



2016-17
Annual Report
SYNGENTA FOUNDATION BANGLADESH

syngenta foundation
for sustainable
agriculture

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Annual Report 2016-17

SYNGENTA FOUNDATION BANGLADESH

July 2017



Dr. Marco Ferroni acknowledges Syngenta Foundation Bangladesh

“

I was impressed by your achievements for the benefit of your country's agriculture sector. I was impressed by each and every one's skills, intelligence and both commitment and passion for our mission. I was impressed by your cohesion as a team, the shared vision and how you work together to produce results that exceed by a strong margin that which could be achieved by each of you alone. You are a formidable team, ably led by Farhad, producing more than the sum of its parts. I am grateful to have had the opportunity to work with you over the years. I know your remarkable, unique work will continue under Simon's capable leadership.

Dr. Marco Ferroni

Executive Director

Syngenta Foundation for Sustainable Agriculture



Sazzadul Hassan



Md. Farhad Zamil

Letter from the Chairman and Country Director

In the year 2016-17, we are pleased to say that we have continued to grow our program and create better opportunities to low-income farming households to increase their income and productivity to improve the quality of their lives. Since our inception, we have been implementing two innovative Farmers Support Services (FSS) projects in the country. Our FSS projects have taken big strides forward, always with the aim of scaling up as efficiently as possible from the pilot phase, to serve thousands of smallholders in the longer term through developing more Farmers' Hubs. SFB has played an instrumental role in transforming agriculture practices, service delivery mechanism and food security, and creating economic opportunities for smallholders to strengthen their productive participation in rural markets.

It is our pleasure to present our Annual Report for 2016-17. This document highlights the progress that we have made towards improving the lives and livelihoods of around 13,000 smallholder farm families through our different ongoing projects. In 2016, we have started another two new projects namely 'Commercialization of Smallscale Mechanization (CoSMec)' and 'Agriculture Insurance Solutions (AIS)' with external funding supports.

We are seeking to build upon what we have achieved over the last six years, and to focus our creative energies and accelerate our impact further in the year ahead. SFB believes that fostering smallholder and harnessing the power of the market can help people to lift themselves out of poverty. On behalf of the entire SFB team, we want to share with you how proud we feel about our past work, how passionate we are about our future work, and how grateful we are for all of your partnership and support. Together, we can make a tremendous, positive change here in Bangladesh!

Sazzadul Hassan
Chairman

Md. Farhad Zamil
Country Director

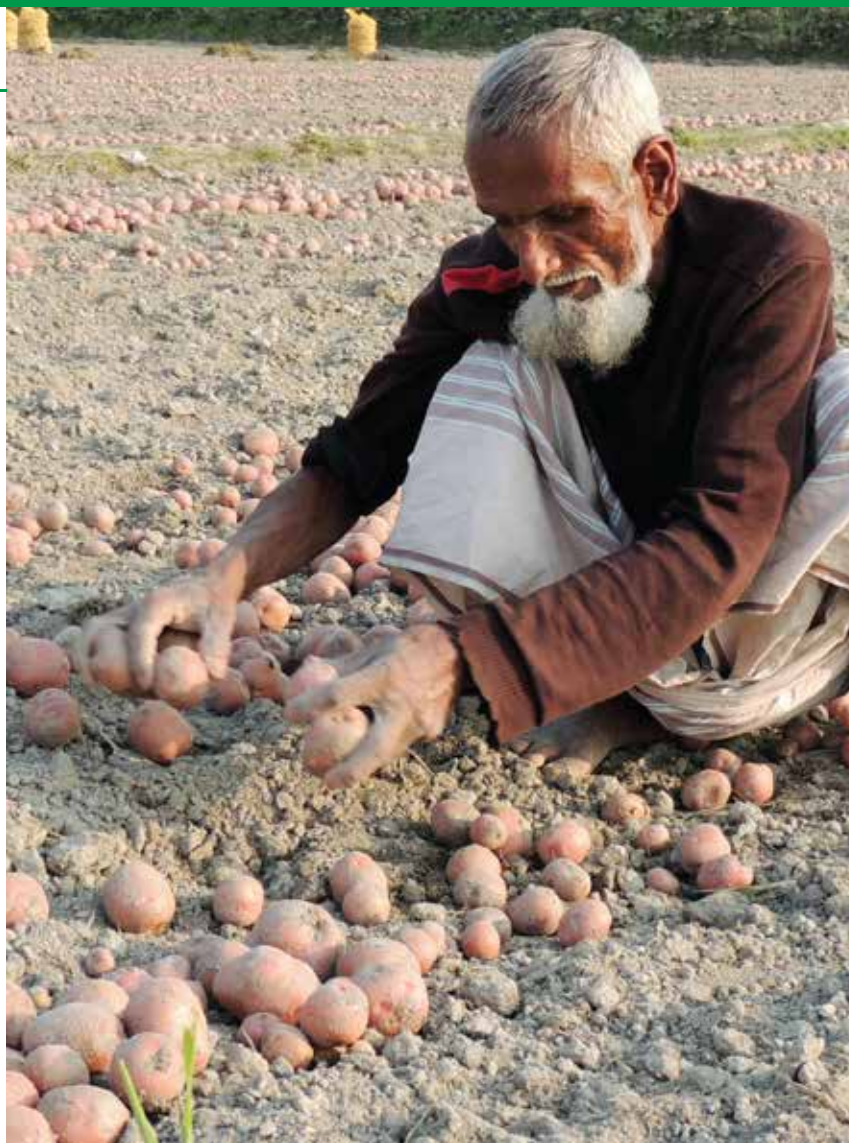
ACRONYMS

AIS	Agricultural Insurance Solution
BARI	Bangladesh Agricultural Research Institute
CF	Contract Farming
CIMMYT	International Maize and Wheat Improvement Center
CoSMec	Commercialization of Small Scale Mechanization
FH	Farmers' Hub
GBK	Gramme Bikash Kendra
HH	Household
IASP	Integrated Agri-Support Project
LCP	LightCastle Partners
MRM	Monitoring & Result Measurement
NGO	Non-Government Organization
R&D	Research and Development
SASC	Sustainable Agriculture For Santal Community
SCBF	Swiss Capacity Building Facility
SDC	Agency for Development Cooperation
SFB	Syngenta Foundation Bangladesh
SFSA	Syngenta Foundation for Sustainable Agriculture
SMS	Short Message Service
VSO	Voluntary Service Overseas



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Credits

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01 | ABOUT SYNGENTA FOUNDATION BANGLADESH



Created in 2001, Syngenta Foundation for Sustainable Agriculture (SFSA) is a non-profit organization established by the Swiss agribusiness Syngenta under Swiss law. It is independent in developing its strategy and activities around improving the livelihoods of smallholders in developing countries by promoting technologies and activation of value chains that help farmers increase food production, improve access to markets, and mitigate risks.

