original application, or during the grant if you have had approval to change budget headings.
C2	Please answer both questions on efficiency savings. The projects should demonstrate maximum value for public money and we would expect efficiencies to be made over the lifetime of the project whilst delivering the same high quality results.

C3	Please comment briefly on any significant project underspend over the lifetime of the project, bearing in mind that the Scottish Government should have been notified each year of any underspends and proposals on how the remaining budget would be spent. Please refer to any project underspend reports submitted over the lifetime of the project and summarise the details.
C4	Details of any other funding (in addition to Scottish Government funding) which has been given to the project over its lifetime and how this has contributed to the overall results.
C5	If any capital assets have been paid for through Scottish Government funds, please provide a full explanation of any such assets held by the project and any plans for their disposal as outlined in point 6 of your grant offer letter.
<b>Section D: Risk Management</b>	
D1	Managing the risks associated with the project is an important part of project planning to ensure achievement of outputs and outcomes. Using your agreed risk register, briefly detail the risks identified and any that actually occurred over the lifetime of the project and what actions were taken to ensure the project objectives continued to be achieved.
D2	It's important to have reliable contingency arrangements in place to deal with the unexpected. Describe any other unexpected issues which arose over the duration of the project and what actions were taken to deal with these.
<b>Section E: Sustainability</b>	
E1	The project should have a robust exit strategy. Please describe the exit strategy including arrangements for in-country project staff and assets. What has been done over the last 12 months to ensure that the outcomes of your programme is sustainable?
E2	A key element of the International Development Fund is the two-way exchange of knowledge and expertise between Scotland and developing countries and between in-country partner organisations. Please provide details of these relationships in this section.
<b>Section F: Inclusivity</b>	
F1	Working towards gender equality and social inclusion is considered essential for any projects funded through the IDF. Please describe briefly how your project has delivered this and any strategies that were developed to ensure wider participation.
F2	Community involvement and participation is vital in any project. Please describe the steps that were taken to involve beneficiaries in the project.
F3	Changes are inevitable over the period of the project e.g. changing political landscape or environmental changes. In the context in which your project was working, describe briefly how your project remained relevant to your project beneficiaries and if this changed over the lifetime of the project.
<b>Section G: Evaluation</b>	
G1	Please detail the most useful lessons that can be drawn from the project. How will you use that information going forward and what has the organisation learned for the future?
G2	During in-year and end of year reports, feedback will have been provided from the Scottish Government. Please explain the process and actions taken in response to this feedback; this could be in general terms or using specific examples.
G3	The Scottish Government is interested to hear of any innovations or examples of best practice, and how projects are sharing good practice more widely.
G4	What wider impacts or influence did the project have beyond the programme?
G5	Please provide details of any plans to conduct data collection, project surveys or any other evaluation after the project ends. Indicate the reasons why this is being undertaken and when the results will be available.

**Table 1: Programme Level Indicators used by the International Development Programme.**

<b>Civic Governance and Society</b>	
D1	Increased number of schemes to facilitate and encourage development based on joint and collaborative partnerships between: - the Scottish Parliament and the National Assembly/Government
D2	Increased number of projects designed to share legal and financial expertise between national and civil society bodies in both countries.
D3	Increased numbers of legal and financial staff involved in exchanges and mentoring schemes.
D4	Increased promotion of gender equality and the active empowerment of women and other excluded groups in civil society organisations.
D5	Reduced numbers of vulnerable children and young people within the police and courts systems.
D6	Increased numbers of links between local media in country and other news media providers to develop mechanisms to strengthen the media in country.
D7	Increased number of projects designed to deliver ICT and other new technology opportunities in country, particularly in remote and rural areas.
<b>Sustainable Economic Development</b>	
D8	Increased number of active development partnerships between Scottish businesses and businesses in the host country.
D9	Increase in output of existing economic activities, through e.g. expansion or diversification.
D10	Increased number of new business start ups.
D11	Increased number of in-country businesses accessing Scottish and International markets.
D12	Increased number of training opportunities in relevant skills and business related areas.
D13	Increase in employment opportunities in country.
D14	Increased development partnerships and collaboration between agricultural Ministries and National Agricultural bodies.
D15	Increased use of environmentally sustainable agricultural practices.
D16	Increased enrolment and attendance in tourism specific training courses.
D17	Increased number of tourists.



D18	Reduced maternal mortality rate and reduced child (under 5) mortality rate.
D19	Increased number of health professionals with access to up-to-date knowledge and skills required for dealing with obstetric and gynaecological emergencies.
D20	Increased access to local health facilities and increase in the number of people accessing these facilities particularly the rural poor.
D22	Increased collaboration between Ministry of Health and health institutions and colleges, and their Scottish counterparts in partnerships and projects.
D23	Increased numbers of participants in projects designed to address awareness of reproductive health.
D24	Improvement of health facilities in terms of infrastructure, staff training etc.
D29	Increased access to and utilisation of quality maternal and neonatal health care.
D30	Strengthened the referrals process with regard to maternal health enabling an increase in the number of referrals, and thereafter a reduction in maternal mortality.
D31	Engagement at community level to build awareness of maternal health users and increased uptake of care at all stages of pregnancy, childbirth and neonatal care.

Education	
D25	Increased enrolment, attendance, retention and completion rates for learners in schools supported by Scottish Government programmes; show separately rates for girls, and students with special educational needs (Blind and Visually Impaired (BVI), Deaf, Disabled) and schools in rural and remote areas.
D26	Increased number of academic links and development partnerships successfully established between and among local authorities, schools and higher/further education institutions.
D27	Increased opportunities for in country Education staff at school and district officer level to participate in training courses on Quality, Leadership and Management, and Learning and Teaching approaches: showing separately, No of training courses No of education staff involved
D28	Increased number of Vocational Education and Training courses available showing separately those available in rural and remote areas; the numbers of women included; and the numbers of disabled people included.