

# Farm to Market

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Past, Present, Future:  
Here's to another  
50 years

The Shadows of Others  
Learning to shine in one's own light

Interview with "Brownie" Lee  
One of Togo's firsts

Funding Sustainable Development  
What we can learn from Senegal's masters

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## Editors' Note

Join us in celebrating the 50th anniversary of Peace Corps (PC) Togo with this issue's theme: "Past, Present, Future: Here's to Another 50 Years". We tried to capture a full range of Peace Corps Volunteer (PCV) experiences; from those newly sworn-in to those at their service midpoint, to one in the midst of extension. We also involved returned PCVs from as far back as 1962—the first group to arrive in Togo.

In our next issue, we would like to focus on the PC network. Sometimes we forget that Togo is not the only PC country in the world, but rather we are connected by more than 9,000 other Volunteers serving all over the world. We have titled this next issue, "Food Transformation for a New Generation: Peace Corps West Africa." Along with articles we hope to receive from YOU we will also be soliciting ideas from our friends throughout PC West Africa on the topic of Food Transformation. Please make your submissions before January 15, 2013. Submissions should be between 800-1500 words. Do not forget photos (both to accompany the article as well as a personal head shot)!

Thank you to Brownie Lee for taking the time to talk to us. Thank you to Matthew Trakimas and Sara Holtz for contributing to our special anniversary issue. Thank you to Rachel Lihoussou for her timely French editing skills.

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*Artwork and design: Katy Todd*

*Banner photos: Katy Todd, Megan Rhodes*

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*Congratulations Peace Corps Togo on the past 50 years!*

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Anyone may submit to "Farm to Market." Limit your submissions to 1500 words or less and include pictures with photographer credits. Submissions should be sent to the email address: [duchampaumarche@gmail.com](mailto:duchampaumarche@gmail.com). Thank you, as always, for your continued support.



### Mission Statement:

"Farm to Market" is a quarterly newsletter for Togo's Peace Corps community: Volunteers, trainees, counterparts, and staff. It publishes information on Environmental Action and Food Security (EAFS) and Small Enterprise Development (SED) technical resources, best practices, and field experiences. Farm to Market seeks to integrate the EAFS and SED program goals into the rest of the Peace Corps community.

## Interview with "Brownie" Lee

### A Peace Corps pioneer



By Katy Todd / Lydia Grate | SED PCVs

*Rebekah "Brownie" Lee served as a PCV in Togo from 1962-1964 and then again in Guinea from 1964-1966. She has worked throughout West Africa both with the Peace Corps and outside the agency. In 2007, she became Country Director of Togo; and in 2009, Country Director of Benin. She retired in July 2010 and lives in Ouidah, Benin. In the midst of the 50th Anniversary Swear-In Ceremony, Katy Todd and Lydia Grate interviewed this Peace Corps Pioneer.*

**FtM:** So, you were a Volunteer from the first group. What was that like—the atmosphere of all the Volunteers coming in and setting up?

**Lee:** We did our training in Washington, at Howard University. Then the Peace Corps flew us here.

**FtM:** And you immediately went into service?

**Lee:** We arrived a week later than the Togolese government expected. Our baggage was lost in Paris; and our escort officer (who spoke less French than we did) said we could not leave Paris without it. In those days, there was not a plane every day to Togo, so we ended up spending three days at a French chateau. Only one volunteer, who had his baggage, was sent

“*One of my idealistic dreams is to have a reverse Peace Corps. I think we have a lot to learn from the Togolese.*”

directly to Lomé. When he arrived, he was greeted by the whole Togolese government waiting at the airport to welcome us. The Paris group finally left France and arrived in Lomé only after being flown to Cameroon, over Lomé to Accra, and then back to Togo. It was very different traveling in those days. We spent a week or two

weeks in Lomé. People were very nice to us; they took us around and showed us things. It was great.

**FtM:** How many of you were there?

**Lee:** There were 50 I think. About 20 of us were TEFL, teachers of English as a foreign language. About 23 were medical professionals, doctors and nurses who were to work at the Sokodé Hospital.

**FtM:** All of the medical-based Volunteers went to Sokodé?

**Lee:** Yes, they all went there. Then there were seven people we called fishermen. They were teaching fish farming, ‘pisciculture’ as it’s called here. I understand that now some of the wealthiest people in Togo are fish farmers, and we must have trained them.

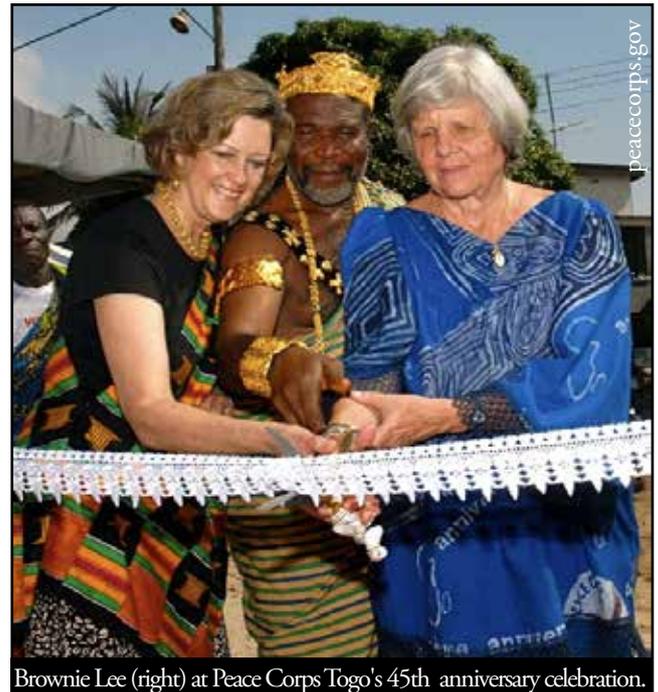
**FtM:** That’s very interesting. And where was your site placement?

**Lee:** It was called Lama-Kara; it’s now called Kara. It was a little place, a village, a very small town. I think the house in which we lived is now an office for electricity. At that time, though, there was nothing around the house but fields. There weren’t very many schools. I taught in the CEG, the government’s secondary school. I think there was only one primary school. My site mate taught at the private Catholic school.

**FtM:** How is it when you go back and visit?

**Lee:** It’s completely changed! I couldn’t find my house the last time I went back. The driver that took me had to help me

find it. I still have contact with some of my old students. We took in four boys who were students. In cultural training, we were told: “Go and live like the people around you.” When we noticed that every teacher had extra kids in his house, we did the same. There was just



Brownie Lee (right) at Peace Corps Togo's 45th anniversary celebration.

one school for a 20-mile radius. Kids had to come down from the mountains and needed places to stay.

Taking in the boys was a very good experience. It got us right into the culture. I have subsequently taken children of those students with me to other places. Schools all over the place.

**FtM:** And you were a big part of starting the GEE program here, right?

**Lee:** Yes, at that point, I had worked for Peace Corps for a long time as a staff member. I was an APCD.

**FtM:** An APCD in Togo?

**Lee:** No, but I was APCD in Niger, Mauritania and Ghana; and then I had a sub-regional job as an advisor for programming and training. When PC Togo had a rural community development project that was phasing out, they wanted to know what to do

next; and they asked me to come over and help them. Rose, the APCD now, and I went all over the country and interviewed the rural development Volunteers who were leaving, asking them and their counterparts: “What should we do next?” One hundred percent said: “girls’ education”. We didn’t even mention it to them. That’s how it started.

