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POVERTY REDUCTION BY INCREASING
THE COMPETITIVENESS OF ENTERPRISES

POVERTY REDUCTION BY INCREASING THE COMPETITIVENESS OF ENTERPRISES

**QUARTERLY PROGRESS REPORT (JANUARY- MARCH 2013)
BANGLADESH**



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EXECUTIVE SUMMARY

During the second quarter of FY2013 (January-March 2013) PRICE has continued to conduct value chain activities across its three sectors; horticulture, aquaculture and leather products. In order to support USAID's mission of increasing incomes and opportunities in Feed the Future districts, PRICE conducted most of its activities in the south and southwest of Bangladesh.

Through these activities, PRICE's partner organizations increased their sales by \$20.5 million and created nearly 6,000 new jobs. Additionally, investment increased by approximately \$289,900, and more than 4,200 firms and farmers received loans through linkages to credit.

During this period, PRICE trained a total of 27,927 beneficiaries, of which 8,231 were female. Among these participants, 18,524 individuals received short-term training in the aquaculture and horticulture sectors. Of these, 2,237 participants received workforce skills training, 24,924 beneficiaries participated in management or technology training and 271 individuals received labor compliance trainings. In addition, 19,780 more farmers in the horticulture and aquaculture sectors began applying new production technologies as a result of PRICE's training efforts.

PRICE's performance against its indicators for this quarter is:

Table 1: PRICE Standard Indicator-wise Performance (January – March 2013) by Sector					
	Value of incremental farm-level sales (USD, million)	Value of new private sector investment (USD)	Individuals receiving short-term training	Farmers and others applying new technologies	Hectares under improved technologies
Horticulture	\$7.7	\$79,496	16,684	9,116	2,271
Aquaculture	\$3.6	\$210,407	1,840	10,664	3,911
All	\$11.3	\$289,903	18,524	19,780	6,182

Table 2: PRICE Custom Indicator-wise Performance (January – March 2013) by Sector						
Sector	Value of sales increased (USD, million)	New jobs created	Value of investment increased (USD)	Individuals receiving workforce development training	Firms & farmers access to credit	Value of sales-Business (USD, million)
Horticulture	11.1	5,113	79,496	1330	4084	3.4
Aquaculture	3.6	753	210,407	0.0	207	0.004
Leather	5.8	121	0.0	907	0.0	5.8
All	\$20.5	5,987	289,903	2237	4291	\$9.2

Horticulture

In the horticulture sector PRICE continued its activities on vegetables, potato, and mango. To produce higher yields and gain better market prices, PRICE continued to promote the use of high quality inputs and compost, introduced new pest management techniques, encouraged better post-harvest handling, and facilitated market linkages by working with several SMEs, farmer associations, NGOs, and private enterprises. During this quarter, PRICE facilitated a total of 766 training. In addition, 44 workforce development trainings were conducted for 1,330 participants. PRICE's horticulture partners increased their sales by \$11.1 million, with farm-level sales increased by \$7.7 million. Investment in the horticulture sector increased by \$79,496 and 5,113 new jobs were created across the value chain. As a result of PRICE training and mentoring, 9,116 farmers began applying new production technologies on more than 2,200 ha.

Aquaculture

To improve the value chain and address constraints hampering productivity in the aquaculture sector, PRICE continued promoting eco-friendly and improved aquaculture practices that increase production. The project facilitated technical trainings including farmer counseling, method and result demonstrations and hands-on mentoring to farming associations, while also strengthening linkages with different value chain actors. PRICE also encouraged beneficiaries to use high quality inputs and integrated farming technologies to sustain higher stocking densities, maximize biomass production, and understand business risks.

During this quarter, PRICE aquaculture partners increased their sales by \$3.6 million and created 753 new jobs across the value chain. Partner investment also increased by \$210,407. During this quarter, the PRICE aquaculture sector facilitated a total of 59 trainings, of which 45 were held on business management or improved technologies for 1,840 participants (509 women).

Leather Products

During this reporting period, the PRICE leather products sector continued its support both for SME development and workforce development by facilitating managerial and technical skills development trainings for SMEs and training for workers and floor-level supervisors to develop their technical skills to increase productivity. Additionally, assistance with market access helped partner-SMEs contribute to an increased domestic supply and create new markets. During this quarter, PRICE arranged 17 training programs where 15 trainings were conducted on workforce development for 907 participants and two labor compliance trainings were conducted for 271 participants. In addition, PRICE successfully completed the training program on moccasin stitching for 700 trainees in 36 new clusters (predominately women) located in Laxmipur. During this quarter, PRICE's support generated additional sales of \$5.8 million and created 121 new jobs in this sector.

SECTION 1: HORTICULTURE

OVERVIEW

The period from January to March is considered to be one of the best times of the year for growing a wide range of horticultural crops in Bangladesh. Despite lower-than-usual temperatures in January, this year was no exception, as the prolonged winter helped to bring in a good potato harvest. Early tomato, potato, and other winter vegetables, such as eggplant, performed well in the field.

PRICE facilitated several trainings on seed and table potato production, commercially-safe vegetable production, eggplant cultivation, as well as mango orchard management. These trainings helped farmers to produce a larger crop of higher quality produce, thereby helping to increase their incomes. Focused activities in the south further strengthened the value chains of targeted crops resulting in a win-win situation for all actors involved, including seed producers and suppliers, compost and bio-fertilizer enterprises, smallholder as well as commercial producers, other value chain actors, and consumers as well.

PRICE assisted horticulture partners across the north and southern part of Bangladesh increased their sales by \$ 11 million. Konika Seed Company -Potato Farmers, contributed is the highest -one of the most potential partners in FtF region, contributed \$ 1.85 million, followed by Renaissance Vegetable Farmers \$1.77 respectively. Additionally, this increased sale created a total of 5,113 full-time equivalent jobs (out of it 2,740 were women). A total of 16,684 (30 percent of which were women) individuals received training and partners generated an additional investment by \$ 79,000 in this time frame.

Sales increased	\$11 million
New jobs	5,113
Investment increased	\$79,000
Individual received training	16,684
Persons trained in workforce development	1,330
Farmers received access to loan	4,084

A. Potato

Preliminary field estimates indicate that this year's potato cultivation in the south will be higher than the previous year due to the availability of good quality seeds. PRICE training on integrated crop management and successful technology transfer, combined with better access to quality inputs, optimum pest and water management, and the adoption of enhanced harvest and post-harvest handling operations, were some of the factors helping growers achieve higher yields. Potato production was very good in the southern areas supported by PRICE, reaching maximum of 30-32 MT/ha.

Comparatively high market prices this quarter supported potato farmer's increased incomes. This quarter, the national average wholesale market price of fresh white potato was around \$317/MT in January 2013 down to \$190/MT in March 2013. Early planters fetched very high price for their early harvest of potato—as high as \$380/MT—which gradually came down to \$127/MT of fresh potato.

A.1. Potato Seed

A.1.1. Assisting Enterprises to Produce and Supply High Quality Tissue Culture-based Seed

PRICE has been working to increase the availability of high quality potato seeds. These seeds, which have high vigor and genetic purity, will help farmers to produce higher yields and bring in higher gross margins. This quarter, PRICE assisted partner enterprises in producing tissue culture-based seeds as well as multiplying clean basic seeds. Further, PRICE provided technical support to Konika Seed Company Ltd., Unique Seed Company, Ferdous Biotech Ltd., Technology for Rural Development, PRIDE Agro Enterprise, Dipti Agro Enterprise, as well as to their contract farmers in crop management and seed production handling during harvest and post-harvest. These trainings focused on tissue-cultured plantlets as well as breeder and foundation seed production using net-houses, which are designed to prevent insect damage and disease



Training at Chuadanga for seed potato farmers by Konika Seed Company Ltd.

