

Ben Fowler's slides used when responding to Mike Albu's questions
in the first half of the webinar

Identifying Programs to Study

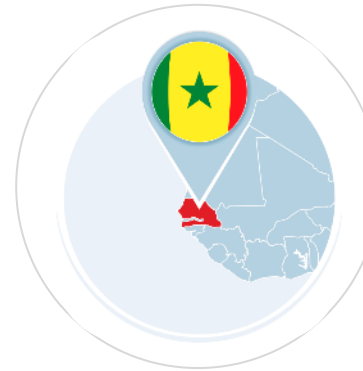
Selected programs in the ex-post series shared these elements:

- ✓ USAID-funded and closed for at least 3 years
- ✓ Had a delay prior to follow-on USAID programming
- ✓ Intentionally sought to facilitate systemic change
- ✓ Had emerging evidence of systemic change at closure

To focus resources, the ex-posts studied specific intervention areas and related systemic changes rather than the entire program.

More information on research methods and lessons learned is [available here](#).

Studies Conducted So Far



Feed the Future Naatal Mbay

Country: Senegal

Period of performance: 2015 to 2019

Study conducted 3.5 years ex-post

Focus intervention area: Integrated Finance Mechanism (IFM)

Related sector: Domestic rice



Feed the Future ADVANCE II

Country: Ghana

Period of performance: 2014 to 2020

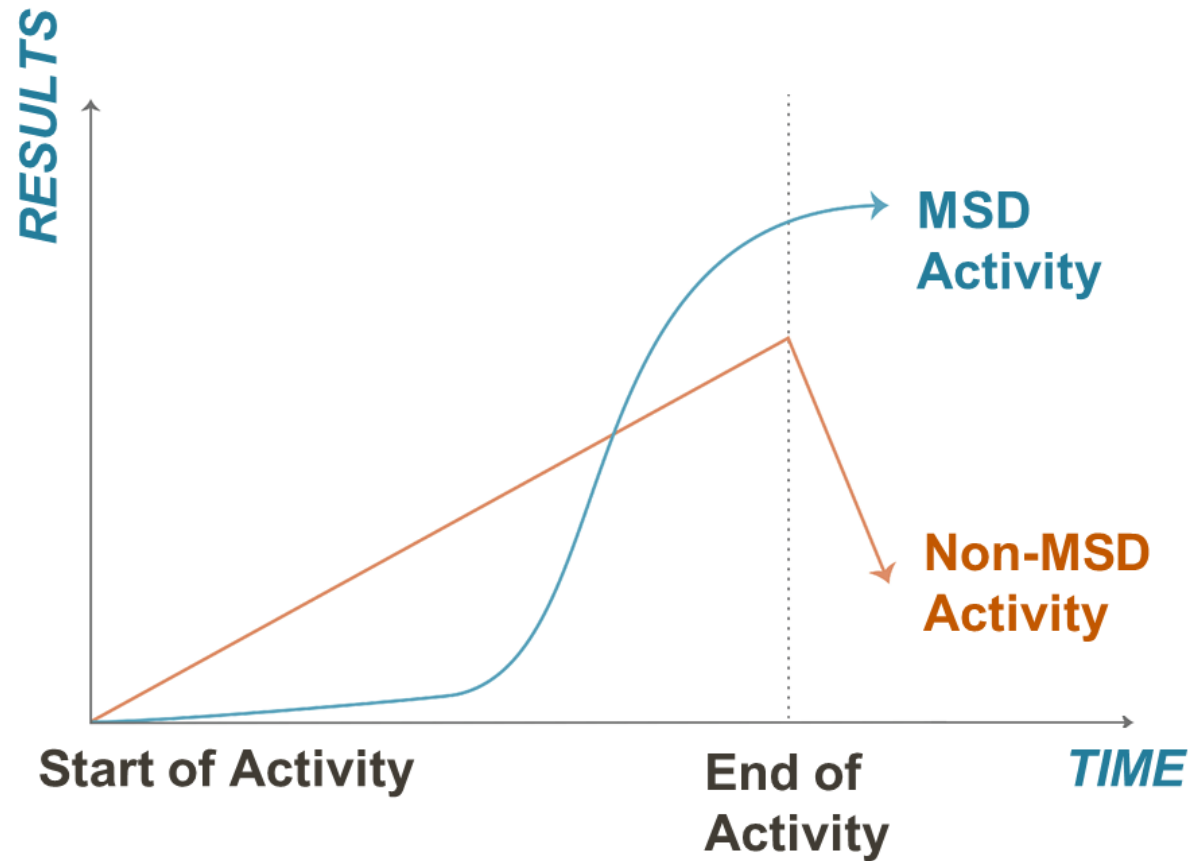
Study conducted 3 years ex-post

Focus intervention area: Outgrower Business Model (OB)

Related sectors: Rice, soybean maize

3 additional studies will be conducted in 2025, and an updated cross-study synthesis published in early 2026.

> The Relevance of Ex-Posts for MSD Programming



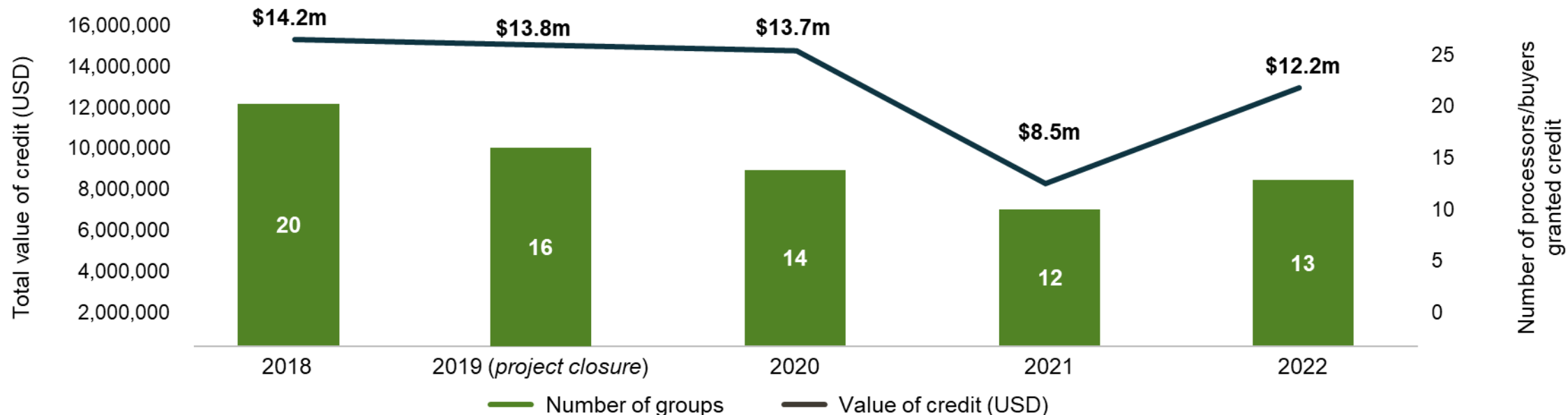
> Ex-Post Evidence for Sustainability of MSD Programming

The study explored whether the business model endured or not and found that it did.