**FtM:** *And it was the first of its kind in this region?*

**Lee:** Yes. Rose and I went to other countries that wanted the program and helped them. We also went to Niger and Burkina, where they already had non-formal education projects.

**FtM:** *With this new change to EGE instead of GEE, how do you see the program evolving over the next couple of years?*

**Lee:** I think it will probably help. At the beginning, the project was very popular, most probably because of its name. It was unstructured, and each Volunteer had to develop her own program. If you’re a teacher, and especially if you’re teaching English, you can do what is called community content-based instruction. You can put girls’ education in your examples. I think the structure of EGE will probably help, and those Volunteers will still be working in girls’ education.

**FtM:** *How has transportation in Togo evolved?*

**Lee:** When they took us to our site, we kept saying: “Are you sure this is a road?”

It couldn’t be the road to a town because the road was so bad. After we were settled (and realized that it was, in fact, a road), we usually took the train back to Lomé. We would take a taxi to Blitta and then take the train—which we loved. Very slow, no air conditioning or anything, but you could open the windows and see all of Togo. It was beautiful. It took forever, but we had forever in those days. I think transportation remains the biggest challenge in Togo, and in this part of the world. I’ve worked in quite a few countries in West Africa; and everywhere, there are serious, serious problems.

**FtM:** *We’ve heard rumors about Volunteers who used to have motos. Were you one of these Volunteers?*

**Lee:** I didn’t have a moto as a Volunteer. When I was APCD in Niger in the 80’s, all my Volunteer teachers had those little blue motorcycles. They didn’t go very fast, and the Volunteers all had to wear helmets. But then the Peace Corps stopped letting them have motos because accidents were the number one killer of Volunteers.

**FtM:** *How do you think being a woman in Togo affected your service?*

**Lee:** I didn’t feel any discrimination. I grew up in the segregated South, so segregation was my battle. Race, or prejudice against race, was the foremost issue for me. I certainly didn’t feel discrimination in the school when I taught. It may have been because we were the first, and we were like these exotic flowers when we arrived. Nobody could figure us out. But they needed teachers.

**FtM:** *Where do you see Togo in the next five to ten years and how will it evolve?*

**Lee:** As these countries develop we are going to need fewer of what we call generalists and more specialists, higher qualified people and maybe fewer Volunteers. One of my idealistic dreams is to have a reverse Peace Corps. To have Togolese Volunteers go to the United States as well as having our Volunteers come here. I think we have a lot to learn from the Togolese.

**FtM:** *Of the activities or projects that you see Volunteers do, which do you think are the most meaningful or the most impactful for Togo?*

**Lee:** Small enterprise development. It is the key to the economy and keeps people alive. It just keeps things going here.

**FtM:** *One more fun little question. What’s your favorite Togolese dish to eat?*

**Lee:** Garri is my favorite thing to eat. It has no nutritional value, I understand, but I love it! And we used to cook it for dinner and eat leftover sauce with garri. And also fufu—pounded yams. ■

Katy Todd

Lydia Grate

\* Contributing editor: Gail Bryan.

## Funding Sustainable Development Peace Corps Senegal's Master Farmer program

By Daniel Goshorn-Maroney | EAFS PCV



There is a fundamental problem with my work as an Environmental Action and Food Security (EAFS) Volunteer in Togo. This problem has two components. The first is that I am encouraging farmers to change practices that have worked for them for at least a generation. The second component is that, if a farmer makes wholesale changes based on my suggestions and these changes fail, he and his family could starve for a year. Thus, it is difficult for me to demonstrate new technologies and practices to a group that is, by necessity, conservative. This problem is compounded by the fact that most Togolese farmers in my area do not have the resources to do large-scale agricultural experimentation.

Affecting change in the realm of agricultural development and environmental conservation is largely an incremental process in Togo. It does not have to be. Peace Corps (PC) Senegal has adopted a method to promote large-scale sustainable development among Senegalese farmers in a relatively small time-frame through its Master Farmer program.

Peace Corps Senegal showcased this program during its Master Farmers Conference September 3-7, 2012. Katie Kibler (EAFS – Bikotiba) and I represented Togo at this conference. We were joined by Peace Corps Volunteers and staff from Guinea, Ghana and Benin. We spent a day at the PC Senegal Training Center in Thies, and then we spent two and a half days touring Master

Farmer sites before finishing the conference back at the center. I found the conference, and the chance to compare PC Togo and Senegal enlightening.

The Master Farmer program has two roots in PC Senegal. The first is that the program is the result of PC Senegal's comprehensive attitude about the problem of food security. PC Senegal approaches food security as a cross-sectoral problem to the extent that all Volunteers are required to fill out a quarterly report detailing their food security activities, or lack thereof.

The second basis for the Master Farmer program in Senegal is that country's relationship with USAID. PC Senegal's Food Security Initiative was developed through their special Participatory Agency Program Agreement with USAID as part of that agency's Feed the Future program. This agreement includes \$1.57 million USD for "grassroots-level intervention projects," such as the Master Farmer program. PC Senegal melds this money with Volunteers and motivated Senegalese farmers to create a model program for funded sustainable development.

The Master Farmer program works like this. Volunteers identify local farmers who are motivated, flexible, willing to teach others, open-minded, community leaders, and physically able and recommend them to the program. Volunteers and staff train these farmers in the agricultural, agroforestry and gardening techniques promoted by Peace Corps; give these farmers the resources to practice all of these technologies; and help them teach others in their communities. These farmers must provide a 100m x100m (1 hectare) plot to which they hold a clear title, in order to avoid land tenure problems, but they have other land that they farm separately. The Master Farmer program provides a chain-link fence, a shed, a water source

(either a well or a water connection), tools, drip irrigation equipment and improved seeds. Each Master Farmer receives, on average, about \$6,000 USD of aid. There are currently 23 Master Farmers in the program. Within the next four years this number is projected to increase to 100 Master Farmers across Senegal.

The Master Farmer works with Volunteers to develop examples of Peace Corps-promoted technologies in his plot. The well/water source means that the Farmer is able to practice dry season gardening and also to demonstrate drip irrigation techniques. The Farmer is required to do demonstration plots—for example, corn with fertilizer, corn with compost and corn with nothing. He must record and report his yields, planting dates, rainfall, activities, soil amendments, and chemical use. He also is required to hold at least four Open Field Days a year where he demonstrates his activities to community members. The Master Farmer's plot is sectioned into field

breaks. Some are cultivating intensive plots of Moringa and jatropha for nutrition and bio-fuel respectively.

The experimentation with and demonstration of new technologies are key to the Master Farmer program. All the Farmers we saw utilize insect sticky traps—yellow plastic panels coated with a soap/oil mixture—to control field and garden pests. Another technology that USAID has been developing is called the Ripper. It is a plowshare that, instead of tilling via a horizontal furrow, tears a narrow, vertical gash in the soil. The Farmer can plant, apply fertilizer and add soil amendments directly into this slot. It allows for a greater concentration of nutrients and means that the Farmer does not have to till his entire field, just the rows where he is planting. It is basically a form of animal-traction, minimum-tillage cultivation.