Support to partner enterprises on potato seed production and their outcomes included:

- *Unique Seed Company* produced 340 kg of mini-tubers from plantlets grown in net housing, 7,128 kg of breeder seed, and 175 MT of Diamant and Cardinal foundation seed varieties..
- *Technology for Rural Development* received assistance in disease-free potato seed production, producing 2,500 kg pre-breeder seed from tissue culture plantlets and 20,000 kg of breeder seed in the Nilphamari District. The company also produced 383 MT of foundation seed from their own basic seed materials produced from the tissue culture-based seeds.

- *PRIDE Agro Enterprise* produced 103 MT of foundation seeds from breeder seeds and 213 MT of certified seed from tissue culture-based foundation seeds through contract farming to 40 seed potato farmers in Jessore. PRIDE provided inputs to the farmers, including disease free seeds and seasonal credit, while PRICE experts supported the farmers through training and technical assistance.
- *Ferdous Biotech* produced 1700 kg of mini-tubers under net housing, 13,500 kg of breeder seed, and 17,700 kg of Diamant and Cardinal foundation seed varieties in the Nilphamari District.
- *Sajib Seed* produced 500 kg of mini-tubers and 180 MT of foundation seed of Diamant from their own tissue culture-based seeds.
- *Konica Seed Company* continued their seed multiplication program from tissue culture-based planting material. During this year the company planted pre-breeder seed grown in net housing and produced 5.9 MT of Cardinal breeder seed and 2 MT of Diamant potato variety. This breeder seed will be used next year to produce foundation seeds. Konica also produced 44 MT of first generation foundation seeds of Cardinal and Diamant in the Chuadanga District. The company organized trainings for 180 contract seed growing farmers on seed production from tissue cultured materials.

A.1.2. Strengthening Contract Farming for Certified Potato Seed Production in the South

Involving farmers in contract farming schemes in certified potato seed production can facilitate faster duplication of good quality. PRICE has been able to successfully replicate this initiative in order to address the chronic problem of inadequate availability of high quality seeds. Support to partner enterprise this quarter included:

- *PRIDE Agro Enterprise Ltd.* was supported by PRICE to provide technical support to 40 contract farmers of Shameshpur village in the Jessore Sadar upazilla. This included selecting and sowing potato seeds upon maturity as well as haulm pulling, harvesting, curing, sorting, grading, and bagging. PRICE assisted the enterprise to procure 103 MT of foundation seed and 213 MT of certified high-grade seed with proper certification and placed in cold storage.
- *Konica Seed Company*, increased its contract farming area from 42 ha to 58.33 ha involving 180 contract farmers, with PRICE's support. The enterprise also procured 1292.24 MT of well processed seeds from its own foundation seeds of Diamant and Cardinal potato varieties. The seeds were duly certified by the Seed Certification Agency, graded, sorted, packed, and stored. These seeds are expected to be utilized mostly by the potato farmers of the southern region of Bangladesh.
- *Ferdous Biotech* initiated contract farming at Chudanga and continued their seed contract farming at Joldhaka, Nilphamari, along with its own production. The enterprise trained and supported 20 contract farmers producing 178 MT of high grade seeds of Diamant, Cardinal, and Granola. These seeds were certified, procured and stored in cold storages for next year's market.

- *Dipti Agro Enterprise* undertook contract farming of seed potato for the first time at Jhikoargcha and trained 21 farmers on producing certified seeds from foundation seeds. The enterprise organized provision of high quality tissue cultured seeds, technical assistance and credit for farmers who produced 86 MT of good quality certified seeds of Cardinal and Diamante on 4.8 ha.

A.1.3. Facilitating Demonstrations of New Processing Potato Varieties

Granola, Cardinal, and Diamante are the three important commercial varieties of potatoes in Bangladesh, accounting for approximately 90 percent of the potato grown. Farmers have historically cultivated these varieties due to easy access to planting materials and the low cost of production. While, farmers are open to growing alternative varieties no suitable variety was available in Bangladesh. PRICE has been working to introduce new varieties that have good attributes, are particularly suitable for table and processing purposes, and enjoy good market demand. Over last two years, PRICE has found that in several key northern districts, farmers' acceptance levels were high after viewing demonstration plots of these new varieties, which include Courage, Lady Rosetta, Asterix, and Sagitta.

Potatoes for Success

When Mr. Giasuddin of Haibatpur, Jessore was approached to try a new potato variety for a PRICE demonstration, he happily accepted. He prepared his 320 m² of land to grow a new potato variety "Courage" which was at the time unknown to him. PRICE provided the quality certified seed, sourcing from one of its seed partner and provided technical guidance. Mr. Giasuddin gave full attention to his new crop plot, seeing that the land was tilled well. Pre-germinated seeds were planted with proper spacing. Adequate compost and balanced doses of fertilizers were applied. Irrigation was provided five times and fungicides were applied as precaution against late blight disease.

At last, Mr Giasuddin's crop was harvested, sorted, and graded properly under the supervision of PRICE technical experts. Although planted slightly late, Mr. Giasuddin got a yield of 760 kg from his small plot, which equivalent to roughly 24MT/ha. He was extremely happy about this new potato with its shiny pink color and uniform size. Neighborhood farmers were curious but skeptical about this new variety until they observed its high yield at harvest. They now want to procure seeds from Mr. Giasuddin for the next year. Mr. Giasuddin was thankful to USAID and PRICE project for giving him access to a new potato variety with such good attributes. Mr. Giasuddin will certainly plant "Courage" again next year during the appropriate growing season.

During this quarter, nine demonstration plots of Courage, Lady Rosetta, Asterix and Sagitta varieties were established on 200 sq. mt. plots in Jessore Sadar, Chuadanga, Jhikorgacha, Jhenaidaha, and Barisal districts. These varieties are known for good table and processing purposes with high dry matter content. PRICE provided good quality seeds and technical advice to the demonstration plot farmers. As a result, the average per hectare yield for PRICE supported farmers was 24 MT, which is significantly higher than the national average of 16-17MT per hectare. The farmers were extremely happy with the yield, size of the tubers, and the quality for eating.

Konica Seed Company also established several demonstrations plots using Cardinal and Diamante, and compared their performance with the new Courage and Sagita varieties. It was reported that initially both the new varieties showed poor growth in comparison to the traditional varieties. Eventually at maturity, the new varieties were found to be robust and actually produced more yield. Under similar crop management practices, Diamante

and Cardinal produced 3,358 kg and 3,769 kg, respectively, on 0.13 ha, while yields from Asterix and Sagitta were 3,880 kg and 4,026 kg. The taste of Sagitta as a table variety was found to be superior to the other varieties. Demonstration plots at different locations provided proof that the new varieties are very suitable for southern Bangladesh, and now farmers are willing to use these new varieties..