The foundation runs projects in Asia, Africa and Latin America, and contributes to the agricultural policy debate worldwide. It works with a wide range of partners operationally and in thought leadership. The Foundation engages, for example, the public sector, international organizations, think tanks, private sector, other foundations, social entrepreneurs and NGOs.

Since 2011, under government registration Syngenta Foundation Bangladesh has been implementing several agricultural development projects for smallholders of northwestern districts in Bangladesh.

Affiliating with SFSA, Syngenta Foundation Bangladesh (SFB) has been working through a wide range of partners which includes NGO, private sector, technical partner etc. for small and marginal farm families in Bangladesh.

Goal, Objective and Location



Goal

Syngenta Foundation Bangladesh aims to create value for resource-poor small farmers in developing countries through innovation in sustainable agriculture and activation of value chains.



Objective

Strategic Objective 1 :

Improving market access of primary producers to develop a Market-led Production System

Strategic Objective 2 :

Productivity enhancement of smallholders through Technologies in a profitable way



Location

Division: 2 (Rangpur & Rajshahi)
District: 6 (Rangpur, Dinajpur, Nilphamari, Natore, Bogra & Pabna)
Upazila: 11



SNAPSHOT: Syngenta Foundation Bangladesh 2016-17



15,000
Farmers directly benefited from the project

+ 25%
Yield increased 3.34 MT per acre for vegetable

+ 34%
Income increased USD 488 per HH compared to baseline

002 Master Farmers' Hub as franchisor

030 Farmers' Hubs as franchisees serve directly to the farmers

130 Traders linked with Farmers Hubs sourcing farmers' outputs

041 Local Service Providers served local community

002 Exporter, Processor contractually purchase farmers' produces

301 Crop Base Groups

focused on 10 high value vegetables

024 Contract Farming Groups

containing 592 farmers

60 Demonstrations

to show modern technique and technology

02 | PROJECTS OF SYNGENTA FOUNDATION BANGLADESH



In this reporting year Syngenta Foundation Bangladesh (SFB) has included two new projects and incorporated three more new donors along with SFSA. Currently SFB has been implementing four projects for smallholder and agriculture development-

1 Integrated Agri-Support Project (IASP)



Integrated Agri-Support Project (IASP) is one of the majors is being implemented since 2011 focusing on small holder farmers agricultural solution from input to output. This year project concentrated on scaling up strategy for the Farmers Hub (FH) business model.

SFB review FH business model and calibrate its financial model with the assistance of financial business analytic firm called Light Castel Partner (LCP). This financial year 2016-17, SFB has implemented Farmers' Hub business model in revised form like Franchise Business Model which is piloting with 2 Franchisors (GBK-enterprise at Parbatipur and Don-Enterprise at Natore) and 30 Franchisees (called Farmers' Hub).

2 Sustainable Agriculture For Santal Community (SASC)



Sustainable Agriculture for Santal Community (SASC) project has been implementing from the beginning of SFB aiming to improve the livelihoods of resource-poor ethnic Santal communities in north-western Bangladesh.

Project has a total of 750 Santal households (HH) in surrounding area of Dinajpur. Key change of this project is to convert Adibashi Krishok Club to Farmers' Hub which makes them more united and market focus. Commercial group base cultivation is one of the key achievements of Santal community in this reporting year. Small and Medium Entrepreneurs (SME) and Local Service Providers (LSP) are valuable persons in the community who enhancing community earnings as well themselves.



3 Commercialization of Small Scale Mechanization (CoSMec)



In June 2016 Syngenta Foundation Bangladesh inaugurated a pilot project funded by CIMMYT called Commercialization of Smallscale Mechanization (CoSMec) to facilitate smallholder farmers' access to farm mechanization services through developing a market for sustainable local service provision.

Due to rapid urbanization and finding sources of income, labors are migrating from villages to urban areas. Shortage of labors and increase of labor wages during peak time of crop concern for farmers. High labor wages causing increase production cost, untimed cultivation operation triggering low yield and price. Accessing suitable machineries through this project ensure productivity, as well as reduce cost of production for the smallholder farmers.

4 Agricultural Insurance Solution (AIS)



Agricultural Insurance Solutions (AIS) is the first multi donors funded project for Syngenta Foundation Bangladesh funded by Swiss Agency for Development and Cooperation (SDC) and Swiss Capacity Building Facility (SCBF) and Syngenta Foundation for Sustainable Agriculture (SFSA).

Given the country's ever-growing exposure to natural disasters, Bangladesh needs adequate measures to manage and mitigate such events. Crop insurance has been shown to be a valuable tool for risk management in agriculture. The Syngenta Foundation has experience in developing index-based insurance products and developing markets in East Africa and Asia. Syngenta foundation now aim to transfer some of this knowledge to Bangladesh to develop sensible, affordable and robust insurance products. This will help reducing the exposure of Bangladeshi farmers to risks and make agricultural production systems more resilient and productive.



03 | PROGRESS IN 2016-17



SCALE UP



ECONOMIC STABILITY



UNITY



INNOVATION



ICT INCLUSION

The major thematic areas of different projects and activities for this year was scale up, economic stability, unity, innovation, ICT inclusion etc. The progress are described here on those themes