I asked Famara Massaly, Assistant Program Country Director of the PC Senegal Sustainable Rural and

Urban Agriculture programs, about the sustainability of the project and about its endgame. He explained the initial amount of investment in the program like this, "We need the program to be successful, quickly." But the program was also created with the self-sufficiency of the Farmers in mind. Massaly said that, for example, they encourage Farmers to plant papaya trees at the onset because they start bearing



katie kibler

crops, gardening and agroforestry areas. Some Farmers focus on one area more than others depending on their individual interests. Some of the farms we visited focus on field crops such as corn and millet. Other Farmers are more interested in fruit trees or gardening, but they all do some work in each of the three areas. All of the Farmers we visited have, in varying degrees of development, examples of live fencing, alley cropping, and wind

fruit after seven months. After four years, he expects that Farmers will be self-sufficient apart from technical advice from Volunteers. Indeed, one Farmer we heard from said that, in about two years with the program, he already made enough surpluses to buy a horse.

The key to the Master Farmer program is that the Farmers must be enthusiastic about disseminating their work to their communities and respected enough to

be listened to. The Farmers are required to hold Open Field Days where they showcase their work to other Master Farmers and to their communities. The success that Master Farmers have with their plots encourages their neighbors to adopt their techniques. In other words “the manifest successes of these combined practices on one farm by an enthusiastic Senegalese farmer create an effective demonstration and inspiration for other farmers to adapt the practices as well.” This is the true strength of the Master Farmer program. To paraphrase a Senegalese saying—the Master Farmer holds the key to the door of the room in a house for the community. Volunteers work with the Master Farmers, but it is the Farmers themselves who disseminate that knowledge to their neighbors.



katie kibler

Goshorn-Maroney with the yellow "insect sticky traps" at one Master Farmer.

The hardest part about this conference for me was trying to figure out what I could bring back to Togo. There are some technologies and practices in PC Senegal that would be useful here, like sticky traps, the Ripper and soil amendments. There are ways that we could refocus our work in EAFS to be more effective.

I think, however, the biggest lesson I took away from the Master Farmer Conference is the same as the point that Heidi TenPas makes in her article “Subverting the Sustainability” in the last issue of this publication. A Master Farmer cannot become a Master Farmer without external funding and help. The program is not sustainable in the Senegalese context. However, the knowledge that the program brings is sustainable. Improved vegetable varieties give seeds

and grafted mango scions. Even the Ripper can be locally reproduced. Not every farmer can afford a well or a chain link fence but these are ultimately only tools for the Master Farmer to use to efficiently demonstrate technologies; they are not necessary for improved agriculture. The bulk of the program’s initial investment is for the plot’s infrastructure—like the fence and water source. The techniques that Farmers practice, like Zia holes, alley cropping, mulching, etc., do not require much investment. But even if a Master Farmer “fails” or drops out of the program after, say, two years the well and his fruit trees will still be there providing valuable resources for someone. Thus, there is still a measure of sustainability to the project even if the financial investment did not achieve its intended goals.

The Master Farmer program is the answer to my problems; it is a nexus of financial resources, Volunteer knowledge and local motivation that lets farmers experiment and advocate new things without undue risk. I want a Master Farmer of my own. But the program cannot be exactly replicated in Togo; we do not have the necessary resources or infrastructure. It can, however, be a guide for us as Volunteers as to how we should view our service. I am not here, for example, to make change. I am here to help people change, to give them the tools, be it knowledge or funding, to let them change themselves. The Master Farmer program is one unique way that PC Senegal accomplishes this. It is an inspiration to me to figure out a way to do the same here. ■

Daniel Goshorn-Maroney

## The Shadow of Others

### Living in the legacy of other Peace Corps Volunteers



By Powers Loop | EAFS PCV

So here we are, the new 39 Volunteers, experiencing our new homes for the first time and frantically trying to figure out what to do with ourselves and what it means to be a Volunteer here at all. The fact that we are the 50th group to come through only highlights the fact that we are living in the shadow of a Volunteer tradition that we do not really understand yet. We are, in fact, still a part of the process of Peace Corps Togo’s growth as the program evolves and continues to adapt itself to the current needs of the Togolese. It seems, however, that we must at the same time figure out how we fit into the legacy of past Volunteers and their work. This is something of a strange, unexpected aspect of the work here, and certainly

is not something I was expecting to deal with as I was back in Alabama envisioning my life here.

We are often instructed during Pre-Service Training (PST) that infrastructure is not the ultimate goal of our service even though that is what people ask for. We are supposed to be here as facilitators of development. So when I first arrived in village I was surprised when some of the first things I was shown were the wells and pumps built by the two previous volunteers in 2001 and 2006. This was enough to make me worry that coming here and not building anything was equivalent to coming here empty-handed.

It has taken a few weeks, but I am starting to realize that the shadow I work under left by the other Volunteers really does not exist in the infrastructure, but in the people of my village's memories. The wells and pumps are just easier to see. Yes, my neighbor loves his grafted mangoes that a Volunteer taught him how to grow, but what he remembers best is how my predecessor used to come over every day to help make local food and share a meal with the family. The last Volunteer left in 2008 and the one before in 2001, but still I am stopped on the road by someone who has been trying to get a letter to one of them for the past four or ten years (depending), asking for my help to figure out the postal system. I think it is a grander shadow we all live and work in than we can realize, but at least it is not so much an ominous shadow as a comfortable shade. I guess when they say Peace Corps Volunteers (PCVs) plant seeds for trees they will never sit under, the meaning also comes out metaphorically for the hospitality they leave behind.

Today we, the current Volunteers, are working to at least match up to our predecessors and perhaps even surpass

“  
*I think it is a grander shadow we all live and work in than we can realize, but at least it is not so much an ominous shadow as a comfortable shade.*”

their technical achievements as more and more becomes available to us technologically. I think the previous Volunteers would like that—to be outdone—as I would like to see the next crop outdo the work I will do here. For the moment, we are here to make that next step in development,

to build off what the work of the past 50 years has achieved. However, in doing so we must mature and evolve our conception of what it means to be a PCV here in Togo.

For example, in my first week at post I discovered that basically every



technical skill I had learned during PST (and even some I had not) were already present and being practiced by some farmers in my village in one form or another. The previous Volunteers introduced it all—from rabbit husbandry to grafting to Moringa to composting. The knowledge I had to give was already sparsely spread out through the community. I am

embarrassed to say this, but when I found all this out my initial reaction was to experience a pang of jealousy. It was as if my opportunity to bring new beneficial farming techniques to people who needed them had been squashed or stolen. I am not here, I have discovered, to be some sort of modern age Prometheus of agroforestry. My identity as a Volunteer should and must adapt to the work environment I am presented so that I am able to build off the work done in the past.