An additional, thirty demonstration plots were established in the main potato growing region of the country, particularly in Rangpur, Thakurgaon, Dinajpur and Kurigram, with three processing type of potatoes, Asterix, Sagitta, and Courage. High quality foundation seeds were supplied by PRICE's partner, Blue Moon International, while PRICE technical consultants provided necessary technical support. Major training interventions included topics such as irrigation scheduling and optimum soil moisture maintenance; aphid control and use of appropriate pesticide in correct doses; control of late blight; earthing-up during tuber maturation to avoid greening and sun exposure; haulm pulling; curing in shade to make improve skin finish; and sorting and grading into proper sizes. In addition, during harvest, yet before packing, farmers were shown the effect the technical interventions and first generation seeds had on increasing their yields. The average per hectare yield was 20- 28 MT, which was about 8-10 tons higher than the best farmer yields without the intervention. The yield potential of the new varieties are much higher than the results obtained in demonstrations, which will require better management practices and more hands-on training for adoption of the new varieties. Sagitta is gaining acceptance by the farmers who used to planting early. The variety has outperformed the existing Granola variety in respect to yield and quality.

Another important consideration for establishing the demonstration plots was to increase the introduction of new potato varieties, that have better market value, taste, high dry matter content, and industrial utility. Farmer confidence on production technology and the source of better seeds will eventually change the production scenario of the area.

A.2. Support in Establishing Supply Chain of Processing Potato

PRICE continued its effort to support the processing potato supply chain. Certain industries, especially newly established real potato chip making industries, have raw material supply challenges which result in an inability to run factories year round due to a lack of adequate quantity of processing types of potatoes having high dry matter content.

The Courage variety was found to be best available processing potato reaching up to 20 percent dry matter if proper technique is used along with high-quality inputs. PRICE supported Blue Moon International to train 515 farmers on the production and management of the Asterix variety in seven locations, using the best quality seeds and ensuring access to credit. Through this effort 1500 MT of high quality processing potato, with high dry matter content, was supplied to the Bombay Agro Factory from contract farmers for potato chip production. The enterprise bought the potatoes at a prefixed rate of \$0.16 per kg.

A.4. Supporting Enterprises to Increase the Capacity of Potato Farmers on Crop Management

In support of Feed the Future objectives, PRICE has emphasized both increasing access and availability of food at household and regional levels. In this context, the potato is a unique food security crop producing more food in a unit area of land than rice, and is being promoted in different locations in the south where the opportunity exists for quick expansion and increase yields.

This year, delayed seed sowing and post-sowing low temperatures had adverse effects on sprouting speed, early growth, and development of potatoes in the south. But this was followed by prolonged favorable weather and intensive appropriate technical support from PRICE, which compensated for the initial setback, resulting in a very good yield.

Support to partner enterprises this quarter included:

- *Proshikkhito Jubo Kalyan Agro Enterprise* trained 1,590 male and female farmers including 600 existing farmers of Pachbaria, Modhugram, Ettapur and Shyamnagar villages under Jessore Sadar Upazilla on overall potato crop management throughout this growing season. This included 1,320 farmers trained during this reporting period of January to March 2013. The farmers learned about raising earth along the potato row, fertilizer top dressing, soil moisture management, spraying schedule for controlling late blight, and harvesting. The enterprise supported farmers to grow potato on over 220 ha by providing good quality, certified seeds. In turn, PRICE facilitated technical support during potato growing period, particularly in applying fertilizer, making proper potato ridges, control of aphids, applying timely irrigation, and follow a strict spraying schedule. Farmers had a very good harvest, averaging yields of 29 MT/ha.
- *The Rural Reconstruction Foundation (RRF)* organized technical trainings for 690 potato farmers of Khajura, Nongorpur and Kodalia of Jessore Sadar and Razpur of Bagharpara upazilla of Jessore district on “Integrated crop management of potato and post-harvest technology”. During the year, 2,740 farmers received training on improved potato growing techniques. RRF farmers cultivated table potato on 500 ha, received regular technical services, particularly during critical growth period, which contributed to good harvest of 30 MT/ha and higher return. The organization provided timely credit and facilitated linkages with input dealers to get better inputs, such as fertilizer and pesticides.
- *Jagoroni Agro Industries (JAI)* organized 10 training events on “Improved Technology on Potato Cultivation through Contract Farming” at Sharsha, Navarin, Barinagar of Jessore, Moheshpur, and Khalispur of Jhenaidaha, and Kotchandpur. A total number of 300 potato farmers participated in the training events throughout the growing season, of which 90 farmers received training during the quarter.
- *Dipti Agro Enterprise* organized training for 1,110 farmers on “Improved Technology on Potato Cultivation through Contract Farming” at Sharsha, Navarin, Barinagar of Jessore, Moheshpur, and Khalispur of Jhenaidaha, and Kotchandpur during the potato growing period. Through this training 450 farmers participated during the quarter. Field based technical advice was also provided at the time of seeds and credit distribution by the enterprise.

- *Konica Seed Company* trained 510 farmers from Safderpur and Vomrdanga of Kotchandpur, Dadpakila, Loknathpur, Damuhuda. Jobonnagar of Chudanga this quarter. In total 1,500 table potato farmers have been supported this growing season to develop modern techniques of potato production. During this quarter mainly Cardinal variety were grown. PRICE helped farmers to cultivate potato on 300 ha producing a total of 8,500 MT. PRICE's technical staff supervised the potato farmers field regularly, helping farmers to produce a good harvest with an average yield of about 28 MT/ha.
- *Society for Development Committee of Faridpur* facilitated training for 90 new potato farmers from Vabukdia, Ramdia, Chator of Boalmari Upazilla of Faridpur during the quarter, mainly growing Diamante variety. PRICE's technical staff supervised the potato farmers field regularly has helped farmers to avert late blight and got a good harvest with an average yield of about 29 MT/ha.
- *PRIDE Agro-Enterprise*, a PRICE partner in the south, assisted 2,220 potato farmers including 660 senior potato farmers of Jhonjhonia of Jhenaidaha district, Sayedpur, Bagdnga, Manikdighi, Mothurapur, Lalitodaha of Jessore Sadar and Taherpur, Teghoria and bijoyrampur of Monirampur Upazilla under Jessore district on identifying good seeds, applying fertilizer and pesticides effectively, adopting haulm pulling before harvesting, curing, grading, packing, and marketing. The enterprise also assisted the farmers in using quality fertilizers and pesticides from the designated local authentic dealers. During the quarter the enterprise trained 450 farmers. Farmers of Pride Agro enterprise yields were over 28 MT/ha, grown on 460 ha.

A.3. Improving Post-Harvest Handling of Potato

Post-harvest handling is one area of the potato supply chain that affects all actors, from farmers to consumers. At times, product losses, due to mishandling, can exceed 50 percent. Farmers, field workers, and cold storage facilities are generally unaware of the importance of proper harvesting and post-harvest handling. PRICE undertook a special campaign to support several enterprises to improve the quality of potato that arrives at the market by minimizing losses during the process of harvesting, packing, and storage. In this quarter, PRICE facilitated field-based trainings on harvesting and post-harvest handling for farmers and workers in collaboration with several partner enterprises.



Workforce training for workers involved in potato post harvest handling conducted by Konika Seed Company Ltd. in Chuadanga, Bangladesh.

