



Food and Agriculture Organization
of the United Nations

Annex 23

Methodology for estimating project beneficiaries

*For the GCF-FAO Programme “Scaling-Up Resilience in Africa’s Great Green Wall”
(SURAGGWA)*

Identification of beneficiaries

The ultimate beneficiaries of this project are women, children and men living in the targeted districts. Direct beneficiaries are identified as *participants in programme activities and their households*, and indirect beneficiaries are generally defined as people residing in the programme areas who will receive benefits from downstream improvements in natural resource management.

Participation in the project will be voluntary on the basis of a participatory, and community-based approach based upon the identification of highly degraded communal lands and moderately degraded individuals farmlands for land restoration as well as Free, Prior Informed Consent procedure that will be launched at the start of the programme. A census of organized groups will also take place to ensure that all relevant stakeholders are participating in programme activities. Participation will be limited to one member per household.

50% of beneficiaries at local level, will be women for both land restoration activities as well as non-timber forest product value chain development.

Lists of beneficiaries and participants in trainings will be maintained by the programme.

Group 1 – Local, Vulnerable farmers, pastoralists and agro-pastoralists organized around highly degraded communal and moderately degraded individual plot (farmland) restoration sites

Programme participation will cascade from the identification of highly and moderately degraded lands for restoration, with the assumption of a 5% overlap between beneficiaries involved in restoration activities in highly degraded and moderately degraded lands, according to the following general criteria:

- the availability of degraded land to be restored in the villages (at least a parcel of 300 ha for highly degraded lands and 500 ha of moderately degraded lands);
- the presence of at least 40 households who have user rights to the highly degraded restoration sites selected;
- the presence of at least 125 households who have user rights to moderately degraded restoration sites selected;
- the motivation and commitment of community members to take part in restoration activities, including in-kind contributions such as land and labor;
- the non-existence of unresolved land issues and / or inter-village disputes;
- the pre-existence of community-based structure and organization, or the agreement to create a community-based structure;
- agreement in a meeting in which a majority of the users of the communal site are present to promote the interests of women through the programme and nominate 2 to 3 women members who will promote those interests and ensure the communication and participation of women members

SURAGGWA uses a strategic approach for beneficiary selection that prioritizes communities most vulnerable to land degradation, those dependent on natural resources for their livelihoods, and groups with a demonstrated commitment to sustainable land management. The selection process is focussed on the availability of degraded land to be restored in the villages, the motivation and commitment of community members to take part in restoration activities, including in-kind contributions such as land and labour; the non-existence of unresolved land issues and/or inter-village disputes; and preferably the pre-existence of community-based structures and organizations. Furthermore, the programme will engage smallholder farmers, pastoralists, and local cooperatives who are directly affected by desertification and have the potential to contribute to long-term forest restoration. Additionally, preference is given to communities that have experience with agroforestry, soil and water conservation, or traditional land stewardship practices, as their involvement can enhance programme success. Gender and social inclusion is also a key criteria, ensuring that women, youth, and marginalized groups have equitable access to programme benefits and decision-making roles. Furthermore, engagement with local authorities, customary landowners, and community-based organizations will help ensure that

beneficiaries have secure land tenure, reducing the risk of disputes and ensuring sustained participation. By prioritizing beneficiaries who align with ecological and social sustainability goals, the programme can maximize its environmental impact and long-term viability.

The specific criteria for highly degraded lands and moderately degraded lands are included in the tables below:

Table 1- Selection Criteria for the Selected Sites for Highly Degraded Lands¹

Type	Criteria	Means of Verification
Climate	The site is impacted by climate events and risks based on a physical examination of the site, climate data, local weather station data or verbal records by village elders.	Photographs, record of observations and species and note for the record on the Site file with names and dates of interviews collected attested by local leaders and M&E team.
Physical	There is at least a minimum parcel of 300 hectares per restoration site selected.	A rough map will be provided and recorded in the programme records.
Technical	A site visit by technical experts indicates that the selected site can benefit from the menu of activities included for land rehabilitation and restoration.	Technical site report with photographs, names of species, impact potential and identification of potential interventions prepared in consultation with local community experts and elders.
Population	There are at least 40 minimum households who have access to use rights on the selected site.	A record of HHs will be maintained in programme records.
Social	The community members agree to use an existing organization or form a new one for the purpose of programme activities and nominate 2-3 members to provide coordination and facilitation for programme activities. There are no reported conflicts in the area and no rights of community members, whether pastoral or settled, will be infringed by the restoration activities.	A written document signed by 2-3 community elders in the presence of a majority of the households who have use rights in an open meeting organized by the local Government agency with photographs maintained of the meeting and a resolution signed by the local leaders.
Gender	The local community members agree in a meeting in which a majority of the users of the communal site are present to promote the interests of women through the programme and nominate 2 to 3 women members who will promote those interests and ensure the communication and participation of women members.	Photographs maintained of the meeting and a resolution signed by the women leaders.
Logistical	A clear agreement from the community to proceed further with terms of reference signed between the community, local authorities and the programme.	A signed Terms of Partnership.

Table 2 - Selection Criteria for the Selected Sites for Moderately Degraded Lands²

Type	Criteria	Means of Verification
Climate	The site is impacted by climate events and risks based on a physical examination of the site, climate data, local weather station data or verbal records by village elders.	Photographs, record of observations and species and note for the record on the Site file with names and dates of interviews collected attested by local leaders and M&E team.
Physical	There is at least a minimum parcel of 500 hectares of moderately degraded land per restoration site selected.	A rough map will be provided and recorded in the programme records.

¹ For further details on the exact restoration methodology approach please refer to: <https://openknowledge.fao.org/items/467cc151-490b-48ca-a1a6-4290ec774376>

² For further details on the exact restoration methodology approach please refer to: <https://openknowledge.fao.org/items/467cc151-490b-48ca-a1a6-4290ec774376>

Technical	A site visit by technical experts indicates that the selected site can benefit from the menu of activities included for land rehabilitation and restoration.	Technical site report with photographs, names of species, impact potential and identification of potential interventions prepared in consultation with local community experts and elders.
Population	There are at least 125 minimum households who have access to use rights on the selected site.	A record of HHs will be maintained in programme records.
Social	<p>There is relatively equal distribution of land with an average of around 4 has per HHs. Where HHs own more than this they can use their skills and awareness and new techniques to restore more than 4 HHs per HH but programme inputs will be based on a share of 4 HH per HH.</p> <p>The community members agree to use an existing mechanism for organizing into groups or form new groups and nominate 2-3 members to provide coordination and facilitation for programme activities.</p> <p>There are no reported conflicts in the area and the rights of no community members, pastoral or settled will be infringed by the restoration and rehabilitation activities.</p>	A written document signed by 2-3 community elders in the presence of a majority of the households who own land or have use rights in an open meetings organized by the local Government agency with photographs maintained of the meeting and a resolution signed by the local leaders with a listing of land rights.
Gender	The local community members agree in a meeting in which a majority of the users of the communal site are present to promote the interests of women through the programme and nominate 2 to 3 women members who will promote those interests and ensure the communication and participation of women members through separate women's groups.	Photographs maintained of the meeting and a resolution signed by the women leaders and a group leader in areas where separate groups are formed for women.
Logistical	A clear agreement from the community to proceed further with a terms of reference signed between the community, local authorities and the programme.	A signed Terms of Partnership.

- Group 2 – Producer organizations and Micro-, Small- and Medium- Enterprises

The second group of beneficiaries are producer and collector groups (30% of which are assumed to be overlapping with Group 1), processors and distributors of non-timber forest products (NTFP) and fodder - referred to collectively as NTFP value chain actors. These criteria consider socio-economic, technical and organizational dimensions/aspects, as per the table below:

	Socio-economic criteria	Technical and organizational criteria
Producer s/collectors/processors/distributors	<ol style="list-style-type: none"> <u>1. Dependence on forest and/or tree resources:</u> Beneficiaries should be those who are dependent on forest and/or tree resources for their livelihoods. Involvement in restoration of degraded is considered an advantage; <u>2. Availability of the natural resources/raw materials:</u> Beneficiaries should have access to NTFP/fodder resources required for the selected value chains, and have an interest in sustainable management of these resources; <u>3. Market demand/requirement:</u> Beneficiaries should be able and willing to meet the product requirements/quality standards for the NTFP products, whether for the market or for direct consumption, improving their own food and nutrition security. This requires an understanding of the targeted end users (including domestic and international markets) and their preferences, as well as the ability to produce products that meet the required quality standards; <u>4. Social and environmental sustainability:</u> Beneficiaries should be committed to social and environmental sustainability in the production and 	<ol style="list-style-type: none"> <u>1. Capacity and skills:</u> Beneficiaries should have the minimum capacity and skills required to participate in the selected value chains (such as harvesting, processing, packaging and marketing of the products, etc.); This also includes some willingness to improve their capacity and skills; <u>2. Organizational and functional requirements:</u> Beneficiaries should be part of an organized group or be ready to be organized in a producer group/ cooperative with a shared understanding and vision; The organized groups could be formal or informal and where existing, will be reinforced. They should be ready to report transparently to their members. <u>3. Access and benefits sharing:</u> Beneficiaries should be ready to

	<p>marketing of the NTFP products. This involves practices that promote conservation and restoration of biodiversity and ecosystem services, and equitable sharing of benefits, among others;</p> <p>5. <u><i>Gender equity and social inclusion</i></u>: Beneficiaries should include both men and women, including youth, with a focus on ensuring that women and youth have equal access to NTFP value chain opportunities and benefits (without discriminating against socially disadvantaged or vulnerable groups);</p> <p>6. <u><i>Economic viability</i></u>: Beneficiaries should be able to generate income and improve their livelihoods through their participation in the NTFP value chains. This requires a comprehensive business case of the costs, benefits, and risks associated with the selected value chains and the ability to manage these effectively.</p> <p>7. <u><i>Commitment</i></u>: The beneficiaries should commit themselves to the principles and requirements of the project (to avoid/minimize opportunists). Project staff in every beneficiary country should find a suitable way of engaging the beneficiaries.</p>	<p>equitably share benefits among group members, and to share knowledge about sustainable use and processing of NTFP resulting from their participation in the project.</p>
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Indirect Beneficiaries

In this programme, indirect beneficiaries are derived from the largest of the components engaging directly in land restoration activities of highly and moderately degraded lands, under Component 1. Although there is well documented research regarding the indirect impact of land restoration activities on upstream activities³, we assume that these are largely the same beneficiaries that would benefit indirectly from Component 1 activities. As such, the indirect beneficiaries under Component 2 are not included in the final calculations.

In order to facilitate the calculation of indirect beneficiaries at programme design stage, the indirect impact pathway is estimated through knowledge transfer to non-programme supported households through knowledge transfer from direct beneficiary households, as well as transfer of knowledge through local technicians and NGOs that will benefit from capacity strengthening in SURAGGWA-promoted land restoration practices⁴. A conservative estimate is that each household would transfer knowledge to 2 households, while NGOs and local technicians would transfer knowledge to three households, for a total multiplier of 5 households per programme beneficiary household. It is also assumed that the adoption rates for these indirect households would be lower than for direct programme beneficiaries (50%). During project implementation indirect beneficiaries will be monitored through the identification of ecosystem

³ Africa Regenerative Agriculture Study Group (2021). Regenerative Agriculture: An opportunity for businesses and society to restore degraded land in Africa. 62pp. https://iucn.org/sites/default/files/2022-06/regnerative_agriculture_in_africa_report_2021_compressed.pdf.