What I am trying to get at is, now that we live in the shade of the past 50 years, what we might need is a re-evaluation of the image of the Volunteer here. Togo is too small for every Volunteer to be the first American to visit their village. Our romantic ideas about life here

should not necessarily be thrown, but maybe just packed away into a box in the corner. Affecting honest change can often involve an ego-sacrifice; our challenge here is to figure out how to be both innovative/idealistic while fitting ourselves collaboratively into the ongoing project framework of Peace Corps Togo. This is something of a trick and there is no one way to make it work, but that is what keeps it interesting here—we all have our unique roles to play.

*“It is better to strive in one’s own dharma than to succeed in the dharma of another. Nothing is ever lost in following one’s own dharma, but competition in another’s dharma breeds fear and insecurity.”*

Sloka 35, ‘Selfless Sacrifice’,  
*The Bhagavad Gita* ■

## Food Security Community Assessment

### A survey not only for environment Volunteers



By Samantha McCullough | CHAP PCV

**F**ood security and a new survey In Togo, food security is as much a high priority as malaria. It is no eye-opener to most that food is life, especially since agriculture is the primary occupation of the population. What does this mean? Every Volunteer from every sector works with at least one farmer, perhaps more. It is inevitable, and it is unavoidable. Yet Peace Corps Volunteers (PCVs) who do not play a role in the Environmental Action and Food Security (EAFS) program oftentimes rely on members of the newly named Food Security Task Force (FSTF) for pertinent information on the subject. To be perfectly honest, I did not even know the meaning of food security until Swear-In. Well my friends, times are a-changing and it starts with a food security community assessment.

Among the many points discussed at the Food Security Summit this past July in The Gambia, trainings and data collection were labeled as matters of the utmost importance. It is common knowledge that EAFS Volunteers are more heavily trained in food security techniques than Volunteers from other sectors. This must change. Togo and seven other countries in the West African Food Security Partnership aspire to make training sessions more applicable to PCVs from every sector. Similar to the community assessment new PCVs complete within the first three months at post, PCVs will also complete a food security survey.

Why another survey?! Why even a community assessment? Just like moving to a new city in America, we need time to examine our surroundings, review restaurants, bars and other attractions. In Togo, we have three months to assess the status of our communities. Three months! More specifically, three months to evaluate which projects will improve and strengthen such communities. These surveys are also essential for PCV trainers and program directors to properly organize informative sessions,

e.g. agriculture-related techniques such as solar drying and improved cook stoves.

#### All for one, one for all

Each sector in Peace Corps Togo is fit with work descriptors; moreover, goals and objectives to assist a PCV in carrying out the job to which he or she is assigned. Sure enough, no sectors'



Beekeeping in The Gambia.

framework is alike, yet administration encourages us to cross collaborate. Why is this? Why shouldn't EAFS Volunteers focus exclusively on food security and health Volunteers center on malaria and family planning?

Let's all take a step back. Picture the 2012 Summer Olympics in London, England. How many countries participated in the event? How many flags hung from the Olympic stadium? How many ethnicities? How many male athletes? Female athletes? Now imagine this, only two countries qualify for the 2016 Summer Olympics. Would you still watch it? Doubtful. There is no competitive drive! Admit it, boredom would find you faster than Jamaican sprinter Usain Bolt would cross the finish line. Sure we have our

celebrity athletes like Michael Phelps and the Williams sisters, but above any one athlete, diversity lights up the stadium. Americans do not carry their own personal flags when they win medals; they carry the American flag, representing one team.

With this in mind, how do the Olympics correlate with Peace Corps Togo? Why should we, as PCVs, cross collaborate? Without a doubt, collaboration leads to success and support leads to success. Imagine the knowledge we may attain if PCVs from every sector complete this assessment. Imagine how this may strengthen food security in Togo!

So, health Volunteers set aside your wooden penis; business Volunteers stow away your calculators; and education Volunteers hide your teaching manuals! Join environment Volunteers and members of the FSTF in the fight against food insecurities. Togo needs you, all of you!

#### More on the assessment

Like the community assessment, FSTF asks you to submit the assessment at your first In-Service Training. Submission of this survey is imperative for it provides trainers the opportunity to design activities appropriate to the needs of communities for the subsequent IST with Togolese counterparts.

If you have any questions, comments or concerns, do not hesitate to contact any FSTF representative (Katy Todd, Justin Carter, Katie Kibler, Rad Fraasa, NaffiConteh, Veronica Mazariegos, Samantha McCullough, or Benjamin Bogardus). ■

Samantha McCullough

## The Future is Now!

### Cashews are growing faster than expected



By Lydia Grate | SED PCV

Projections made for the “tomorrow” of the African cashew industry are being attained today. African farmers have more than doubled production of raw cashew nuts over the past ten years and surpassed 1 million metric tons in 2011, based on the ISS/Fitzpatrick and Cook analyses. To celebrate this success and develop this quickly growing industry, the African Cashew Alliance (ACA) organized the world’s largest cashew gathering in Cotonou, Benin.

This “cashew gathering” as it is called, was the 7th annual cashew conference organized by the ACA. The conference was held September 17-21, 2012 and brought together more than 700 individuals from all regions of the world with different cultures, languages and experience in the cashew industry.

Attendees included individual or group farmers, buyers and processors. Top international businesses/organizations represented were Kraft Foods, Ecobank, The West African Trade Hub, Benin Gold (a major cashew producer in the country) and the Economic Community of West African States (more commonly referred to as ECOWAS). Many times, these parties had just the cashew nut in common, but that was enough to bring them together in Cotonou.

Yet not all attendees were ACA members. This 176 member body hails from six continents but remains 77% African. Their vision is for “a globally competitive African cashew industry that benefits the value chain—from farmer to consumer.”

At the conference, ACA members connected with each other and networked

with non-members. An expo was also held for participants to showcase their products/services. This provided an extra opportunity to learn about specific businesses or organizations and often sample or test their products. Concurrently, industry experts led informational sessions on topics such as: farming and innovation techniques, finance and investments, sustainable ideas and realities, and the future of processing.



lydia grate

No matter the topic, all sessions focused on the potential for the cashew crop in Africa. Based on ACA estimates, six of the world’s top ten producers are African, producing more than 40% of the world’s cashew crops. Moreover, cashews currently provide a source of revenue for more than 10 million farmers on the continent.

Opportunely, cashews provide income during the hungry season when other

crops are not producing. The focus is usually on the raw nuts, but almost every piece of the crop can be utilized or transformed; from the nuts, oils, breads, biscuits, cookies and cashew butter can be created. The fruit portion of the crop (called the cashew apple) can be used to make jams, juices or candies. Even the skin burning oil excreted from the cashews’ exterior coating can be used in paints, insecticides or as a lubricant, though using this substance requires advanced processing.

Although the potential for the cashew industry is great, growth has been hindered by two major factors. According to the ISS/Fitzpatrick analysis, average farm yields remain low—with less than 300-600 kg per hectare. Second, cashew prices have been unstable from year to year.

However, the work of Peace Corps Volunteers (PCVs) can provide solutions. Cashew season comes between February and March in Togo,

and Volunteers can work with farmers to conserve their harvests through transformation. Helping them turn the nuts into cashew butter or the cashew apple into juice are simple ways to start.

PCVs can also help by noting the best quality and highest producing trees. This information can be used to graft new trees and thus create sustainability. Once the season finishes, PCVs can then advise farmers on composting, intercropping

and tree spacing. Often, too many trees are planted together to “save” farm space, but this actually results in lower yields. Instead, intercropping with corn, soy, peanuts, yams, pineapple or sorghum creates better crops for all plants.