Field-based hands-on trainings and demonstrations were facilitated on harvesting and post-harvest handling of potatoes at Loknathpur, Gurudaha, Baddainathpur, Bakundia and Baka of Chudanga and Jhenaidaha. A total of 1,500 potato farmers of Konika Seed Company participated in a day-long training sessions held in the potato field, staking yard, and storage facilities.

PRICE is supporting the Konica Seed Company to increase its table potato farmers' capacity. Both male and female participants were selected from the workforce that is regularly involved in potato seed cultivation, harvesting, grading, sorting, packaging, and storing. This selection of participants ensured that future post-harvest handling process would improve. At Konica Seed Company, 100 male and female workers were trained on seed and table potato sorting, grading, cleaning, packing, and storing. In addition, Konica Seed Company included farmers in some training alongside workers to develop their theoretical knowledge and practical skills on the haulm killing, field curing, harvesting, after harvest curing, cleaning, sorting, grading, and packing.

Proshikkhito Jubo Kalyan Agro Enterprise trained 180 male and female workers at Pachbaria, Gaighat and Nongorour of Jessore on overall post-harvest handling. This training has helped farmers reduce field losses by up to 2-3 percent and ensured higher prices at market due to the uniform and shiny color of the potatoes. Workers also learned about personal hygiene and health safety; including the use of masks to reduce inhaling dust, use of small tools and gear for increased safety, and importance of hand washing, which was appreciated by the workers.

Other PRICE partners, including PRIDE Agro Enterprise, Dipti Agro Enterprise, the Society for Development Committee and RRF facilitated trainings on harvest and post-harvest handling. In total, 624 male and 306 female workers were trained in this quarter in Bijoy Nagar, Polkadnaga, Mathurapur, Shimeshpur, Barbakpur, Baniali of Jhikorgacha, Kadirdi village under Boalmari, Fardipur, and Nongurpur and Khajura of Jessore.

B. EGGPLANT

In Bangladesh, eggplant is one of the major winter vegetables and has a high market demand. The market price for eggplant was quite high during the quarter; particularly during the early harvest period in January. This year the eggplant growth was stunted for a short period during early stages of planting due to low temperatures in December and January, but temperatures changed in February and crops grew well through March. Pest infestation was also relatively low, which helps to keep down the cost of eggplant production since pest control can equate to some 40-50% of the total cost. Yields were generally good in most locations and the wholesale price per MT ranged from \$480 in January to around \$379 in February. Throughout the quarter PRICE farmers received continuous technical support in production, pest management post, production and marketing.

PRICE reached thousands of eggplant farmers from Jessore, Magura and Faridpur through several trainings provided by partner enterprises. These trainings address major constraints on production, specifically preparing raised seedbeds and producing healthy seedlings, planting healthy seedlings of new varieties, as well as applying fertilizer top dressing with balanced doses of fertilizers, raised rows, irrigation management, and harvesting times. Additionally, pest management, mostly using biological and mechanical control measures, was applied in order to improve crop quality and meet high market standards. This included increased use of compost and bio-fertilizer. Further PRICE provided guidance on how to address other issues and constraints such as more efficiently using chemicals. This not only lowers the cost of production through better management of resources, it further helps to reduce environmental damage and mitigate negative effects on human health. PRICE

B.1. Organizing Continuous Training to Increase the Capacity of Eggplant Farmers

In the south, particularly Jessore, Jhenaidaha, Magura, and Faridpur, eggplant is the main crop of vegetable farmers. But in recent years, eggplant production has been on a downward trend. Production costs have increased annually due to increased use of chemicals and higher operational costs, including labor, transportation, and packing materials, while access to markets and good inputs have been increasingly difficult. The reasons for this is that input markets are flooded with substandard and adulterated products and many farmers are unable to tell the difference between high quality products and adulterated ones. The newly developed varieties have not reached the hands of traditional commercial eggplant farmers. Instead, four to five local land races such as Chega, Eyeret, Shoilla, Surovi are cultivated in most of the areas of southern part of the country. Although good in taste with good market demand, these varieties are no longer money-makers for small holders. Improvement of existing varieties through selection and suitable replacements of modern hybrids or open pollinated varieties associated with crop rotation, improvement of soil health, and modern agronomic practices are key to increasing production and making eggplant crops profitable.

One of the major interventions PRICE has focused on is building the capacity of smallholders and helping them to identifying the underlying causes of low yields. In addition, the project supports small-holders to undertake integrated crop management practices through hands-on training, access to quality seeds, and enriching soil nutrient pool, and by increasing microbial activity by using various types of composts, minimize cost of production by rationing pest control measures.

During this quarter, PRICE supported PRIDE Agro Enterprise to train 1,500 farmers from 16 villages of Monirampur and Jessore Sadar Upazilla on 'Integrated Crop Management of Eggplant'. Fifty eggplant farmer groups participated in these training sessions covering topics such as crop nutrition, irrigation, pest management, post-harvest handling, and marketing. Field based day to day technical services were also provided to all the trained farmers with small land holdings of average size of 0.10 ha totaling 130 ha from the eggplant growing villages in two upazillas of Jessore district. These trainings encouraged farmers adopt appropriate measures timely.

PRIDE Agro Enterprise assisted previously supported farmers in Jessore district . Assistance included how to apply fertilizer top dressing timely in recommended doses; use vermi-compost as a supplement; weed and mulch, retain soil moisture; irrigate at optimal time; manage pest and disease through low-cost methods, including use of pheromone trap and releasing trichograma; apply regular use of tricho-extracts; and parching twigs attacked by fruit and shoot borer. Training and technical assistance was provided during growing period, as well as participatory technical meeting. Appropriate agronomic management adopted by the farmers proved to be very useful and all crops were found to be in good fruiting condition. Farmers had a very good harvest at the end of February and made solid returns.

Polly-Prokrity of Magura organized trainings for 480 eggplant farmers planting Chega and Soilla, two popular varieties of summer eggplants on 50 ha in Hazratalla, Gotiakhali, Gobindapur village of Shreepur Upazilla and Ramchandrapur, Krishnapur, Niznandoali villages of Magura sadar Upazilla under Magura district. The organization also provided extension service to the farmers of Jaria, Joynagar of Sreepur Upazilla, and Malondo, Chandanprotap, Okkurpara, and Bashdanga of Sadar Upazilla of Magura who have initiated seed bed preparation for summer eggplants. Since seedling wilting is a major cause of crop failure, PRICE supported Polly Prokrity farmers to build their capacity in seedling-raising techniques and soil sterilization by demonstrating solarization, seed treatments, covering seed bed with net, growing under poly-tunnels, spraying liquid fertilizers, and managing seedbed irrigation.

Farmers were also trained to address the problem of mottling and leaf curling by applying boron and using phosphate with other micronutrients to enhance flower initiation and flower dropping as well as to improve the fruit quality. Farmers were shown new harvesting techniques and how to use a sharp knife to minimize crop loss due to improper harvesting at the peak season.

Dipti Agro Enterprise organized training of 240 eggplant farmers of Gouripur, Khalia, Palashi villages of Monirampur Upazilla and Dostopur, Mirzapur, Lakkhipur villages of Jikargacha Upazilla under Jessore district. These trainings included planting Chega in about 85 percent of land while the rest was planted with Makra and Kazla variety of eggplants. Although Makra has a lower yield, there are various benefits to its use. Makra is a spiny variety that needs very little care as it is usually grown with low or no inputs, and can be grown in almost any type of soil. It is good for the marginal land and could be used as a temporary replacement in the areas with high prevalence of pests. Dipti Enterprise assisted farmers to get linked with reputable and authentic inputs dealer stores for buying good quality inputs and field consultants visited farmers' fields and provided regular guidance and advice.