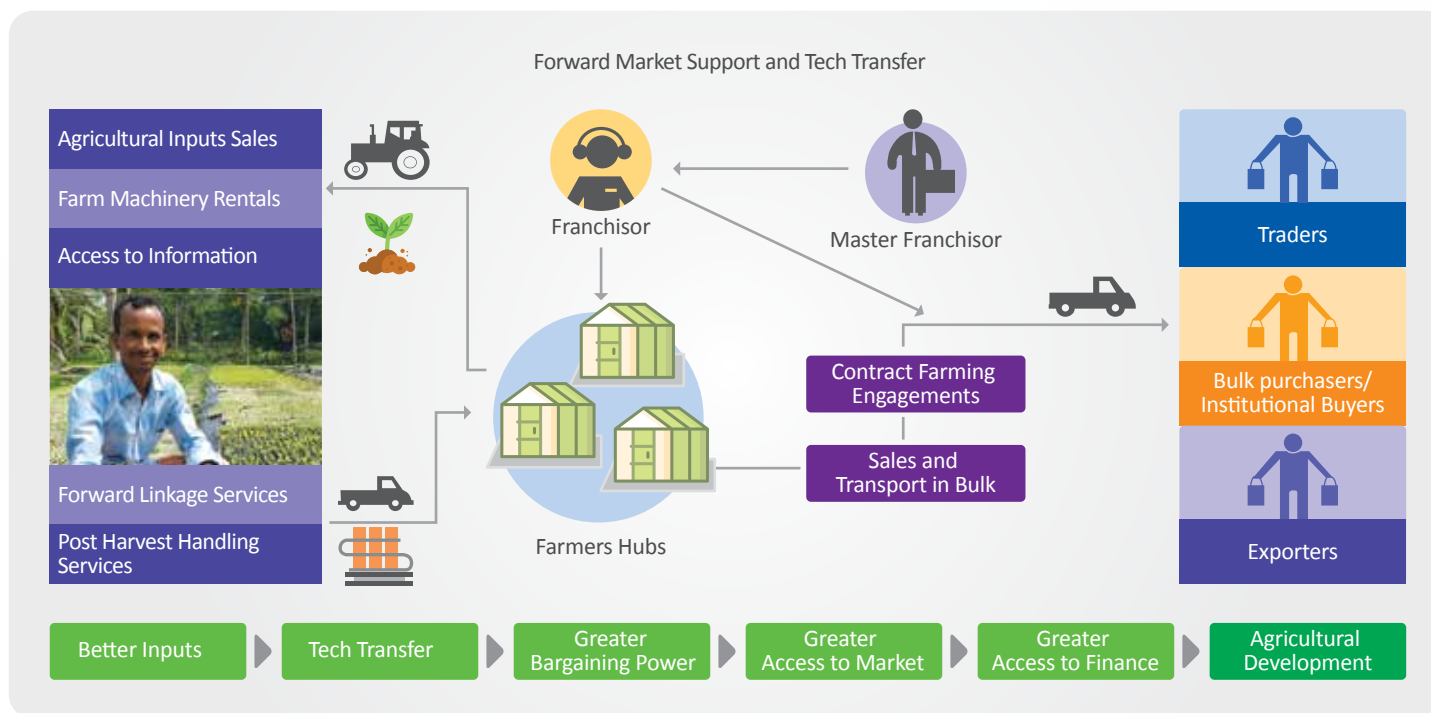


SCALING UP FARMERS' HUB BUSINESS MODEL
UNDER FRANCHISE BUSINESS

From last 3 years of experiences, changes in ownership of FHs from cooperative ownership to individual ownership and economic success of FH business model create a demand of expansion more FHs in project areas. But some valid concerns came out, the major one being the management of the Farmers' Hubs including the reporting as well as record keeping processes and procedures – it became cumbersome tasks for SFB to micro-manage these Hubs due to the following reasons-

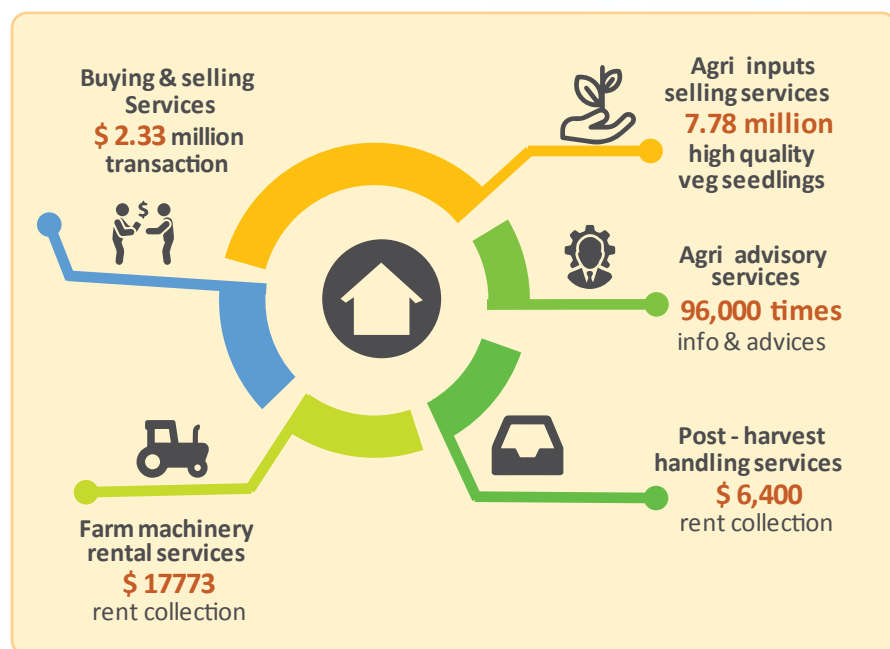
- Geographically scattered locations of FH hindering strong monitoring and evaluation of Hub performance
- Lack of professionalism among some of the Hub owners/managers creating barriers to growth
- Not enough market opportunities in some of the locations due to the small size of transactions, i.e., even if some of the Farmers' Hubs have been successful, the impact study shows

scope of improvement when it concerns the forward market linkage. Therefore SFB thought the idea of a well-known and widely practiced framework called the Franchising Business Model to solve this managerial challenge and increase efficiency, effectiveness and scaling up the operations. The idea is to cluster the FHs under one single Franchisor who will be responsible for enhancing the franchisee FHs' capability to develop forward market linkages as well as application of more advanced technologies in order to create high value for the Hub owners/managers, traders as well as the farmers involved, with SFB being the Master Franchisor controlling and maintaining standards. In this model 2 franchisors GBK-Enterprise will control 22 FH franchisees in Rangpur and Dinajpur districts, and another one Don Enterprise will control 8 FH franchisees in Natore district in 2017 business plan. The Farmers' Hub Franchise Business Model looks like as follows-



Farmers Hub Business Progress 2016-17

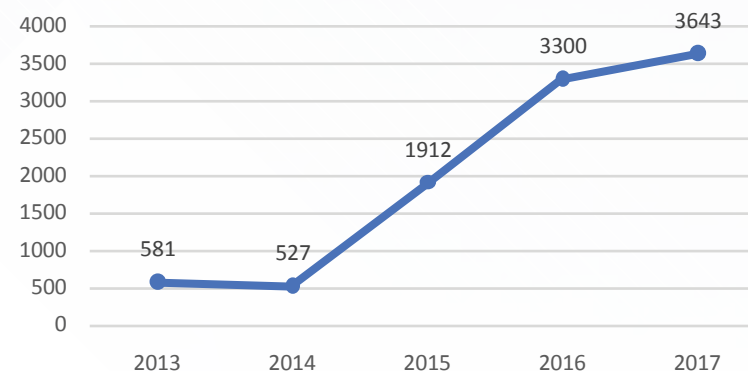
In the year 2017, total 30 FHs were in business operation providing 5 services to the farmers are- a) Buying & Selling Services b) Agri-inputs Selling Services c) Farm Machinery Rental Services, d) Post-Harvest Handling Services and e) Agri- Advisory services. Following are the business update of the FHs-