The ultimate goal for many high producing farmers is to export their raw nuts or products. While not an easy task, ACA estimates show that producing and shelling cashews locally lowers prices and can reduce carbon emissions by 700%.

Farmers ready to take this step might want to consider ACA membership. For small farmer groups registered in Africa, the basic fee is \$200 USD. This membership comes with weekly updates on cashew price information, access to restricted publications and reports (investment guides and information from equipment and service providers), access to ACA member company profiles and discounted conference prices. One of the greatest benefits is being a part of an active body which can together leverage buyers and the government. The ACA is just

one of the opportunities available to cashew farmers, but they should of course start locally.

PCVs can intervene at any level, but one of the easiest ways to support farmers is by being a customer. Try some of the aforementioned transformation techniques at home, or just enjoy the raw cashew nut or apple. Take some advice from one of the session speakers, Carol O’Neil, “the future is now...don’t wait for tomorrow.”

To learn about the conference or ACA, visit [www.africancashewalliance.com](http://www.africancashewalliance.com). For copies of session slideshows, detailed cashew documents, videos, instructional guides or information about a similar Volunteer organized cashew conference in Ghana (scheduled for February 2013), contact PCV Lydia Grate. ■

Lydia Grate

## Aklala's Journey to the United States

### Togo business invited to participate in African Women's Entrepreneurship Program

By Gracie Magruder | SED PCV



Over the summer, Chantal Donvide, founder and creator of Aklala Batik, had the opportunity to journey from Kpalime, Togo to the United States through the International Visitor Leadership Program with the US Department of State.

Other Volunteers are probably familiar with Chantal and her business; she has worked with Peace Corps (PC) for several years and most recently designed both the PC 50th Anniversary and PC Togo commemorative batik.

Chantal was selected as one of Togo’s emerging woman-owned and operated businesses by the American Embassy in Lomé via the sponsorship and encouragement of Returned Peace Corps Volunteer, Ashley Lewis (2010-2012).

The Bureau of Educational and Cultural Affairs within the US Department of State coordinates several International Visitor Leadership Programs throughout the year, including the African Women’s Entrepreneurship Program (AWEP). Launched in July 2010, the AWEP helps increase

trade both regionally and to American markets through the African Growth and Opportunity Act (AGOA). The exchanges are tailored to introduce delegates to business leaders, policymakers, companies, industry associations, multilateral development and non-profit organizations that advocate for women’s economic opportunities.

The exchange program lasted three weeks, spanning from June 2-24, 2012, during which time participants visited New York City, Washington, DC; Cincinnati, Ohio; and a

fourth city depending on their product sector and industry.

The group included 47 women from 38 countries across Africa and who work in several industries including textiles, batik and leather designers, tailors and interior decorators. Additionally there were food producers that work with cashews, peanuts, fish, pineapples, exotic fruits, juices, jams and coffee as

well as businesses which transform natural products into nutraceuticals and cosmetics.



chantal donvide

Throughout the trip and during the second week of the exchange, groups were split based on their product sector to allow for a more specialized experience based on the diverse group of interests.

While Chantal and other women working in textiles visited Los Angeles, California, producers of fruit juice and jams visited the agricultural hubs of San Francisco and Sacramento, California. Those businesses working with livestock, coffee, shea butter and fish visited the coffee and seafood epicenter of Seattle, Washington.

The group of women also met with an incredible list of businesses, non-governmental organizations and political actors that included:

- Anthropologie, Macy's, Quadrille Fabrics, Global Table, Indego
- Starbucks, Campbell's Soup, Blue Diamond Nut Company, PepsiCo
- NBC Universal, Capital Communications Group
- US Chamber of Commerce, Millennium Challenge Corporation, White House, Congress, USAID
- ONE Campaign, New York Women's Agenda, Vital Voices Global Partnership

Other meetings included talks with Secretary of State Hillary Clinton, designers Tory Burch and Diane von Furstenburg and visits to the United Nations, AGOA and African Fashion Week in New York City.

During these discussions, the group was given the opportunity to voice what challenges and concerns exist in each individual country for businesses

trying to produce or export their goods.

Chantal hopes to help other Togolese businesses avoid these challenges in the future by creating export co-ops with local artisans.



chantal donvide

Chantal mentions that before this experience, her business had a difficult time exporting products to customers in the United States; because of the high costs of customs duties, she was often forced to send orders through Ghana. Upon her return, the US Commercial Service and representatives at the Embassy helped smooth the way—making sure that the tax-free customs policies

As the Small Enterprise and Development program within PC Togo comes to a close this year, it will be important for Volunteers across all of our remaining sectors to help carry on the work of past Volunteers.

Building sustainable economies is a critical part of development work anywhere and Peace Corps Volunteers (PCVs) can have a lot of impact helping to encourage socially responsible and environmentally conscious businesses, no matter their assignment area.

Additionally, PCVs should continue to work closely with diplomatic counterparts at the US Embassy in order to create synergy amongst the two agencies and to maximize results through an effort of joint collaboration.



chantal donvide

US Department of State, Bureau of Education and Cultural Affairs (ECA): <http://exchanges.state.gov/ivlp>.

If you are interested in purchasing batik or products from the PC 50th or PC Togo line, please contact aklalabatik.togo@gmail.com (new address!),

provided by AGOA were being upheld.

and we will be happy to send you pictures of possible products and examples of our commemorative designs! ■

*“A mon retour, j'ai le courage d'exporter mes produits du Togo vers les Etats Unis sous l'accord AGOA. J'ai exporté un colis de 301 kg sans taxes avec l'étiquette AGOA et j'étais la première personne à le faire au Togo.”*

Gracie Magruder

## Small Enterprise Development Consensus What to pass on



By Alex Anani | SED APCD | Lomé, Maritime

For the last 20 years, Small Enterprise Development (SED) has been an important focal point in the Peace Corps (PC) Togo program. Now, PC Togo turns 50 and the SED project is phasing out. In line with the overall theme of this current issue of *Farm to Market*, the question is, what does SED anticipate to pass on to counterparts and partner organizations?

Earlier this year, when the news came out that the SED project was due to close, a Project Advisory Committee (PAC) gathered and identified a few successful activities they said should continue with counterparts without a SED project. And here comes the list: tradeshows, Village Savings and Loan Associations (VSLAs), Information Technology camps, and this very newsletter, *Farm to Market*. Three months after the PAC meeting, around May 2012, the SED Volunteers' Close of Service (COS) conference released its own assessment of SED. They said "projects that worked" included the following: VSLAs; working with artisans (artisanal consulting, trade shows); income generating activities and basic business skills training with women's groups; non-governmental organization workshop that engaged Volunteer counterparts; and teaching basic information and communication technology skills.

The consensus about what works for the SED project and about what should continue after the project is terminated cannot be clearer. In addition, the

Volunteers at the COS conference and the PAC have recommendations for both PC and host country partner organizations. The Volunteers advised that PC create transition "plans/guides" for departing Volunteers and for departing programs. They also argued that typical Togolese medium size businesses (including banks and telecommunication companies) need training as well, not just small businesses. On another account, the Volunteers emphasized the funding needs of start-up businesses and for that reason suggested that funding sources or mechanisms be created to serve this purpose.