PRICE assisted Jagoroni Agro Industries to organize training on eggplant production and post-production technology for their 480 contract farmers of Krishnapur, Debinagar, Jotshrepur and Gobidapur villages of Shreepur Upazilla under Magura district. Farmers of this area mostly grow Shingnath, a long slender type of eggplant, widely known for its taste and good yield. But years of growing the same variety with saved seeds has resulted genetic erosion. This year, PRICE sensitized the farmers to get fresh seeds stocks from BARI for replacements. Prashikhita Jobo Kallan Agro Enterprise trained 330 farmers on eggplant crop management during the reporting period. The trained farmers planted one local variety, Chega, and a newly introduced Vengor variety on 43 ha of eggplant in March at New Dakatia, Hapania, Fulbari, Goholnagar, Kefayatnagar, Daherpara villages of Jessore sadar Upazilla under Jessore district.

The Social Development Committee organized farmer training on "Integrated Eggplant Crop Management" for their 270 farmers. These farmers cultivated eggplants Ananda and Surovi varieties on 35 ha at Jatrabari, Shoildubi, Darikrishnapur, Baroibazar, Uzirkhakandi, of Sadarpur Upazilla under Faridpur district. Farmers established seed beds and transplanting will be done in April.

The trainings addressed some of the farmer's major constraints in eggplant production. Trainings discussed:

- Seed and soil treatment;
- The use of organic compost in the seed beds with occasional spray of liquid fertilizers;
- Seedling-raising under net and poly-tunnels;
- Transplantation and use of starter solution;
- How to source good quality fertilizers and pesticides and the use of balanced doses of fertilizers based soil nutrient analysis;
- Appropriate agronomic practices and pest management and post-harvest handling and marketing.

B.2. Introduction of New Variety through Results Demonstrations

The introduction of new varieties with superior attributes, particularly higher yield and pest resistant varieties, is very important to encourage small producers to continue growing eggplant, one of the main cash crops for the smallholders of the south. Although

providing information on new varieties and access to seeds and technology are important for sensitization, changing the behavior of a large number of farmers growing traditional land races year after year is a challenge.

“Parthib” is a hybrid variety of eggplant, similar to the local green oval-sized eggplant, but produces a significantly high yield and is also resistant to several pest. PRICE carefully selected this variety from a number of available hybrids for demonstration during summer. Ten demonstration sites have been selected, seedbeds have been prepared, seeds sown, and participating farmers have been given the necessary technical information for growing this crop. It is expected that once the farmers can see how this variety performs, they will want to start growing Parthib.

B.4. Facilitating Adoption of Ecofriendly Production Approach

PRICE has been promoting sustainable and ecologically friendly eggplant production practices for quite some time. During this season, PRICE supported PRIDE Agro-Enterprise to access to vermi and tricho compost by linking with Ryia Fertilizer. Thirty farmers were trained on how to use vermin and tricho composts in combination with balanced doses of fertilizers. The farmers were provided compost brought from the northern part of the country. Farmers applied the composts in their eggplant field and then continued to regularly sprayed “Trichovit” a biological extract from trichoderma, for control against various diseases. Eggplant fields using the compost and Trichovit were found to be healthier, more vigorous, with much better fruiting. Additionally, 240 farmers used pheromone traps for control of insects. Regular parching, clean cultivation, use of composts and bio-extract, establishing pheromone traps, and weekly release of trichogramma in the eggplant field helped farmers to stop using insecticides. Doing so helps to keep their environment clean and minimize cost of production while still bringing in a profitable yield.

B.3. Farmers Field School for Better Learning

Farmer field schools are an innovative learning approach, which is based on the concepts of learning-by-doing, practical field observation, and situation analysis, identifying best possible actions, and taking appropriate actions in time. The school continues during the 6-8 critical growth period of eggplant. A group of farmers, consisting of 25-30 persons growing eggplant in

a big field, participate in the field school under the guidance of an expert facilitator. PRIDE Agro Enterprise organized and established 28 Farmer Field Schools in 6 villages in Jessore. Eight hundred forty eggplant farmers of Hurgati, Delowabari, Chalkidanga, Kandabpur, Hayatpur and Shapur participated in the field schools started from February, 2013. Multiple sessions were held during the period



Farmers' visiting eggplant field farmers' field school organized by PRIDE Agro Enterprise in Jessore, Bangladesh.

and farmers enthusiastically participated in the sessions, which helped them to overcome their field problems through participatory group learning.

C. MANGO

Overall the agro climatic condition of this year in the southwestern part of Bangladesh was perfect for mango and flower growing, especially compared to the last year. Farmers were happy and most orchards had huge blooms. But fluctuating temperatures and several days of foggy weather created an environment conducive for mango hopper, a common mango pest, and anthracnose, a deadly disease of flowers. This had a large impact on fruit setting, which was not as great as expected. Still, fruit setting was good in about 50 percent of the trees. In the north the situation was a little different and overall fruit setting was fairly good.

PRICE provided training and technical support to mango growers in southwestern region, particularly in Jhenaidaha, Chudanga and Meherpur districts, during the flowering and fruit setting period to help support the care of the orchard, control mango hopper, and anthracnose, and provide supplementary irrigation to produce good yield and profitable returns.

C.1. Capacity Building of the Mmango Farmers of south

PRICE is assisting two enterprises, Adarsho Foundation Agro Enterprise and Chesta Agro Enterprise, to organize and facilitate trainings on mango orchard floor management, irrigation, pest management, and harvesting techniques to improve the productivity and quality of mango as well as minimize production costs through rational management practices. During the reporting period, technical support was provided through field technical consultants to control mango hopper and anthracnose. Farmers attended training sessions facilitated by mango experts on various aspects of mango orchard management. Further the farmer participants attended interactive sessions and visited nearby mango orchards to ensure full learning and understanding of the concepts presented.



Farmers attending integrated mango orchard management training conducted by Cheshta Agro Enterprise in Jhenaidah.

Support to partner enterprise this quarter included:

- *Chesta Agro Enterprise* of Jhenaidaha trained 1,050 mango farmers of Bakshipur, Kagmari, Jogonnathpur, Biddaharpur of Kotchandpur and Gorinsthpir. Modonpur, Azampur of Maheshpur Upzilla, Jhenaidaha. Trainings were facilitated on different orchard management topics, particularly tilling and leveling of orchard floor, irrigation, fertilizer management, mulching and weeding, and pest control. Farmers were provided technical guidance intended to

address fruit setting, control early dropping of fruits, improve pest management, and resolve irrigation problems.

- *Adorsho Foundation Agro Enterprise*, a partner of PRICE, organized training for 630 small mango orchard owners on various aspects of mango production and post-production. Farmers of Joynogor, Shyampur, Chandpur, Uzairpur, Akandabaria, Parkishnapur, Singnagar, Notunnagar villages under Damuhuda Upazilla of Chudanga participated in the day-long training events. Training sessions addressed the farmer's lack of information and awareness of cultural practices and how to establish high density mango plantations as well as to encourage fertilization, irrigation, pest and disease management, harvesting and post-harvest handling, and marketing. PRICE provided technical support to the farmers and field staff of the organization to improve their knowledge and skills on mango farming, orchard management, and fruit retentions.