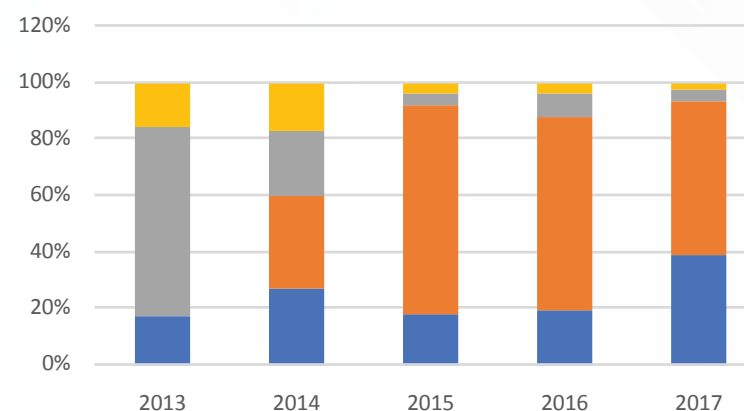
Farmers' Hub Business service up to Jun 2017

The farmers are being more educated in modern and profitable farming, and taking services from FHs increasing the profit of FHs owners as well as farmers themselves. Monthly average profit/ net income trends in last 5 years shows increasing growth. The following two graphs shows the average annual income of Farmers' Hub owners and service wise profit ratio-

Average Annual Net Income (USD) Trends of FHs



Service wise Net Profit Ratio Trend



Franchisor Business Plan and Progress 2016-17

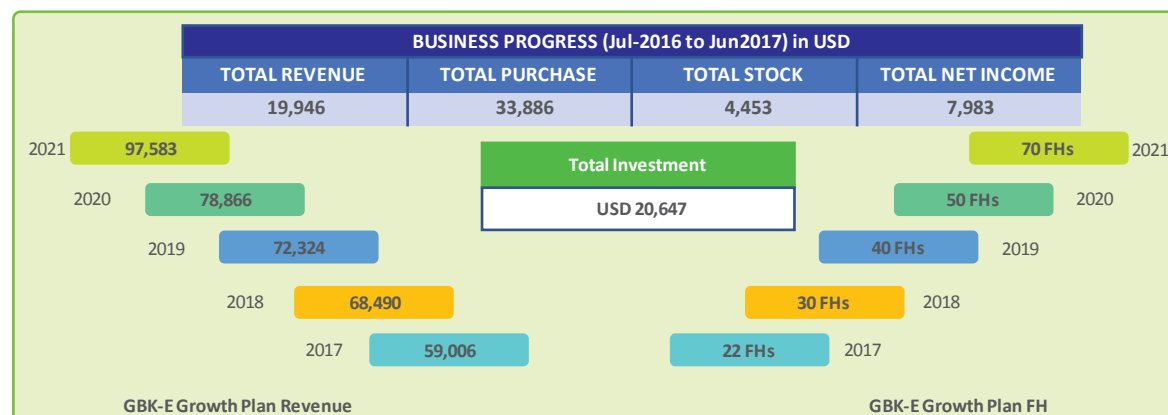
According to the Farmers Hub Franchise business model the franchisor provides the following services to the FH Franchisee-

- Hub Infrastructure Design and Set-up Support
- Enhanced Access to Financial Services
- Capacity Building Opportunities
- Standard Operating Procedures (SoPs)
- Product and Services the Hub can sale to farmers
- Improved access to forward markets
- Monitoring and control services (e-Hub MIS system)

The revenue streams of the franchisor also determined in this business plan. The following are the key services/ business area franchisors to serve the FHs-

- Seeds
- Planting Media
- Seedling Tray
- FH Infrastructure Materials
- Fertilizers and CPS
- Farm Machineries
- Loan
- Buying selling
- Seedlings

The piloting for GBK- Enterprise has been started since June 2016 and Don- Enterprise has just started in April 2017. So the progress and business plan for GBK-Enterprise is jotted below-





Major Achievement 2016-17

- 10 New FHs and 5000 new smallholder farming households inclusion (a total 15,000 HH)
- 2 Franchisors commercially working with 30 FHs (Franchisee)
- 80 Traders continuing business with FHs
- Farmers' Hub Franchise business operational guideline, standard of procedure, branding guideline, financial model etc. soft documents are developed and executing accordingly
- IT (Mobile App and Web Dashboard) base business management system called e-Hub development initiated and piloting is on going
- Presenting FHs Franchise Business Model as role model to the global SFSa team (from Myanmar, Senegal, Kenya, Cambodia, Indonesia and India) to replicate in their country for creating sustainable impact for smallholder farmers.

Major Impact Created

- **Services Used** : 78% of community farmers are associated with FH used at least one services from the FH
- **Yield increased** : On average 25% yield increased. Post-harvest losses fell by 3-8%
- **Profit or income increased** : Annual household income increased by 34% (USD 488)
- **Employment creation** : On average, each hub generated 5-8 jobs directly; another 50-60 can be created indirectly at farmer and traders levels
- **Land increased** : Vegetable cultivable land increased 3-7%
- **Satisfaction** : Smallholder satisfaction with Farmers' Hub services averages 3.65 - 4.09 (on a scale of 1 to 5)
- **FH Earning** : Each Farmers' Hub earned an average of USD 3,296 (average ROI measured 26.42%)

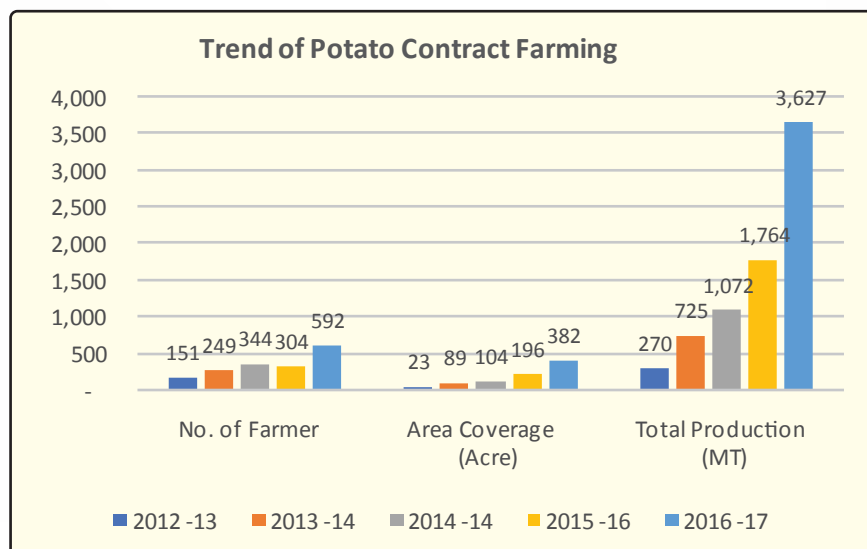
Source: Farmers' Hub Impact Assessment, June 2016 by Light Castle Partners & SFB Baseline Survey, October 2013 by SFB



GRANTED PRE-FIXED PRICES FOR OUT-GROWERS
ENHANCING ECONOMIC STABILITY

Very fluctuated and uncertain market for potato, farmers specially smallholders were remain frustrated in very year. Besides this, lack of knowledge and information on cultivation technique and input uses causes low yield, and finding out lucrative end market was always troublesome for the farmers. In this circumstances Syngenta Foundation Bangladesh decided to design integrated market system called “Contract Farming (CF)” in 2013. Not only potato but also baby corn, mug bean, sweet corn, basok leaf etc. were cultivated under this contract farming system. Around 5 processing and exporter companies were engaged in this system.