The PAC on the other hand suggested among other things that the artisanal trade show be continued. They indicated, very specifically, that interested and talented local partners be found to help implement future trade shows. In the same vein, they

thought artisans should connect to different tradeshow opportunities in Togo and elsewhere. Besides, they acknowledged the specificity of the PC trade show which typically, they said, promotes individual and very small entrepreneurs. Going further, the committee agreed that an agriculture small business fair be started similar to the current artisans' craft air. This

particular agriculture fair, it was said, could concentrate on farming techniques, processing, packaging and product diversification, among other things.

In my view, what this emphasis on trade fairs highlights is the need for increased access to market. This is exactly what the revised SED project framework described. Namely, it was recommended that the SED project center attention on such goals as business management, capacity building and increased access to market. The objectives to pursue under these goals read as follows: entrepreneurial skills (creation of new businesses), improved business practices, value addition, production or product development, and trade shows.

It is safe to argue that the road ahead for SED, as viewed by all stakeholders, suffers no dispute. The soon to come SED project phase out meeting will put elements of these learned lessons and recommendations on its agenda. The challenge, clearly, for host country nationals is to carry on with SED without small business Peace Corps Volunteers and do so successfully. This particular state of affairs is a welcome challenge, one would agree. As one Volunteer who participated in the PAC meeting said, with which I fully agree, "the closing of SED generates a helpful sense of urgency." ■

Alex Anani



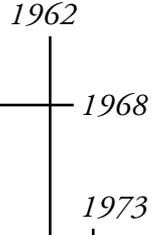
An artisan is interviewed by local media at the PC trade show in 2011.

# A Look at the Past



andy berman

Students from math classes at College Chaminade in Lama-Kara, Togo, 1968 with PCV Andy Berman.



steven barrigar

Danyi Plateau, Togo, 1981. PCV Stephanie Salmon and a Togolese TEFL instructor pose for a photo during staging.



bert grimm

Taken in 1973 in Kouve, Togo at the work site for the primary school Self-Help Project. PCV Bert Grimm and the Capenters.

"I served as an SBD (Small Business Development) Volunteer from 2003 to 2005. My post was in Assahoun, Avé prefecture in the Maritime region, approximately midway on the Lomé-Kpalimé road. When I was interning in Lagos in 2008, I was able to return to Assahoun and see many of my family and friends. It was really special for me.

As for my work, I had three main projects. First, I completed a market study of my village whereby I interviewed small business owners to assess the larger needs of the business community. I interviewed 100 business owners and it took quite a bit longer than I expected. From the interviews, I prepared a one-page analysis that I distributed to the business community. I also held several meetings to discuss the community's reaction to the findings and then broadcasted a summary of these meetings on the local radio station. Second, I completed the pilot program for Junior Achievement, teaching economics and business to high school students. Finally, I individually consulted with several small business owners in Assahoun. I also helped organize and participated in the first two AIDS Rides in the Maritime region. I think the most lasting effect from my service was the Junior Achievement course that I taught.

Overall, I deeply enjoyed my service in the Peace Corps as well as the fellow Volunteers with whom I served. It was a transformative experience for me and I would do it all over again in a heartbeat. After Peace Corps, I worked for the International Rescue Committee in San Diego and then received my M.B.A. from the Thunderbird School of Global Management in Arizona. I am now living in the Bay Area and have transitioned to the private sector. Enjoy your service and all the best to you in Togo!"

"I served in Affem Kabye, Tchamba prefecture, Central region, Togo, 1995 to 1998.



My project was called "Safe Motherhood and Child Survival" and included health education on all the topics you would expect in Togo: HIV, family planning, contraception, condom use, malaria, mosquito nets, diarrhea, vaccination, safe water, hygiene/sanitation, dehydration, the importance of using health services such as antenatal care and delivery at health facility.



sara holtz

My Peace Corps experience was life changing. I feel very fortunate to have had the experience to live and work with some amazing Togolese people who had very little and gave me so much. I proudly participated in the 50th anniversary parade last year and also in the day of advocacy on Capitol Hill. I spread the word about Peace Corps and about the culture, people, and life of the Togolese by giving presentations to schools, scout troops, women's groups, and other groups in my community."

Sara Holtz – Affem Kabye, Centrale (CHAP 1995-1998)



william vu

Savanes PCVs participate in a "moringa ride" in 2009 to educate Togolese about the benefits of the nutritious plant.

Matthew Trakimas – Assahoun, Maritime (SBD 2003-2005)

# Du champ au marché

## La culture de cajous Le conseil pour la meilleure récolte



Par Lydia Grate | SED PCV

**L**a 7e Conférence de l'Alliance Africaine pour le Cajou ou ACA a eu lieu à Cotonou du 17 au 20 Septembre 2012. C'était une opportunité pour les producteurs, paysans, et acheteurs internationaux de se retrouver et d'échanger leurs idées sur le cajou.

Présentement, la puissance du cajou en Afrique est grande. L'ACA a remarqué que les six plus grands producteurs de cajou du monde sont Africains. Plus de 40% de cajou du monde vient de l'Afrique.

Pour tirer cette puissance et pour l'amélioration à l'avenir, pendant la conférence, les participants ont eu la chance de suivre quelques séances données par les experts de l'industrie. Ils ont discuté de beaucoup de choses, surtout ils avaient réfléchi à comment améliorer le cajou chez les paysans.

Pour la meilleure récolte, c'est très important de bien faire du début jusqu'à la fin. Voici quelques conseils de l'organisation Red River Foods, qui peuvent vous guider:

### Préparation de la terre

- Enlever tout les arbres à côté qui sont plus grands. L'anacardier n'aime pas l'ombre.
- Il ne faut pas les brûler. Ça cause l'érosion et la perte de fertilité de la terre.

### Les endroits où planter

- Choisir la terre bien riche et profonde.
- Evitez les endroits avec trop de roches et où l'eau coule.
- Au lieu de laisser les arbres du cajou seuls, essayez de les mélanger parmi les autres plantes comme le maïs, le sorgho, les ignames, les poivrons, les ananas, ou les arachides.

- Donner entre 10-12 mètres entre chaque arbre pour 70-100 arbres par hectare.

### Planter

- Planter les graines ou pépinières au début de la saison pluvieuse pour moins de chances de mort.
- Transplanter les pépinières entre avril et mai au sud et entre juin et juillet au nord.
- Planter deux graines avec 15 cm de séparation et une profondeur de 3-5 cm.
- Enlever les plus petits après deux mois.

fabrication du jus, des confitures, ou des bonbons. Avec les noix, vous pouvez faire la pâte (comme d'arachide), dans les pains ou des gâteaux.

Après la récolte, les fruits ne peuvent pas se conserver plus de 24 heures si les noix sont enlevées. Elles se fermentent vite aussi, mais vous pouvez en retarder le processus si vous les mettez dans un frigo.