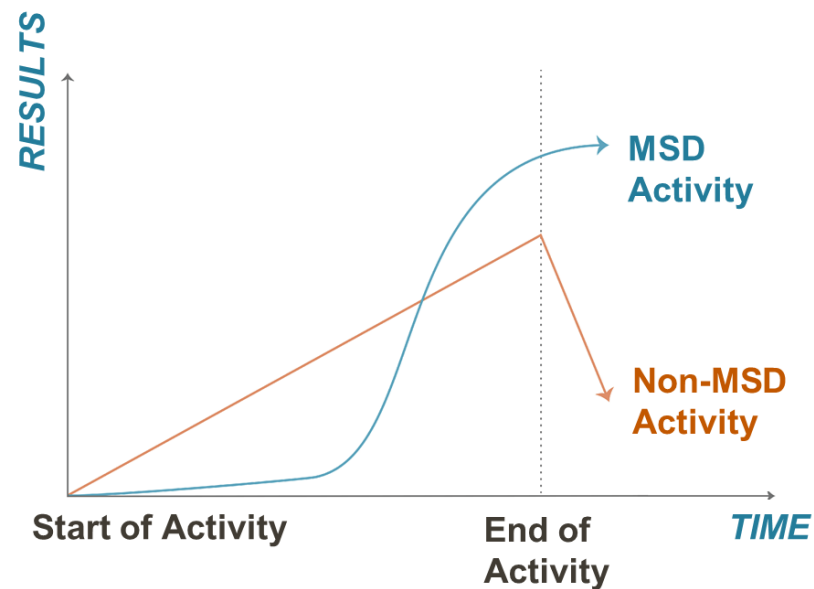
The IFM was developed through significant subsidies for third-party holding agents to begin monitoring rural warehouses. Subsidies gradually declined, reaching 60% in the final year; and post-closure, banks made third-party holding a condition to continue accessing funding.

The IFM proved resilient to COVID-19 following a one-year drop in 2021. Rice processors accessing the IFM were not static. The total value of credit declined, but not by much during COVID-19, and is on the rebound.

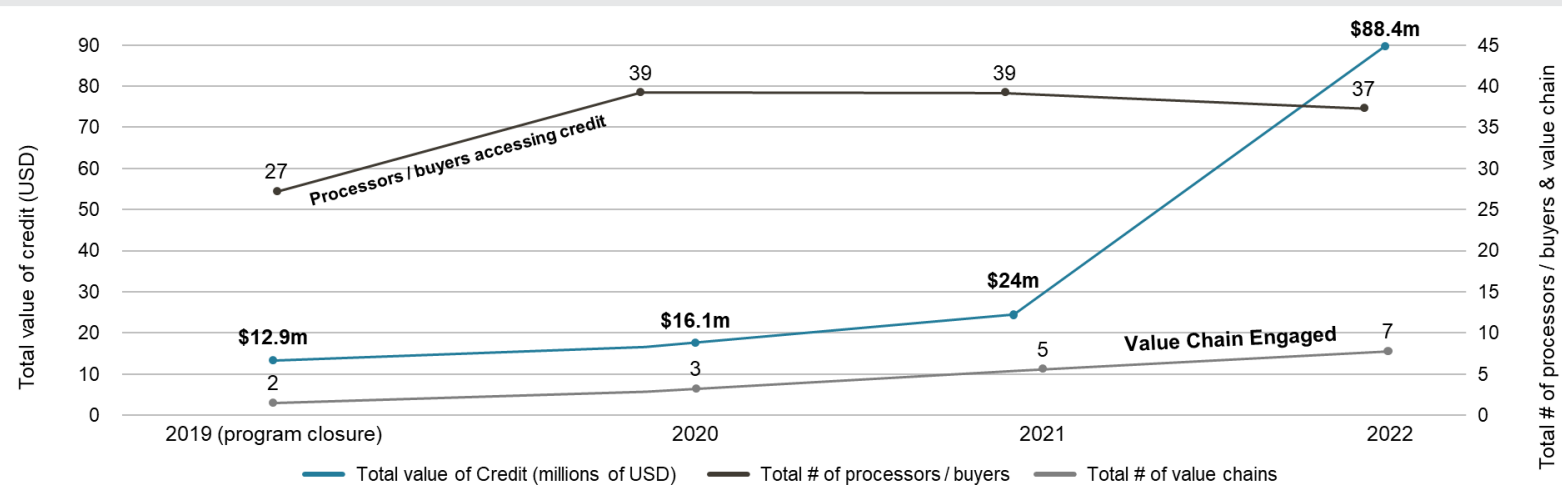
Total value of credit provided to rice processors through the Integrated Financing Model