⁴ While there is scant quantitative evidence in the research literature regarding the exact knowledge transfer rates for land restoration practices, the spread of Farmer-Assisted Natural Regeneration in Niger provides a key example of how local-level knowledge transfer of cost-effective, and economically viable approaches at community- and farm-level are key to the endemic spread of such practices. The impact pathway thus utilized assumes that the community-based, cost- and time-effective approaches promoted by SURAGGWA will follow a similar process. For further details please refer to Suuk, S.S., Laube, W., Seyni, A.A. et al. The Adoption of Farmer-managed Natural Regeneration in Dogonkiri, Niger. Hum Ecol (2025). <https://doi.org/10.1007/s10745-025-00568-y> and Africa Regenerative Agriculture Study Group (2021). Regenerative Agriculture: An opportunity for businesses and society to restore degraded land in Africa. 62pp. https://iucn.org/sites/default/files/2022-06/regnerative_agriculture_in_africa_report_2021_compressed.pdf.

based downstream benefits, including through spillover impacts of dune fixation, including through remote-sensing monitoring technologies.

Adaptation benefits.

Adaptation benefits accrued by programme participants in the project are as follows (increased adaptive capacity):

- Increased access to resilient ecosystem (output 1.3 and output 1.4)
- Increased income and access to market (outputs 2.2)
- Increased technical capacity to implement CRA practices (output 1.2, 1.5)
- Increased access to finance (output 2.3)

The programme direct and indirect beneficiary numbers are as follows:

Component level, direct and indirect beneficiaries (not accounting for double counting)		
Component	Programme Total	
	Direct	Indirect
Component 1	1.544.770	3.861.925
Component 2	480.330	271.333
Component 3	-	520.020

Direct and indirect beneficiaries disaggregated by country vis-à-vis potential SURAGGWA area population		
Country	Proportion of direct beneficiaries	Proportion of indirect beneficiaries
Burkina Faso	3%	5%
Chad	8%	14%
Djibouti	37%	46%
Mali	25%	56%
Mauritania	19%	42%
Niger	3%	7%
Nigeria	1%	3%
Senegal	22%	38%

Direct and indirect beneficiaries disaggregated by country vis-à-vis total GGW Initiative population		
Country	Proportion of direct beneficiaries	Proportion of indirect beneficiaries

Burkina Faso	1%	2%
Chad	3%	6%
Djibouti	5%	7%
Mali	6%	13%
Mauritania	6%	12%
Niger	2%	4%
Nigeria	1%	1%
Senegal	3%	16%

Proportion of direct beneficiaries to total population	0,57%
Proportion of indirect beneficiaries to total population	1,18%

Please refer to the attached excel file for detailed information and calculations. (Annex 23a)

Table: Programme-level Direct and indirect beneficiaries [accounting for double counting]

Totals	Burkina Faso	Chad	Djibouti	Mali	Mauritania	Niger	Nigeria	Senegal	Programme Total
Direct individuals	78,547	105,556	46,466	290,496	220,208	387,284	502,166	250,279	1,881,002
<i>Direct households</i>	11,221	19,227	7,889	36,818	37,705	51,984	73,416	21,576	259,837
<i>Direct women</i>	39,273	52,884	22,071	144,958	109,664	192,480	247,568	128,143	937,040
Indirect individuals	119,804	200,226	58,578	656,728	488,546	848,072	1,059,330	430,641	3,861,925
<i>Indirect households</i>	17,115	36,471	9,945	83,235	86,930	113,835	61,949	37,124	446,605
<i>Indirect women</i>	59,902	100,313	27,824	327,707	243,296	421,492	522,250	220,488	1,923,273
Totals	Mid-Term (assuming 35% delivery)	0.35							
Direct individuals	Burkina Faso	Chad	Djibouti	Mali	Mauritania	Niger	Nigeria	Senegal	Mid-year Total
<i>Direct households</i>	27,491	36,945	16,263	101,674	77,073	135,549	175,758	87,598	658,351
<i>Direct women</i>	3,927	6,729	2,761	12,886	13,197	18,195	25,696	7,552	90,943

Indirect individuals	13,746	18,509	7,725	50,735	38,382	67,368	86,649	44,850	327,964
Indirect households	41,931	70,079	20,502	229,855	170,991	296,825	370,766	150,724	1,351,674
Indirect women	5,990	12,765	3,481	29,132	30,425	39,842	21,682	12,993	156,312
	20,966	35,110	9,739	114,697	85,154	147,522	182,787	77,171	673,146
% of women	0.5	0.501	0.475	0.499	0.498	0.497	0.493	0.512	268,714.50