Les noix sont bien mures lorsqu'elles tombent par terre. Il faut les ramasser



### Comment tailler l'arbre

- Commencer au début de la saison pluvieuse après une année.
- Tailler jusqu'à ce que toutes les branches latérales soient remontées à une hauteur d'un mètre

sous l'arbre et les sécher à l'ombre pour trois à quatre jours. Tournez fréquemment pour s'assurer qu'elles sont bien sèches.

Si vous avez des questions, il ne faut pas hésiter à contacter GRATE Lydia. Bonne chance ! ■

GRATE Lydia

# la sécurité alimentaire

## Bon travail!

Les Volontaires font un travail remarquable pour promouvoir la sécurité alimentaire au Togo.

### Volontaire : HOBBS Cameron (CHAP)

Cameron a commencé un élevage de poulets! Son activité est la gestion d'une entreprise rentable pour la production d'œufs tout en offrant un centre de formation de la population sur les techniques d'élevage domestique. Le projet commence avec un budget pour soutenir 120 couches et en utilisant une installation donnée par un membre respecté de la communauté. Chaque mois, une formation technique sera offerte par un homologue togolais qui mettra en évidence les besoins particuliers de la couche pendant chaque étape de développement. Le projet permettra de commencer à utiliser les aliments achetés mais vise à la transition vers sa propre production ainsi que d'élargir le nombre de poulets détenus par la ferme. Bon travail, Cameron !

### Volontaire : MCGINN Connor (SED)

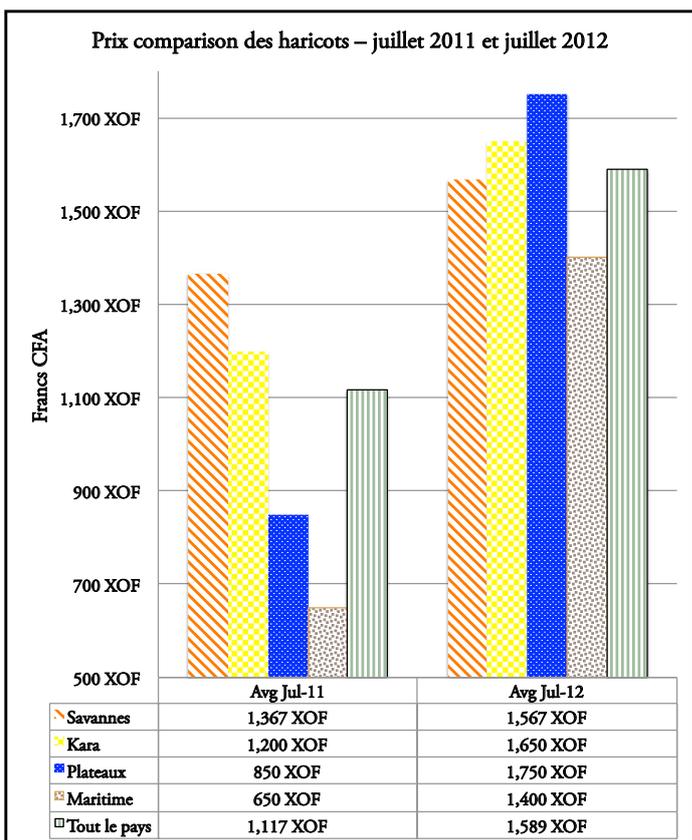
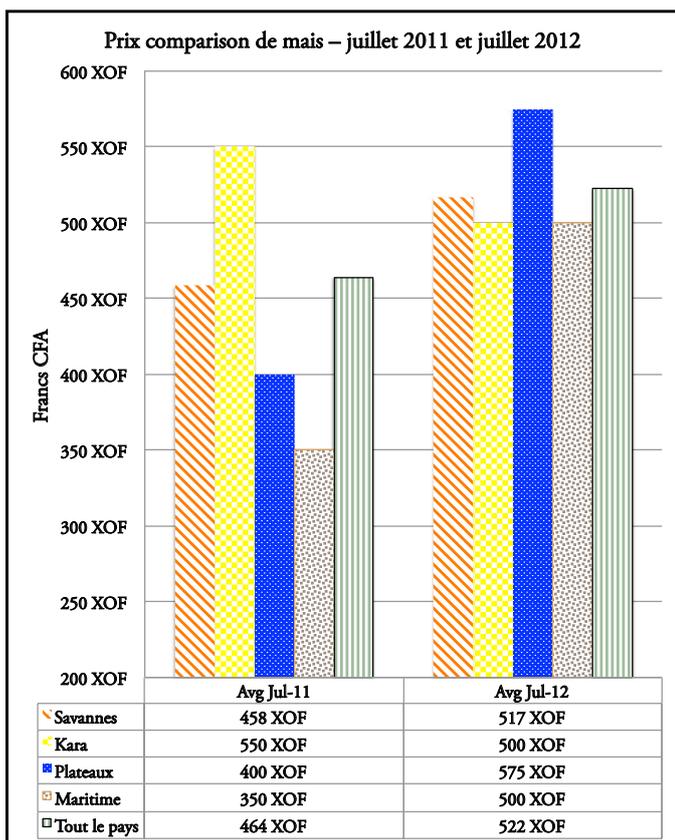
Connor a demandé le financement de WAFSP (Programme Ouest Africain de Sécurité Alimentaire) afin d'organiser deux stages de week-end dans l'agriculture et les pratiques commerciales. Les formations seront dispensées à neuf groupements de producteurs de riz d'environ quarante-cinq femmes. Son homologue et son ONG, COOREP, ainsi que deux professionnels de Lomé l'aident à faciliter le projet. Le premier week-end de formation mettra l'accent sur l'amélioration des techniques agricoles: semences améliorées, l'importance des variétés améliorées de riz, les avantages financiers de meilleures pratiques agricoles, l'utilisation des engrais, etc. Le deuxième week-end sera consacré à une formation de base en gestion de petite entreprise: vente de produits, investir dans des produits, plans d'affaires, la comptabilité de base, le marketing de base et les activités génératrices de revenu pour générer un revenu hors saison. Bon travail, Connor !

## L'indice de prix du marché

Les prix des maïs et des haricots ont augmenté de Juillet 2011 à 2012. Ci-dessous, vous pouvez voir une comparaison régionale entre les deux ans. Les agriculteurs peuvent utiliser l'indice de prix du marché pour planifier leurs champs pour la prochaine année et aider les gens à savoir quand acheter et quand vendre le stockage.



Si vous avez des questions au sujet de la collection des prix du marché de le Food Security Task Force ou si vous souhaitez plus d'informations données, s'il vous plaît contactez TODD Katy.





## La gestion à la ferme

Publiée initialement dans mars 2009



Par ZECH Angela | SED PCV | Plateaux

**N**'importe quelle activité qui soit entreprise et qui vous rapporte des bénéfices demande la bonne gestion pour réussir—y compris la culture de vos champs.

Le budget—une liste des revenus et des dépenses—est un outil qui peut être appliqué à n'importe quelle activité à gérer. On utilise le budget pour planifier mieux l'avenir et de cette façon, éviter les difficultés. Si vous entreprenez les champs pour que la famille puisse bénéficier de la récolte même ou de la vente de cette récolte, le rendement profitera de la bonne gestion et l'usage du budget.