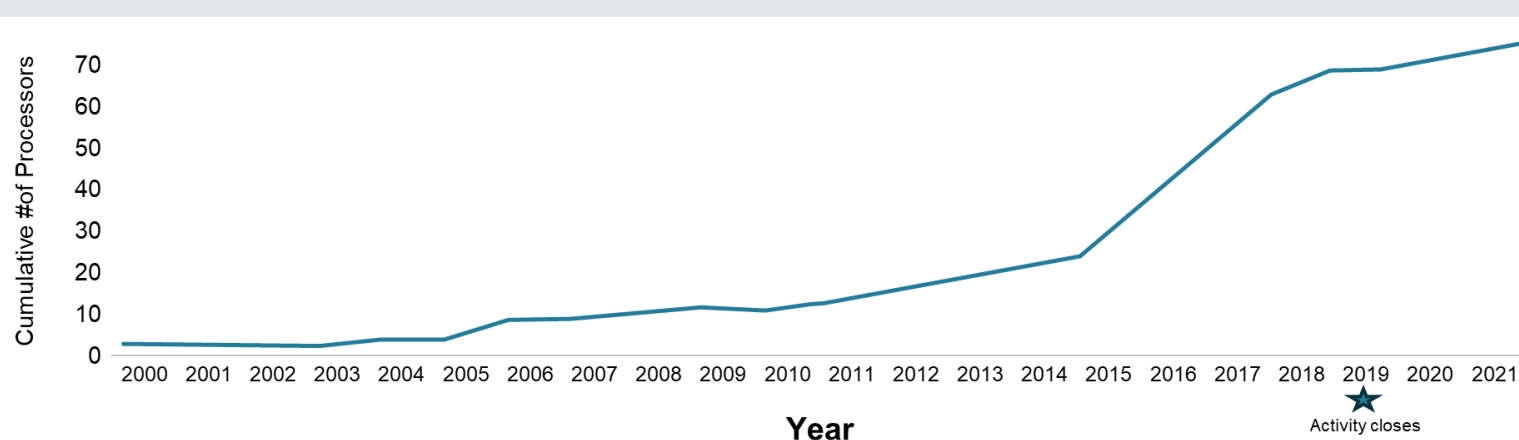
> Ex-Post Evidence for Scalability of MSD Programming