Creating win-win situation for farmers and companies through the business model is being expansion every year. The following graph shows that the expansion trends of potato contract farming since 2012-13 to 2016-17. The out-growers acknowledged that now they are more confident on out-growing (contract farming) and granted pre-fixed price help them to make pre plan for next investment and ensure their economic stability.



CF Business Progress 2016-17

- Potato contract farming with world famous company Kellogg via its Bangladesh agent SEBA Limited.
- 592 farmers under 11 lead farers produced 3,627 MTs potato from 382 acres of land. Average yield was 10.29 MT/acre (excluded late blight affected land)
- 2200 MTs potato supplied to company and farmers enjoyed BDT 3.5 per Kg extra profit which calculated 40% of additional income from usual potato farming.
- 2-WT mini potato planter and harvester successfully introduced and functionally operated among the potato out growers created a new services and reduced labor cost.
- Introduction of ICT platform for managing contract farming operations (www.efarmingsfb.com). Farmer got mobile SMS on cultivation know-how and other contract farming information via this platform.
- Other contract farming option like Sweet corn outgrowing is tested in this year.





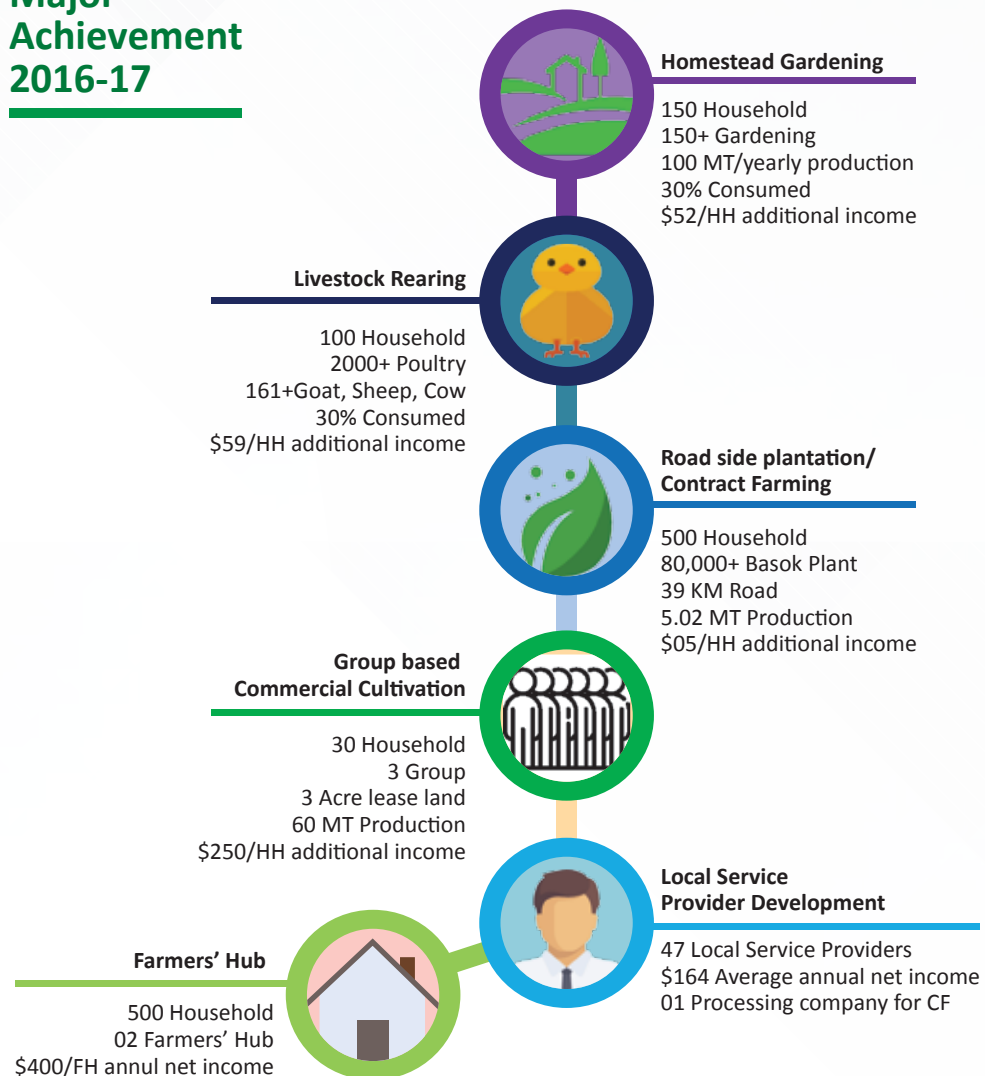
UNITY AND UNITED CULTIVATION BRINGING
NEW LIGHT IN SANTAL COMMUNITY

The Santals are the poorest HHs among the all beneficiaries of Syngenta Foundation Bangladesh (SFB) as well country poverty map. For being landless and socially excluded it is very tough for them to come in mainstream. SASC project is trying to enhance their livelihood by improving their economic status, creating access to information and market, and improving nutrition uptake.

Homestead Gardening, Livestock Rearing, Road Side Plantation/ Contract Farming, Group Based Commercial Cultivation, Local service Provider Development and Adibashi Krshok Club/ Farmers Hub are the key activity areas for the santal community. Project documents and field observations show that the beneficiary Santal HHs are being economically empowered and their nutrition uptake is improving day after day. 100% of project beneficiaries' HH income has increased due to project activities (at least one). It has been reported that the santal used their additional income in major 4 key areas- a) child education b) agricultural reinvestment (like- leasing land, purchasing livestock, expansion of crop cultivation) c) up taking food and d) housing .

In this year it was mostly observed that Santal are moving forward in commercial vegetable cultivation. 7 to 15 farmers are being united group and cultivating high value vegetable commercially. It has changed their livelihood dramatically. Now the unity and united cultivation are being a role model for santal community. Another example of united cultivation is road side Basok (medicinal plant) plantation. Around 500 Santal HHs were divided in several group and planted Basok beside 39 KM road and contracted with a pharmaceutical company named SQUARE. Just their unity and group initiative brings them additional income with no cost. Besides this the crop based group also cultivate vegetable linking them in market through the Farmers Hub.