Au commerce, contrôler l'opération des affaires. Quelques autres outils de comptabilité soutiennent ces opérations. Par exemple, les fiches de stock vous aident à mieux gérer les moments de surabondance et de pénurie. Avec la famille, il est

aider chaque individu—y compris les cultivateurs. Quelle que soit la superficie de votre champ et les types de cultures, vous pouvez suivre un budget pour assurer vos besoins familiaux ou financiers.

Le Professeur Kent D. Olson\* écrit dans son manuel scolaire qu'il faut considérer chaque activité de culture comme une entreprise individuelle.

Chaque entreprise demande son propre budget. Par exemple, un homme cultive les plantes de café sous l'ombrage parce que les grains verts peuvent exiger un prix supérieur au marché. Il peut choisir l'arbre *Albizia lebbek* à donner l'ombrage à ses plantes de café car cette espèce enrichit le sol et il peut vendre le bois des vieux. Pourtant, chaque activité a

comme un commerce non-agricole, votre argent de poche, et les demandes quotidiennes de votre famille.

En traitant telle activité comme un petit commerce, prenez une feuille de papier à vous servir comme votre budget de champs. Suivant toujours les principes budgétaires, commencez

### EXEMPLE 1 : Livre-journal

Date	Commentaire	Entrée	Sortie	Solde (CFA)
1/10/12	Vente de stock	50.000CFA		50.000CFA
5/10/12	Achat des grains		10.000CFA	40.000CFA

en définissant la période de temps. Je suggère de considérer la période allant de la plantation à la récolte. Peut-être vous voudriez inclure aussi le temps pour garder et vendre le stock.

Ensuite, écrivez le budget prévu. Faites une liste de toutes les dépenses nécessaires pendant cette période de

temps : achats des grains ou engrais, nouvel équipement, transport de matériel et de récolte, coûts de stockage, etc. Afin de prévoir le revenu potentiel, estimez le rendement de la récolte. Essayez de déterminer combien vous voudriez vendre immédiatement et combien vous voudriez stocker. Parlez avec les grands acheteurs et les autres cultivateurs pour deviner les prix au marché cette année.

Notez bien les besoins familiaux. Si une partie du rendement sera consommée par votre famille, on la considère comme un coût d'opportunité. C'est-à-dire que vous décidez de consommer votre produit au lieu de prendre

### EXEMPLE 2 : Budget ménager

Revenu			Dépenses		
	Prévu	Effectif		Prévu	Effectif
Salaires			Champs		
Vente de surplus			Nourriture		
Prêt			Logement		
AGRs			Habillement		
			Santé		
TOTAL			TOTAL		

souhaitable de commencer un budget pour voir si vous avez assez d'argent pour les dépenses nécessaires ou si vous devez diminuer les dépenses non nécessaires.

C'est à dire que le budget n'est pas seulement un outil pour les directeurs ou les entrepreneurs. Le budget peut

son propre budget : Un budget pour la culture et vente du café vert et un budget pour la vente de bois.

Donc, gardez une caisse d'argent unique pour chaque activité de vos champs. Surtout, cette caisse de champs doit rester séparé des autres activités qui demandent l'argent

### Catégories de Dépenses

#### Besoins Alimentaires :

- Provisions
- Restaurants
- Boissons

#### Logement :

- Loyer
- Electricité
- Eau
- Portable/Crédit
- Satellite
- Ramassage d'ordures
- Entretien/Réparations
- Ustensiles de cuisine

#### Transport :

- Frais de taxi/Moto
- Véhicule
- Pétrole
- Entretien
- Médical :
- Hôpital/Clinique
- Médicaments

#### Epargne :

- Mettre de l'argent de côté dans un compte d'épargne
- Divertissements :
- Concerts/Spectacles
- Fêtes
- DVD

#### Autres Dépenses :

- Vêtements
- Courrier
- Imprévues

### Sources de Revenu

- Salaire
- Allocations
- Activité génératrice de revenu
- Main d'œuvre
- Champs (biens apportés directement au marché)
- Vente de stockage
- Vente de bêtes
- Propriété (vente ou loyer)
- Prêt de microfinance
- Cadeaux

l'occasion pour le vendre et gagner le revenu. Calculez le coût des besoins familiaux selon le prix prévu de vente.

En regardant la liste prévue des dépenses, considérez vos ressources pour financer cette activité. Utiliserez-vous une somme d'argent déjà épargnée ? Faut-il demander un prêt à une institution de crédit, comme une banque ou une caisse de microfinance ? S'il faut demander un prêt pour entreprendre cette activité, ajoutez les paiements d'intérêt à la liste des dépenses dans votre budget.

Comparez le total du revenu prévu avec le total des dépenses prévues. Calculez les bénéfices potentiels en soustrayant le total de dépenses du total des revenus. Est-ce que le revenu suffit pour couvrir les dépenses nécessaires ? Après avoir couvert les dépenses, y aura-t-il assez de revenu pour satisfaire vos besoins ? Si la réponse aux deux questions est « Oui ! », allez et mettez le budget en action.

peuvent vous aider pendant ce temps : le livre-journal et la fiche de stock.

En gardant la caisse d'argent pour cette activité à part de l'autre argent, vous pouvez utiliser un cahier qui vous sert comme livre-journal et noter toutes les entrées et sorties de la caisse dans le cahier. Le livre-journal vous montre comment vous dépensez et gagnez l'argent. Vous pouvez facilement faire une comparaison entre les montants listés dans le livre-journal et ceux dans le budget prévu.

Avec la fiche de stock, vous pouvez utiliser les mêmes principes pour suivre le rendement de vos champs. Quand vous faites une récolte, notez la quantité comme une entrée au stock—même si vous voulez la vendre immédiatement. Quand vous faites la vente, notez la quantité comme une sortie de stock. Si vous voulez, notez le prix de vente aussi. Cette information vous aidera à faire les estimations pour l'année suivante.

À la fin de la période définie, notez toutes les sommes effectives à côté des sommes prévues sur votre budget. Faites encore une comparaison entre les totaux de dépenses et de revenu. Avez-vous gagné comme vous espériez ? Si non, cherchez les différences dans chaque catégorie de dépense et de revenu. Essayez de faire mieux la prochaine fois. Vous pouvez toujours améliorer vos estimations afin de vous aider à éviter les pertes.

Si vos champs vous servent seulement comme une source de nourriture pour la famille, vous pouvez suivre un modèle de budget qui est plus simple. Ajoutez les coûts nécessaires à maintenir vos champs à votre budget ménager. Les biens de vos champs peuvent diminuer les dépenses de la nourriture. D'ailleurs, vous pouvez vendre le surplus de vos champs et noter la vente au revenu de la maison.

Souvenez-vous bien que le budget ne vous sert que de guide. C'est à vous à définir et de suivre votre propre budget. ■

*Si vous souhaitez soumettre un article pour la prochaine édition ou si vous connaissez quelqu'un qui peut avoir une contribution intéressante à soumettre, s'il vous plaît envoyez un email à [duchampsumarcho@gmail.com](mailto:duchampsumarcho@gmail.com). Le thème est la transformation des aliments.*

Pendant la période d'activité, essayez de suivre le budget que vous avez prévu, mais notez les sommes effectives que vous dépensez et gagnez. Deux outils de comptabilité