Scalable Growth of Collateralized Finance Following Project Closure



Cumulative # of Processors Launching from 2000-2022



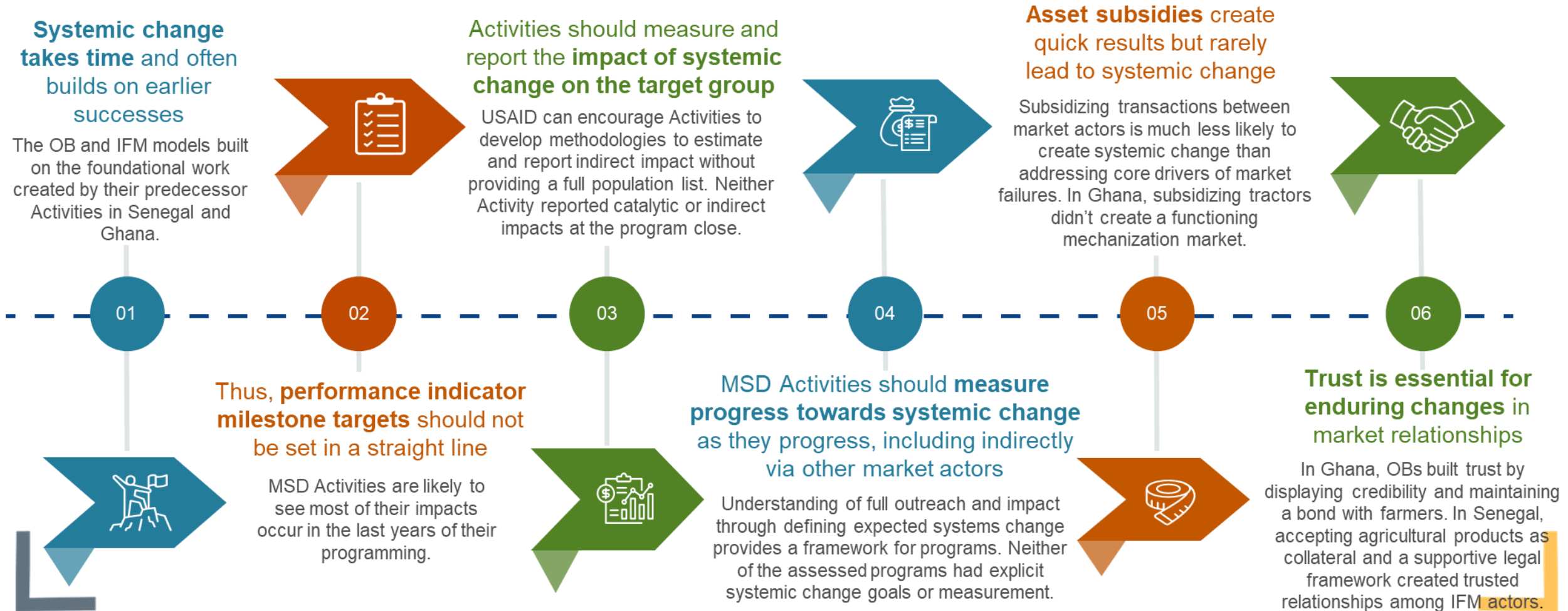
> To Stay Posted on the Ex-Post Series



USAID'S EX-POST STUDY SERIES



> Implications for MSD Programming





Continuation and Growth of Norms

- » In Senegal, collateralizing agricultural commodities to access credit has become an established norm. Urban consumers no longer view Senegalese rice as inferior to imports.

Strength of Normative Changes Since Program Close

Senegal: Inventory lending backed by a third-party holding system has become institutionalized as a norm for agricultural commodity lending