D. CROSSCUTTING ISSUES

D.1.VEGETABLES

D.1.1. Promotion of Dyke Based Safe Vegetable Production

Bagerhat and Khulna are two important districts where vegetables had been a scarce commodity. Further, suitable highland for year round vegetable cultivation is inadequate or absent. With an aim to diversify the agriculture production system, increase cropping intensity, and promote an integrated rice-fish and vegetable cropping pattern, PRICE has been focusing its efforts to support enterprises in the FtF districts, located in Khulna and Bagerhat, which have more water bodies and low lying areas vulnerable to climate change.

For the last two years, PRICE has been successfully supporting EFADF Agro Business and Renaissance, two enterprises, from Khulna and Bagerhat, to establish a contract farming model growing year round vegetables in the dykes and involving thousands of small pond-owners. During the current quarter, PRICE started its work with another new partner organization, SMKK Enterprise of Bagerhat, to reach 1,540 dyke farmers. In Kochua, the enterprise organized 32 small farmers groups involving 350 female and 930 male farmers to grow cucumber, bitter gourds, beans, eggplants and tomato primarily on the dykes. Similarly, seven groups were organized at Sadar Upzilla of Bagerhat with 280 dyke farmers of Rakhalgachi. The enterprise provided training to 1,540 farmers from January to March, mainly on planting techniques on dykes, multi-strata cropping, construction of vine crops trellis, integrated pest management, and the use of biological control method for dyke crops' harvesting and marketing. Technical support were also provided to the trained farmers by organizing 68 group meeting sessions held in Gopalpur, Kachua, Raripara, Gazalia of Kachua and Rakhalgachi of Sadar Upazilla of Bagerhat.

PRICE supported another southern-based enterprise, EFADF Agro Business, to organize small dyke-based vegetable farmers for the cultivation of tomato, eggplant, bottle gourd, cabbages and several leafy vegetables during the winter. The enterprise organized 600 new farmers of Hosla, Bakultali, Jaria, Vattakhamar, Smabnghat, under Rupsa Upazilla of Khulna and Bagerhat in small groups, provided technical support, inputs and facilitated marketing. Training was also organized for 600 new dyke farmers and a refresher course was held for 840 existing farmers on "Integrated Vegetable Farming in the Dyke" for safe vegetable production through contract farming. The trained farmers were provided with new variety seeds of tomato (Godagari, Mintu Super), bottle gourd (Zinail-F1) and Cauliflower (Early Snowball), as well as compost. New varieties performed well in the area and farmers got almost a double-yield from the new varieties. The enterprise also established eight demonstration plots with new varieties of tomato, bottle gourd, and eggplant at different locations to show performances of new varieties and create awareness.

Renaissance organized training for 4100 dyke farmers of Chitolmari and Mollahat of which 2,000 were organized newly and refresher courses were run for 2,100 existing farmers this quarter on pest management, top dressing, and harvesting of winter crops. Training was provided to grow summer crops in the dykes. Several new varieties of tomato such as “TO1458”, Mintu, Mintu Super, and Hero, introduced during the winter produced a good yield in the dyke. The market’s response to the new varieties and overall quality of the newly introduced varieties was excellent. Besides tomato, which is a major dyke crop, a new eggplant variety, Vangor, imported from India was also found to be superior in respect to quality and yielded more than local eggplants. Necessary inputs and credit, supported along with regular technical advice, was provided to the farmers. This effort has yielded good results and farmers have had a bumper winter crop season which fetched higher prices for their produces.

D.1.2. Assisting Watermelon growers of Saline coastal area

In the saline zone of the southern areas, including the Dacope and Shaymanogor Upazillas of Khulna and Satkhira districts, farmers have very limited opportunity to grow year-round crops. Fresh water is scarce and soil is not suitable for growing a wide range of crops. However, watermelon can be cultivated in the area profitably at the end of winter. In response to this, PRICE started to support farmers growing watermelon in the area in 2012 through its partner organization, Shushilon. The organization conducted training for 2,460 watermelon farmers to grow several high-yielding varieties like World Queen, Hunter, and Glory suitable for the area. Farmers were trained on early seedling raising techniques in small bags during winter and how to protect those under poly cover, planting in raised beds immediately after winter, the use of composts and drip irrigation and mulching, as well as the control of diseases.



Watermelon farmers participating in training conducted by Shushilon in Khulna.

D.1.3. Supporting Onion Production through Introduction of New Varieties

Fardipur, Magura and part of Jessore are important onion-growing areas of the south. Farmers in this region tend to use traditional varieties of onion following old age cultivation techniques. PRICE is assisting four of its partner organizations, Polly Prokrity, Society for Development Committee, Dipti Agro Enterprise and PRIDE Agro Enterprise to assist onion farmers in adopting modern practices of onion cultivation and how to grow high-yielding varieties. PRICE supported these four enterprises to train 1,050 onion farmers to grow Taherpuri King, Koilashnagar, and Taherpuri EW20 varieties during the season as well as train farmers on crop production technology. Seeds were made available, technical support was provided to raise seedlings, and hands-on training was organized to control purple blotch diseases by applying proper kind of fungicides. In addition, credit support was provided to the farmers for their new investments in production. All in all, crop condition was very good during this quarter and farmers are expecting bumper harvest.

D.2. Vermi and Tricho Compost

D.2.1. Promotion of Compost through Demonstrations

Riya Fertilizer, a north-based bio-fertilizer company has started its operation in the south during this quarter. They have established 100 demonstrations with tricho and vermi compost in Monirampur, Jhikorgacha and Kesobour with the help of PRIDE Agro-Enterprise and other PRICE partners. Major demonstrations were established with eggplant, of both winter and summer varieties, and pointed gourd. Winter eggplants showed excellent results and farmers showed their interests in using the composts. GKSS Enterprise established eight demonstration plots at different locations of Polsahbari, Mithapukur and Gaibanda to showcase the effect of using bio-fertilizer. Performance was very good and farmers' responses were also positive.

In addition to these ventures, GKSSE is also organizing 50 documentary film shows on the use, application, and benefits of compost at different areas of Rangpur, Gaibanda and Bagerhat which has created lots of interest and demand for composts in the area.

D.2.3. Supporting Sustainable Production

The use of compost has been on the decline in the south and other parts of the country. PRICE has been working with the Renaissance dyke farmers to produce farm-based compost as well as EFADF Agro Business to produce and promote vermi composts for its dyke farmers.

New initiatives were undertaken to bring two PRICE-supported enterprises who currently work in the north, to come to the South to promote the use of compost to improve and preserve soil, thereby making production sustainable in the south also.

Riya Fertilizer conducted trainings for 30 farmers of Piatola, Monirampur of Jessore to get a better understanding of the use and importance of compost for sustainable vegetable production. Additionally, trainings discussed minimizing the cost of fertilizers and pesticides for vegetable production as part of their marketing strategy. Farmers learned application methods and benefits of using vermi and tricho compost produced by the company. During this quarter, some of the trained farmers used organic fertilizer, compost, and tricho-extract as a plant disease protecting agent in potato and eggplant. Using this, they achieved higher crop yields and simultaneously contributed to the overall health of their soil, which is their most valuable resource.

