

ANNEX I

Project Document

PROJECT OVERVIEW

SSAFE launched the SSAFE Global Dairy Farming Food Safety Training Framework in February 2017. The objective of this project is to apply the framework in Mexico, identify its effectiveness and economic benefit for farmers, initiate a collaborative relationship with IICA and develop materials that can be used across all of Latin America.

PROJECT SUMMARY

SSAFE and the Inter-American Institute for Cooperation on Agriculture (IICA <http://www.iica.int/en>) identified a shared interest in mutual collaboration. Application of the Dairy Framework in Latin America is a specific opportunity arising from this shared interest, the initial target being Mexico.

The purpose of the project is to determine the effectiveness of the Dairy Framework in delivering:

- i. Improved food safety practices on dairy farms
- ii. Improved quality of feed
- iii. Increased quantity of safe raw milk and dairy materials
- iv. Economic benefit achieved by the dairy farmers
- v. Increased and/or broader market access for dairy farmers

This project will focus on how improved food safety practices can drive economic gains for dairy farmers rather more traditional Development Goals and therefore focus on medium-sized dairy farms (approximately 50 cows) and track measurable outcomes to demonstrate the effectiveness of the dairy framework and training program.

EXPECTED IMPACT OF THE PROJECT

1. Improve consistency and provide larger supplies of safe raw milk and dairy materials.
2. Significant economic development/improvement of small- to medium-sized dairy farmers in Mexico
3. Improve nutrition and public health

MEASURED OUTCOMES	
<p>The training project will be closely monitored to determine the effectiveness of the framework generally and the project specifically. Measured outcomes may include but will not be limited to:</p>	
<ul style="list-style-type: none"> a. Dairy farmers' performance improvement from pre-assessment to post-assessment across all key parameters set out in the Dairy Framework b. Increase in dairy output (quantity on dairy) c. Reduction in TPC count d. Increase in \$ paid to small- and medium-sized dairy farmers for dairy material <ul style="list-style-type: none"> i. Premiums / incentives ii. Reduction in penalties iii. Reduction in rejections e. Improved animal health and welfare (time savings to focus on productivity and production gains) f. Knowledge gain 	

KEY OBJECTIVES & EXPECTED BENEFITS	
<p>OBJECTIVES</p> <ul style="list-style-type: none"> 1. Further promote and roll-out the Dairy Framework 2. Project in Latin America, spreading SSAFE's work more broadly across global regions 3. Partner with IICA (first time) 4. Closely measure the outcomes resulting from the training 	<p>BENEFITS</p> <ul style="list-style-type: none"> 1. Improved food safety performance 2. Increased access to better quality raw dairy materials 3. Broader adoption of the Dairy Framework 4. Project meets SSAFE Vision/Mission 5. Expand SSAFE's public private partnerships (IICA)

PROJECT PLAN	
<p>SUMMARY OF DELIVERY METHODOLOGY</p>	<p>In line with the Indonesia Pilot and the Dairy Framework, the high-level methodology for this project is a 6 step approach:</p> <ul style="list-style-type: none"> 1. Set up internal project team with SSAFE member experts and IICA 2. Identify/select dairy farmers and buyers (likely to be in the Jalisco area, but to be determined through consensus by the Project Team) 3. Conduct on-farm pre-assessments 4. Develop training materials based on SSAFE Dairy Framework 5. Deliver training to small- and medium-sized dairy farmers 6. Conduct on-farm post-assessments

	<p>7. Conduct an economic post-analysis to determine economic/profit growth for small- and medium-sized dairy farmers</p> <p>A training partner will need to be identified to help undertake the pre-assessment, deliver the training, conduct the post-assessment and report back to the project partners.</p> <p>In addition, the Dairy Framework will be translated into Spanish, the training materials will be developed and delivered in Spanish, and the training will be filmed (where applicable) for future online publication and dissemination.</p> <p><i>NOTE: a base of training materials already exists (developed for Indonesia) but will need to be translated and adapted based on the findings from the pre-assessments.</i></p>
<p>RESPONSIBILITIES</p>	<p>SSAFE</p> <ul style="list-style-type: none"> • SSAFE members shall recommend small- and medium-sized dairy farmers to participate in the training program • Provide the Dairy Framework (i.e. base content for the training materials and training approach) and other materials previously developed • Help select the trainer and the trainees (i.e. farmers) • Help deliver training where relevant and appropriate • Provide the funding for the project <p>IICA</p> <p>IICA is the partner of choice for SSAFE in this project. IICA has strong connections with regulators, local dairy associations and academic institutions in the region, and extensive experience and expertise in organizing workshops / training sessions. Their responsibilities would include:</p> <ul style="list-style-type: none"> • Oversee and deliver the project • Deliver the training – either directly or by sourcing a training partner* • Work with SSAFE to select trainees (i.e. farmers) • Assign someone to oversee the project and the project team • Translate the Framework and develop the training materials in Spanish • Film the training, where appropriate, for distribution online after the project is completed • Provide SSAFE with project updates / progress reports, and help prepare the final report and/or case study • Co-brand all outputs (e.g. training materials, case study) with SSAFE • Own the IP of the final materials, which shall be made available freely and free of charge without limitation

	<p><i>* IICA will work with SSAFE to identify and select the Trainer. SSAFE will need to confirm in writing its satisfaction with the selected trainer.</i></p>
SSAFE PROJECT TEAM MEMBERS	<p>Cargill: Luis Carlos Cabello and Mauricio Guerra Danone: Mariano Salceda and Paola Nogales Kerry: Luis Coronado and Aline Palacio Nestlé: Ramón Eduardo González and Emilio Díaz SSAFE: Quincy Lissaur</p>
REQUIRED RESOURCES / EXPECTED COSTS	<p>Estimated Total: \$45,000</p> <p><i>NOTE: IICA has provided an estimate for the cost of the trainer. SSAFE needs to approve the trainer and any cost savings on the trainer will be passed onto SSAFE. If the trainer of choice is more expensive IICA will inform SSAFE and ask for written confirmation that SSAFE authorises the additional expense.</i></p>
FINAL DELIVERABLES	<ul style="list-style-type: none"> • Training completed/delivered • Training materials available in Spanish • SSAFE Dairy Framework available in Spanish • Films of training • Final project summary report for all SSAFE members • Case study • Press release <p><i>NOTE: All materials to be co-branded between IICA and SSAFE, with all IP owned by IICA, but to be made available by IICA freely and free of charge without limitation.</i></p>
START DATE: Summer 2018	COMPLETION DATE: Summer 2019

ANNEX II

Detailed Budget

- Trainer to develop and deliver training (conduct pre-assessment, deliver training, conduct post-assessment): \$25,000
- Training Venue costs: \$2,000
- Travel to farm(s) and training facilities: \$2,500
- Translation of framework into Spanish: \$2,550
- Filming of training (on-farm): \$7,000
- Project management fee for IICA: \$4,000
- SSAFE Executive Director travel to observe one training session and meet with local team members: \$1,500