Senegal: Consumers see domestic rice as competitive with imported rice

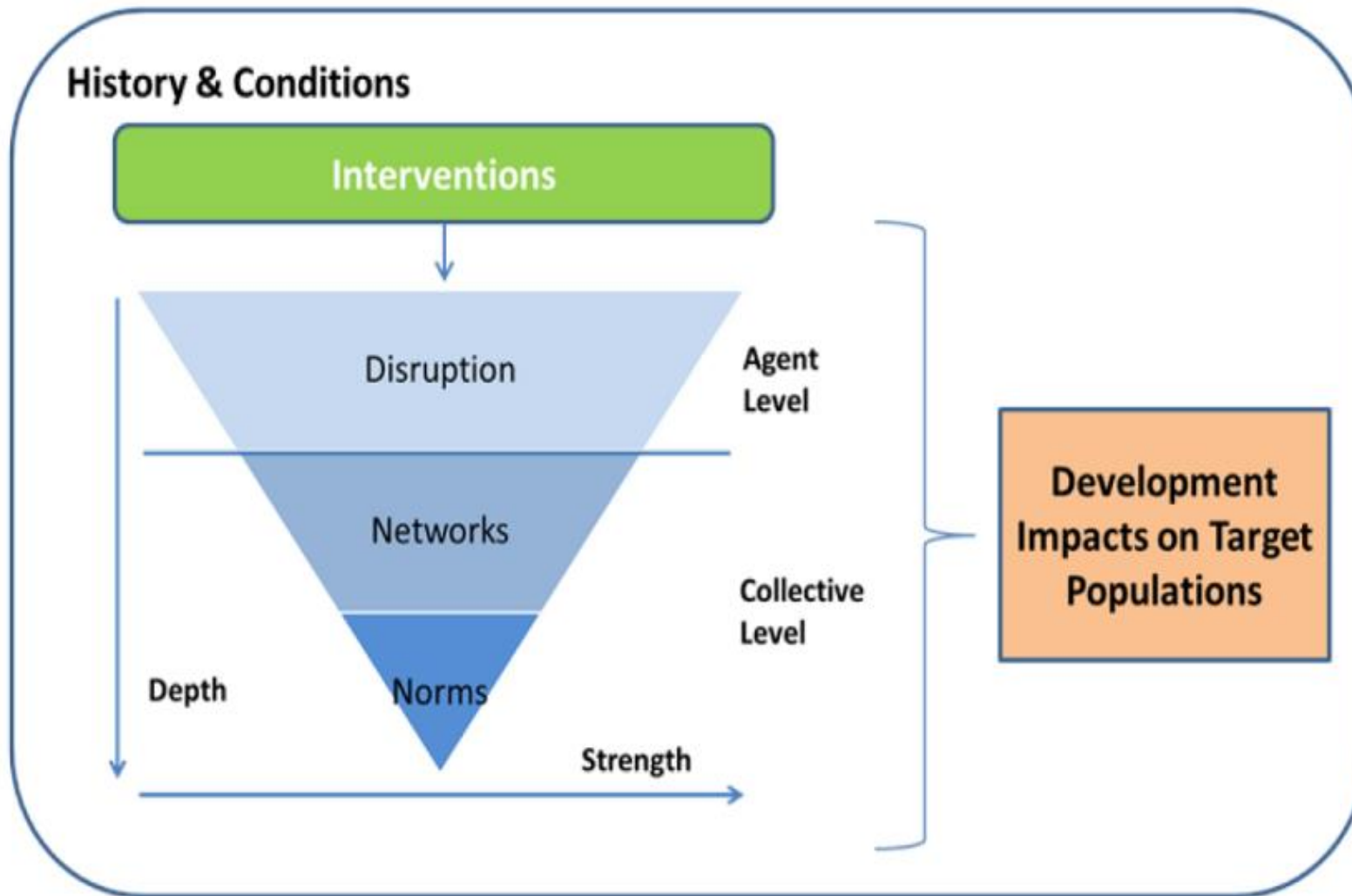
Less Prevalent

Stable

More Prevalent

> Framework for Assessing Systemic Change

Boundaries



Framework for Assessing Systemic Change

Enduring Systemic Changes in Senegal's Rice Sector 3.5 Years After Program Closure

BOUNDARY: RICE SECTOR, SENEGAL

History and Conditions

- Strategic sector with large imports
- Government dominates ag lending & TA
- Large donor investments in storage facilities

Interventions

- Introduce Integrated Finance Mechanism
- Encourage contractual linkages
- Introduce quality standards and information management

Disruption

Networks

Norms

- +++ Replication of the IFM by banks in new regions and crops
- ++ Growing adoption of the IFM by borrowers
- +++ Investment by processors in larger-scale and better-quality rice equipment
- +++ Institutionalization of the IFM by the Government of Senegal and its agencies
- + Contractualization is a widespread practice in the rice sector reflecting enhanced trust and cooperation
- + Continuing flows of credit and technical training between financial institutions, buyers and farmers
- -- Reduction in flows of digitized information
- +++ Signed contracts and secured crop are accepted as collateral for agricultural lending in rice and many other crops
- ++ Consumers accept Senegalese rice as equivalent to imports
- (Stable) Quality standards are an accepted requirement to sell to higher value markets

Developmental Impacts

- Rice farmers increase incomes from rice farming
- Rice farmers begin double cropping (not seen)

Outside Influences

- Support for new warehouse receipt legal regulations (World Bank)
- Large-scale investment in rice farmer productivity (Various)
- Line of credit to LBA enabling lending expansion (AFD)

Legend:

+ to +++: Growth since program closure

- to ---: Reduction since program closure