Major Achievement 2016-17





INNOVATIVE AND SMALL SCALE
MECHANIZATION CHANGING THE LIVELIHOODS

Started in June 2016 Commercialization of Smallscale Mechanization (CoSMec) project has been working in Rangpur, Dinajpur, Nilphamary district with technical partner BARI and CIMMYT and commercial partner The Metal (Pvt.) Ltd. It was one year pilot (July 2016 to June 2017) with some mandate from CIMMYT and integrating the system with Farmers' Hub Franchise Business Model. The key task of this project was to –

- Identifying and sourcing different farm equipment
- Assembling and fabricating farm equipment
- On station testing and trials of those farm equipment for perfection
- Field demonstration in multi locations
- Plan for business expansion

Major Achievement 2016-17



Identification :

Identified potential and crying need machines for smallholder like maize planter, potato planter, and harvester, tiller, sheller, seedling transplanters etc. through conducting a study.



Assembling :

Identified potential and crying need machines for smallholder like maize planter, potato planter, and harvester, tiller, sheller, seedling transplanters etc. through conducting a study.



Testing :

5 maize attachments (BARI ZT, BARI Seed drill, CIMMYT ZT, VMP, PTOS), 2 potato attachments (planter, and harvester), 2 Mini tiller, 2 sprayer, 1 seedling transplanters, and 2 maize shellers were tested.

The perfected and finalized machines are PTOS, Potato planter, Mini tiller, Sprayer, Seedling transplanters.



Demonstration :

The tested machines are demonstrated at field level, harvested the results and created awareness among farmers. Results shows that mechanized cultivation reduces time (62%), labor (73%), and cost (51%) of crop production. Farmers, local service providers, national manufacturers are showing their interest on new mechanization services.



Business Plan :

For integrating the mechanization services with Farmers' Hub (FH) a small feasibility study conducted and FH wise mechanization service business plan developed. According to the business plan it was estimated that the FHs will earn revenue BDT 2,061,500 for the year 2017-18.



Extension and Partnership :

Dreaming to expand small scale mechanization in country wide the project partnered with well reputed national manufacturer company named The Metal (Pvt.) Ltd. for manufacture and distribution. Project will assist them in campaigning through field demonstration and promoting it's business.

Besides this project also working with 25 local service providers for its extension.

Innovative machines introduced by the project in 2016-17

Maize Planter



Mini Power tiller



PTOS



Potato Planter



Boom Sprayer



Maize Sheller





**CROP INSURANCE:
A WINDOW FOR REDUCING FINANCIAL RISK OF SMALLHOLDERS IN AGRICULTURE**

Agricultural Insurance Solutions (AIS) project has conducted dry run for getting risks profile on crops, its production technology, production cost etc. aimed to develop appropriate, feasible and viable weather index based insurance products on Rice (Aman and Boro), Potato and Maize. A total of 274 farmers were under dry run process in four districts. Based on dry run data, project is finalizing insurance products with the assistance of different national and international institutes and personnel. Project has also conducted a feasibility study that aimed was to understand the insurance landscape and to determine the potential development and distribute agricultural insurance products throughout Bangladesh.

Project has developed project document on Bangladesh Agricultural & Disaster Insurance Program (BADIP) to be started on end of 2017 that will be contributory project funded by SDC and SFSA for the next four years (2017-2021). Under the crop insurance component, BADIP is expecting to reach 233,000 farmers with weather index insurance in four years.

Project has installed 5 automated weather stations in four (Bogra, Dinajpur, Nilphamari and Pabna) districts. Data from these AWSs will validate crop production risks which ultimately reduce financial risk for farmer. A MoU has been conducted between SFB and BRAC aimed to install AWSs in premises of BRAC in Borga and Pabna.

A study on flood effects in some selected river gauges' areas in north Bengal has been conducted. The study found affected crops and its stage while flooding, damage amount in sub district level, flooding years which to be used for flood insurance product development.



04 | SFB HOSTING GLOBAL TEAM FOR LEARNING FROM BANGLADESH

In this reporting years 2016-17, Syngenta Foundation Bangladesh hosted a lot of guests from different countries to show them the activities and models performing well for smallholder farmers of Bangladesh. Some cases this modes are quite unique but replicable to other country. SFSA team from India, Vietnam, Kenya and Indonesia tried to understand the Farmers' Hub Franchise business model and Indonesia's team is hoping to replicate this in their country. Similarly Syngenta Global team and VSO (more than 19 members) tried to find out the success of FH business model and SFB's strategy behind the success. All of this visitors appreciate the efforts of SFB and acknowledged their learning form here. Below are some picture of those victors-



Uplifting Smallholder Farmers by enhancing Essential Services at door step



Md. Razjakul Islam
Vegetable farmer, Badarganj

The best part I learn from this organization is that money for one time cannot change life always, technique brings money and changes life forever. I never earned such amount of income from brinjal whatever I earned in last season by using tray seedling.



MD. Shafiqul Islam
Farmers Hub Owner, Badarganj

I get money and respect from the farmers and farmers get services from me. we are being benefited vice-versa. Now I am not a day labor at all. I am employing some labors here.



MD. Mahfuzur Rahman
Upazial Agriculture Officer
Jaldhaka

This is the most sustainable small holder focused project and innovative marketing strategy I ever seen in development arena. Thanks SFB for working in judicial area.

Information **Agri-inputs**
Buying Selling Contract Farming

Post-harvest
Machinery Rental

05 | R&D RESEARCH AND DEVELOPMENT



One of the objectives of SFB is to promote right and appropriate technologies which need intensive action research at project level. To achieve it, SFB used to design and conduct different crop varietal trials and new ari-technologies in the project areas sporadically. SFB has some experiences and thoughts that all trials can be done in a single place and finding can be used through FH franchisors which will be more appropriate and cost effective also.

In 2016, SFSA reviewed and suggested to keep and establish a separate R&D unit under the FSS initiative in Bangladesh. SFB initiated to set up a mini R&D station at Parbatipur upazilla under Dinajpur district in 0.5 acre of rented land.

The main objectives of establish and operate an R&D station are-

To develop a strong product pipeline to keep uniqueness of FH Franchising business and its offers

Identify appropriate and affordable modern agro technologies for smallholders in Profitable crop production

Define and develop standard protocol in production system based on local suitability

There are 30 different technology trials are being conducted in the R&D centre form the beginning and we have identified 3 new best performer variety of Chilli, Brinjal, Bottle gourd. Besides, alternative Seedling Growing media (Ash + Coco coir/ Peanut husk) Seedling Carrying box, Low cost germination box, a mini Greenhouse establishment, Ultra High density Plantation of Guava, Seedling Transplanter development are remarkable and in the process of commercialization soon.