Riya Fertilizer also organized training for 100 sub-assistant agriculture officers of the Department of Agriculture working in the Monirampur, Jhikorgacha and Keshobpur areas of Jessore to get acquainted with vermi and tricho composts as well use of environment friendly good agricultural practices.

The company also trained 100 of its new retailers in three batches of the south to give detail information and knowledge on use and benefit of compost in increasing yield, sustainable production and minimizing production coss. The enterprise successfully

expanded its sales network in Jessore and Bagerhat through PRICE partners. Retailers were taken to the demo plots established in the nearby areas by the company. They were impressed to see very good crops in comparison to other fields not using compost.

D.3. Vegetable Seeds

D.3.1. Promoting Good Quality Vegetable Seeds

PRICE supported Padma Seeds, a south-based seed company to provide theoretical and practical trainings to 1,020 seed contract farmers in 34 batches on types of seed generation, planting techniques, crop management, rouging, isolation, plant and crop protection, soil nutrient management, harvesting of seed and fruits, post-harvest handling, seed cleaning, drying, and packing. In addition, seed production technical support was provided and quality checking continued during the growing period. Farmers of Bagharpara, Jhikorgacha and Kaliganj participating in training, where they learned seed production technologies of 12 different summer vegetables such as ridged gourd, bitter gourd, red amaranthus, cucumber, sweet gourd, and yard long beans. Trained farmers were provided 2,697 kg of high quality certified seeds of open pollinated varieties collected from the top producers from India for production of seeds on about 450 ha. Technical supervision is being provided for growing seeds properly. The company also established 50 demonstration plots of newly introduced varieties of ridged gourd, bitter gourd, sweet gourd, okra, and long bean, at Jessore Sadar, Monirampur, Chowgacha and Bagherpara to showcase the performance of the varieties the farmers and its retailers.

D.5. Access to Finance

D.5.1. Facilitating Access to Finance

PRICE is consistently working with its partner enterprises to facilitate access to finance for poor farmers during the main production season as well as during harvesting, in order to help farmers pay for storage. During the period, Rural Reconstruction Foundation, Jagoroni Agro Industries, Pride Agro Enterprise, Renaissance, Society for Development Committee, SMKK Enterprise, Dipti Agro Enterprise, and PJK Agro Enterprise provided \$56,790 to more than 4,000 farmers through their captive micro-finance facility.

SECTION 2: AQUACULTURE

OVERVIEW

PRICE works with private sector partners and public entities to address various constraints that limit the productivity of Bangladesh’s aquaculture sector by promoting eco-friendly and improved aquaculture practices. The project continued its efforts this quarter to gradually expand the project’s activity areas in the southwest regions of Bangladesh, which are key Feed the Future focus areas. As in previous reporting periods, the project facilitated technical trainings including farmer counseling, method and result demonstrations, and hands-on lessons to farming associations. Additionally the project worked to further strengthen linkages with different value chain actors. PRICE encouraged beneficiaries to use quality grade inputs and integrated farming technologies to sustain higher stocking densities, maximize production, invest in value addition, and apply better management practices.

Fish, as the major part of aquaculture, aids greatly in alleviating poverty through income generation, creating jobs and self-employment, and supplying low-cost nutrition. The domestic market of fish in Bangladesh is rapidly expanding—with an average growth rate 6.11 percent, due to both population growth and the overall increase in per capita incomes, both in rural and urban areas (Department of Fisheries, 2012).

After the successful completion of the WorldFish subcontract, “*Greater Harvest and Economic Returns from Shrimp*” (GHERS), in December, 2012, PRICE redirected most of its aquaculture resources and efforts to fish value chain beneficiaries in the southwest regions of Bangladesh.

During this quarter, PRICE renewed and signed memoranda of understanding (MOU) with 17 new organizations—bringing the total number of partners up to 24. These partnerships will aim to support approximately 10,000 farmers and other value chain players in USAID’s Feed the Future geographical locations. Further, two of these organizations will complete technical and business needs assessments as part of the MOU.

Sales increased	\$3.6 million
New jobs	753
Individuals received training	1,840
Investment increased	\$210,000
Farmers received access to loan	207

In this reporting period, aquaculture component augmented its sales revenue by \$ 3.6 million, of it Trinomool Krishi Unnayan Shomoby Shamitee Ltd contributed the highest with \$816,000 whereas Rakhaing Development Foundation (RDF) and Agriculture

Advisory Society (AAS) each generated more than \$700,000 helping considerably to increase this sales revenue. Additionally, out of 753 fulltime equivalent jobs created in this quarter, Agriculture Advisory Society (AAS) alone produced 625 – highest among all fish partners. A total of 1840 (28 percent women) individuals received training and some 207 farmers received loans through one of the southern aquaculture partners Shushilan.

Likewise sales and jobs, Agriculture Advisory Society (AAS) too outperformed in case of investment by generating some amount of \$ 71,000. Kahaloo Matshya Chashi Samoby Samity, one of the northern partners, whose members have fish seed businesses in the southern regions of Bangladesh, contributed the second highest of \$43,000, both of these partners played an important role in boosting up the investment by \$210,000 during these three months.

A.1. Fish

During the reporting period, PRICE increased the number of fish partners from five to 24 fish partners which together represent the major fish value chain actors in the country. These include:

- Twelve farming groups within twelve non-government organizations (NGOs),
- Six fish farming associations,
- One hatchery association made up of 15 hatcheries,
- Two nursery/farming groups,
- Two input supply companies (feed miller and fish health products manufacturers),
- One processing and exporting association,

The period from January-March is typically the beginning of aquaculture activities for traditional, improved, and household-based farming in Bangladesh. As such, PRICE placed significant emphasis on initiating training programs this quarter by recruiting resources and facilitating other technical forms of assistance. Trainings for beneficiary famers have mostly focused on improved farming practices, use of quality grade inputs, building linkages with other value chain players, group collection of inputs, and group marketing. The project helped to link farmers to quality seed-producing hatcheries, nurseries, processors, and input suppliers through dealers and traders in order to strengthen the fish value chain.

A.1. Needs Assessment for Partners' New Beneficiaries in the Southwest

During this quarter, PRICE and some of its new partners carried out eleven technical and business needs assessments through focus group discussions. A total of 375 randomly selected farmers, of which 105 were women, from different areas of Southwest Bangladesh participated in the focus group discussions. Major outputs from the discussions are summarized below:

- Farmers are eager to acquire new skills, information, and knowledge on improved fish farming technologies
- Some of farmers had expectations that exceeded PRICE’s mission and scope (e.g., providing loan facilities, supplying inputs for demonstrations, long duration training).
- A majority of the participants showed interest in mono-sex tilapia, carp, and pangas culture and marketing.
- A small segment of farmers in the Satkhira regions (Munshigonj, Shamnagar areas) showed interest in the crab farming and fattening business.
- A number of focus group participants requested that continuous skilled technical support be made available in their locality, especially during the production period.

From the feedback gathered through the focus group discussions, PRICE’s partners were able to fine-tune the activities based on the specific interests and needs of the farmers.