06 | MRM MONITORING & RESULTS MEASUREMENT



The monitoring and results measurements system of SFB is functioning to prove and improve the projects initiatives, and assist management to make decision. It is basically results base monitoring system focused on activity, output, outcome and impact monitoring and measurement. With its regular activities and initiatives, in reporting year 2016-17 some milestones tasks has completed successfully -

- **Impact Assessment :** Conducting a large impact assessment tilted on “Impact of Farmers’ Hub Model: Bangladesh 2013-16” and published in website of Syngenta Foundation for Sustainable Agriculture (<https://www.syngentafoundation.org/file/3466/download?token=x7ZH1onM>)
- **e-Hub :** Reviewing and reorganizing the MIS and reporting system. SFB is developing of mobile app based information management system under MRM for real-time information collection, analysis and decision making. This app is mainly developing for Farmers’ Hub Business management but it will be the key reporting system from MRM part. A real-time web base dashboard will allow top management to see the progress and take quick decision any time. This app based information management system is branded as e-Hub. The e-Hub is being piloted among 5 FHs and expected to expand among all FHs by 2017.
- **Archiving and Regular Reporting :** It has developed new monthly reporting format and archived all previous reports. Besides this annul report, need based regular report case study (published in www.syngentafoundation.org website) and communication materials were developed from the MRM part.
- **Capacity Development :** MRM team has trained the implementation staffs for developing their capacity on better monitoring and data management system. It will help to get authentic data and better results on field activities.



A story of Foizul

12 Years dream comes to light in 12 Months



“I wished I had a semi building house.....”

Faizul Islam (52) was describing his dream which he dreamed one years ago, from in front of his new houses.

Faizul inherent farmer of Kashpara village under Parbatipur upazila of Dinajpur district cultivated rice, maize and some cereal crops in his 120 decimals of land which he belonged from his father. He also belonged the mud maid house as successor of his father. He had no other income source except agriculture. Since last 12 years he was trying to save some money for build a semi building house but at the end of the year he could save a little amount of pennies which was too poor to build a house. He also tried to cultivate vegetable but low yield, hassle in selling to the market, low price etc. discouraged him to cultivate it again.



In August 2016, he was invited to attend a farmers training on vegetable cultivation by a Farmers’ Hub (FH) owner name Luics Baske and with hesitation he attended there. He was motivated by the training on vegetable cultivation, and assured for quality seedling and buy back certainty with competitive price by the FH owner. He took the risk and cultivated Cabbage in his 60 decimal land at a time. The brought quality tray seedling, rented machinery (spray machine, saw engine) and pursued agri advices form the FH time to time and took care accordingly. He found that the yield from this land reached almost double compare with other farmer who used ordinary seedling/ seed and did not associated with the FH. He sold this produces to the FH without hassle and in comitative price. He accounted that within 4 months he earned BDT 62,800 against cultivation cost BDT 14,500 from this cabbage field. It was amazing- he never got such amount of profit form agriculture before this. From then, he just concentrated on vegetable cultivation and cultivated tomato, bottle gourd, brinjal etc. replacing this rice and maize corp. Within a year his net additional income calculated altogether BDT 165,000 compare with last year. He used this income to build brick made house. It was his dream for 12 years. The villagers recognize him as a very successful vegetable farmers and follow him. He acknowledged, his success is just because of association with FH maid by Syngenta Foundation Bangladesh.



SFB Financial Overview in 2016 :

In 2016 total approved budget for SFB was BDT 45,518,877. However, SFB received total fund amounting BDT 45,240,626 in 2016 from SFSA and other donors. SFB expensed total amount of BDT 40,680,427 to implement its all four ongoing projects viz. IASP, SASC, CoSMec and SFSA-AIS in Bangladesh. The overall burning rate was 90% in 2016.

Projects	Annual Budget 2016 (BDT)	Fund Received 2016 (BDT)	Total Expenditure 2016 (BDT)	Burning Rate 2016 (%)	Burning Rate 2015 (%)	Annual Budget 2017 (BDT)	Remarks
IASP:							
Operation	9,651,291	9,651,291	9,522,598	98.66	73	6,230,744	
FSS	19,507,846	19,505,120	18,624,819	95.48	78.55	24,300,157	
SASC	1,816,662	1,787,232	1,703,153	95.29	81.08	2,052,693	
CoSMec	9,195,288	8,949,193	7,817,545	87.35	-	5,046,400	New project in 2016
AIS:							
SFSA/ SCBF	1,580,000	1,580,000	1,370,137	86.71	-	3,160,000	Project period: Sep 2016 to Aug 2017
SDC	3,767,790	3,767,790	1,642,175	43.58	-	7,535,580	
Total	45,518,877	45,240,626	40,680,427	90	75.39	48,325,574	

SFB Financial Manner :

SFB's Financial Standards provide optimum standards that affiliates must apply to areas such as internal control. Compliance with standards is monitored through a system i.e. delegation of authority and independent auditor's reviews. However, SFB is responsible for establishing and maintaining their own resource allocation systems and deciding how funds are spent.

SFB complies with its different internal controlling tools and at end of the year all the financial systems of SFB are audited by the independent auditor as a mandate of NGOAB as well as SFB itself. The external auditors has conducted the audit of the accounts of three projects of the Foundation viz. IASP, SASC and CoSMec projects for Jan-Dec 2016.

In the major areas of audit: they have found no irregularities in course of their audit and all the expenses have been made according to the budget. As per their comments, they have observed that all the expenses & payments have made according to organization policies complying the govt. rules and regulations.

Independent Auditors' Report


IRSHADULLAH PATWARY & CO.
CHARTERED ACCOUNTANTS

SYNGENTA FOUNDATION BANGLADESH (SFB)
CONSOLIDATED ACCOUNTS
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
AS AT DECEMBER 31, 2016

PARTICULARS	NOTE	AMOUNT 2016	AMOUNT 2015
PROPERTY AND ASSETS			
Non-Current Assets:			
At cost less Accumulated Depreciation (As Per Schedule A)	5	4,147,051.95	1,067,961.00
CURRENT ASSETS:			
Advance to Partner NGO's		-	-
Advance to Staff	6	266,883.00	279,233.00
CLOSING BALANCE:			
Cash and Cash Equivalent	7	1,957,838.16	7,323,847.00
Total		6,371,773.11	8,671,041.00
FUND AND LIABILITIES:			
FUND ACCOUNT:			
Accumulated fund.	8	6,371,773.11	8,671,041.00
Total		6,371,773.11	8,671,041.00

Signed in term of our separate report of even date annexed.

Chairman
Sazzadul Haman
Place: Dhaka
Date: May 02, 2016



Irshadullah Patwary
IRSHADULLAH PATWARY & CO.
CHARTERED ACCOUNTANTS

Consolidated Statement of Comprehensive Income :

IRSHADULLAH PATWARY & CO. CHARTERED ACCOUNTANTS		
SYNGENTA FOUNDATION BANGLADESH (SFB)		
CONSOLIDATED ACCOUNTS		
CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME		
FOR THE YEAR ENDED DECEMBER 31, 2016		
PARTICULARS	AMOUNT 2016	AMOUNT 2015
INCOME		
Foreign Donation	32,289,756.65	30,767,703.93
Excess of Expenditure over Income		
Total	32,289,756.65	30,767,703.93
EXPENDITURE		
Research and Survey Expenses:	3,554,871.00	
Training/ TOT/ Refreshes Expenses:	2,050,141.00	1,130,633.00
Gift/ Qurbani/ Subsidence:	2,202,020.00	2,625,267.00
Awareness/Motivation/Sensitization/Advocacy/Orientation:	4,369,487.00	1,542,846.00
Printing and Binding:	-	183,742.00
Training Material development:	362,175.00	
Seminar/ Conferences:	334,190.00	284,502.00
Pay of Project Personnel (Local):	12,103,847.50	10,582,882.50
Pay of HO Personnel (Local):	1,501,087.50	1,316,149.00
Allowances of HO Personnel (Local):	782,615.00	774,285.42
Allowance of Volunteers (Local):	168,000.00	336,000.00
Travel/ DSA Expenses (Home):	2,184,521.00	1,906,606.00
Travel/ DSA Expenses (Overseas):	603,321.00	508,164.00
Office Rent	865,239.00	687,896.00
Equipment	-	120,000.00
Water Bill	10,000.00	24,000.00
Electricity Bill	27,238.00	24,000.00
Fuel & Gas	-	24,000.00
Petrol, Oil & Lubricant	474,266.00	503,949.00
Advertisement	18,810.00	11,955.00
Stationery, Seals & Stamps	170,601.00	132,164.00
Entertainment Expenses	309,202.00	347,971.00
Consumables Stores	72,665.00	170,022.00
Insurances/ Bank Charges	28,608.00	33,179.50
Postage/ Courier/ Parcel	26,466.00	53,229.00
Telephone/ Telegram/ Tele-printer	393,600.00	416,418.00
Telex/ Fax/ Internet	78,720.00	143,714.00
Audit Fees	237,525.00	208,250.00
Repair & Maintenance - Motor Vehicle	310,356.00	342,779.00
Office Equipments	-	-
Printer Toner	-	-
Loss of Assets	18,756.00	105,407.00
Depreciation	1,330,786.00	604,820.00
Excess of Expenditure over Income	(2,299,268.00)	5,723,091.00
	32,289,848.65	30,767,703.93

Chairman

Sajjadul Hossain
Place: Dhaka
Date: May 02, 2017



3

IRSHADULLAH PATWARY & CO.
CHARTERED ACCOUNTANTS

IRSHADULLAH PATWARY & CO. CHARTERED ACCOUNTANTS		
Telex/ Fax/ Internet	78,720.00	143,714.00
Audit Fees	237,525.00	208,250.00
Repair & Maintenance - Motor Vehicle	310,356.00	342,779.00
Office Equipments	-	36,251.00
Printer Toner	-	-
Other Capital Expenditure:	-	-
Motor Vehicles	3,951,599.00	-
Camera & Accessories	-	-
Computer & Laptop	148,395.00	-
Air Conditioner	-	-
Furniture	328,549.00	-
Advance Paid to Staff	259,783.00	272,133.00
Closing Balances:	-	-
Cash In Hand	-	-
Cash at Bank	1,957,838.16	7,323,846.51
Total	39,885,736.16	31,966,615.93

Chairman

Sajjadul Hossain
Place: Dhaka
Date: May 02, 2017





IRSHADULLAH PATWARY & CO.
CHARTERED ACCOUNTANTS

5

Consolidated Statements of Receipt Payments :

IRSHADULLAH PATWARY & CO. CHARTERED ACCOUNTANTS		
SYNGENTA FOUNDATION BANGLADESH (SFB)		
CONSOLIDATED STATEMENT OF RECEIPTS AND PAYMENTS		
FOR THE YEAR ENDED DECEMBER 31, 2016		
PARTICULARS	AMOUNT 2016	AMOUNT 2015
RECEIPTS:		
Opening Balances:		
Cash in hand	-	5,627.00
Cash at bank	7,323,846.51	752,568.00
Donation	32,289,756.65	30,767,703.93
Advance realised from Staff	-	-
Advance realised from PNGO:	272,133.00	440,717.00
Total Receipts	39,885,736.16	31,966,615.93
PAYMENTS:		
Research and Survey Expenses:	3,554,871.00	
Training/ TOT/ Refreshes Expenses:	2,050,141.00	1,130,633.00
Gift/ Qurban/ Subsidence:	2,202,020.00	2,625,267.00
Awareness/Motivation/Sensitization/Advocacy/Orientation:	4,369,487.00	1,542,846.00
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IRSHADULLAH PATWARY & CO. CHARTERED ACCOUNTANTS		
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Camera & Accessories	-	-
Computer & Laptop	148,395.00	-
Air Conditioner	-	-
Furniture	328,549.00	-
Advance Paid to Staff	259,783.00	272,133.00
Closing Balances:		
Cash in Hand	-	-
Cash at Bank	1,957,838.16	7,323,846.51
Total	39,885,736.16	31,966,615.93

Chairman		
<i>Sazzadul Hasan</i>		
Place: Dhaka		IRSHADULLAH PATWARY & CO.
Date: May 02, 2017		CHARTERED ACCOUNTANTS

Team Syngenta Foundation Bangladesh

People : the Syngenta Foundation Bangladesh in June 2017



Executive Board

Sazzadul Hassan, Chairman
Mahbub Rahman, Vice Chairman
Md. Moshir Rahman, Treasurer
Adam Ali, Executive Member
Asif Kibria, Executive Member
Md. Aminul Islam, Executive Member
Md. Farhad Zamil, Member Secretary

Core Staff

Md. Farhad Zamil, Country Director
Md. Shahinur Islam, Senior Project Manager
Md. Ashraful Alam Pradhan, Project Manager
Krishno Gopal Sen, Manager (Finance & Admin)
Abdur Rouf, Monitoring & Results Measurement Specialist

Project Staff

Moshfequel Alam, Project Manager, CoSMec
Aminul Moven, Project Manager, SFSA-AIS
Tagdira Najnin Smriti, Actuary Associate, SFSA-AIS
Md. Nasir Uddin, Project Officer, IASP
Md. Nazmul Hossain, Project Officer, IASP
Osman Goni, Project Officer, IASP
Anupam Mozumder Project Officer, SFSA-AIS
Md. Azim, Project Officer, SFSA-AIS
Md. Shobug Hossain, Project Officer, SFSA-AIS
Shakila Sultana, Intern, Fin & Admin role, SFB

OUR DONORS :

syngenta foundation
for sustainable
agriculture



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Agency for Development
and Cooperation SDC

SCBF

SWISS CAPACITY BUILDING FACILITY
Association for Income and Employment Generation

OUR PRIVET PARTNERS :



Metal
cultivating prosperity

SEBA
LIMITED



SQUARE
PHARMACEUTICALS LTD.
BANGLADESH



OUR IMPLEMENTING PARTNER :







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Syngenta.foundation@syngenta.com

Contracts and further information

For extensive further information on the foundation's activities please visit our website: www.syngentafoundation.org

syngenta foundation
for sustainable
agriculture