A.3. Linking of Small Hatcheries to Sources of Quality Grade Brood Fish

This quarter, PRICE has linked Avoyrnagar Motsya Hatchery Owner’s Association (AMOA), a beneficiary-member hatchery, to different sources of brood suppliers to diversify the sources of broods (male and female). These linkages included the brood banks of the Department of Fisheries, WorldFish’s brood collection points, and other partner hatcheries with brood exchange programs. This exchange helps to maintain diverse genetic lines thereby lowering the risk of potential genetic defects that could result in a decline in biomass production efficiencies. Technical demonstrations by local and expatriate consultants, including a volunteer from Winrock International’s Farmer to Farmer program, have helped to mitigate genetic corruption in hatcheries by promoting the use of proven quality-grade brood stocks by hatcheries, and discouraging the use of farmed table fish, which would decrease production.



A brood bank is now established at hatchery premise of AMOA.

In addition, PRICE provided workforce development training on brood development, judicious pond preparation, feeding, sampling, and harvesting and post-harvest treatments to 120 workers and staff members of AMOA.

A.4. Upgrading of Farmers’ Access to Quality Seed

This quarter PRICE continued to assist more than a dozen fish hatcheries, as well as nursing and seed traders’ associations, to ensure the use of quality fish fries in nurseries and quality fingerling sales by traders. PRICE helped to link partner farming groups with hatcheries through seed trading associations and hatchery-registered fry traders; all were encouraged to procure quality fingerlings from those hatcheries. Efforts were also made to promote a smooth, year-round supply of quality fish seeds to farmers and illustrate the over-wintering techniques now followed by many beneficiary nursery operators. In

addition to selling fish seeds, this initiative also supported information and knowledge dissemination to fish farmers through embedded technical services, which provides farmers the opportunity to learn directly from the trained seed sellers. Further, PRICE-partnered hatcheries provided trainings to lead farmers on better fish farming, nursery operation, and quality fry segregation. A total of 650 farmers were trained, thereby building their capacity to select quality seeds to increase yields.

A.5. Training Programs on Productivity Development

Between January and March, the project facilitated 47 group trainings for 1,840 fish farmers (including 509 women farmers) on improved farming and management. Training programs focused on improved farming based on commercial farming species (mono, mixed and poly-culture) and crop-rotational, seasonal, and integrated farming technologies. The project aided partners to jointly conduct diverse farming training sessions for farmers, which covered improved, high-density, integrated, and semi-intensive culture systems and good aquaculture practices. PRICE works with farmers who are a part of large and medium-sized commercial farming groups, organized under farmer's associations, as well as from marginal or small resource-poor farming families, which are supported by local NGOs. The NGO-associated farmers received trainings on integrated farming technologies whereas the association-based farming groups received customized training on commercial farming based on their specific needs.

Table 1: Partners' beneficiaries trained, disaggregated by gender

SN	Name of Partner Organization	Types of Training	# Participants		
			Total	Male	Female
1	Trinamool Monobik Unnyan Sangstha (TMUS)	Improved fish farming & management	400	309	91
2	Society For Sustainable Development For the Rural & Urban area (SSURD)	Improved fish farming & management	240	220	20
3	Agricultural Advisory Society (AAS)	Improved fish farming & management	280	265	15
4	Trinamool Krishi Unnyan Samoby Somity (TKUS)	Improved fish farming & management	280	170	110
5	Nazrul Smrity Sansgsad (NSS)	Improved fish farming & management (includes cage farming)	160	59	101
6	Rakahaine Development Foundation (RDF)	Improved fish farming & management	160	90	70
7	Mulia Matsyajibi Samoby Somity (MMS)	Improved fish farming & management	40	7	33
8	Avoy nagor Matsya hatchery Owner's Association (AMOA)	Improved fish farming & brood fish mgt (includes hatchery staffs)	280	211	69
Total			1840	1331	509

A.6. Commercial Aquaculture in Southwest Bangladesh

Aquaculture in southwest Bangladesh is largely dominated by low-yielding traditional shrimp farming with minimal fish species. PRICE aims to popularize commercial farming together with household fish culture in the southwest districts. Pangas and tilapia are two species that are easy cultivable while still being affordable to raise with the use of

with supplemental feed. PRICE has also worked with fish partners to popularize these two important farmed species, including in the low-saline environments of coastal areas. The project has also worked with fish feed and health product manufacturing companies to assist lead fish farmers in increasing their competitiveness and productivity through embedded technical services. The goal is to help foster commercial farming in selected locations of greater Faridpur, Jessore, Barisal, and Patuakhali areas.

A.7. Aquaculture Field Demonstrations

PRICE has found field demonstrations to be very effective in transferring information and building the skills of farmers and in the promotion of improved farming. In this quarter, 12 method and result-demonstration ponds were organized jointly with beneficiary farmers in four districts (Rajbari, Jenaidhaha, Jessore, and Borguna) with small ponds ranging from 30-50 decimals. These plots show the effects of using the recommended doses of input materials (lime, fertilizer, seeds, feeds, and medicines) as well as sampling procedures to monitor water quality, feed intake, diseases status, and growth performances in cultivation. While establishing the demonstration ponds, owners and local beneficiary farmers were provided technical advice and guidance. Selection and arrangements for fish stocking have been recently completed, other activities, such as sampling and water quality monitoring, are in progress.



Fish fry stocking demonstration, at TMUS, Rajbari.

A.8. Promoting Sustainable and Integrated Farming Practices

The coastal zone in Southwest Bangladesh is naturally vulnerable to the effects of climate change. Therefore, it is imperative that the natural resources in the southwest are utilized more efficiently. Farmers can support this effort by integrating aquaculture with other crops, such as dyke cropping or fish farming in rice fields. Additionally, farmers can make their production more sustainable by avoiding disease risks through crop rotations, as growing a variety of crops can help to reduce the number of disease agents/carriers.

During the reporting period, the project facilitated diverse training sessions, mainly covering improved, high density, integrated, and semi-intensive culture systems. PRICE supported the training of approximately 640 fish-farmers on crop-rotation and integrated farming technologies. PRICE also facilitated improved farming trainings for 40 cage fish farmers and informal group training for 200 pond-based farmers via farmer field schools.

. In Bangladesh, crab is typically harvested from the wild, a practice considered harmful to the natural ecosystems. PRICE's work promotes raising crabs on farms as an alternative and more sustainable option to wild crab harvesting. In doing so, the project can support the expansion of this high potential export commodity without diminishing the wild crab population. Recently, few farmers in Satkhira regions have initiated crab farming and fattening and as a new business venture. In response, PRICE extended

technical trainings to about 120 crab cultivators. PRICE has planned to provide commercial technical services for farmers through establishing private service provision in some selected areas in the SW.

A.9. Scaling-Up of Improved Farming Practices through Follow Up

During the reporting period, PRICE supported follow-up group trainings for 120 fish farmers in several areas including Bogra, Natore, and Borguna as well as marketing management for 32 cage farmers in Chandpur area. Most of the programs were on improved farming based on commercial farming species (mono, mixed and poly-culture), crop-rotational, seasonal, and integrated farming and post-harvest handling. The project aided partners to jointly conduct training to farmers on diverse topics such as improved, high-density, semi-intensive culture systems and good aquaculture practices. These trainings were the final sessions for those existing partners who do not work in the FtF zone and were followed by demonstrations and lesson learning workshops in most cases. Group organizers provided one-on-one counseling in order to identify and offer customized advice to help the weaker members in each stakeholder group.



Cage farming at NSS, Barisal

A.10. Farmers' Backward and Forward Linkages Strengthened

PRICE continued to link partner hatcheries, feed millers, fish health product sellers, and fish farmer associations to ensure the provision of quality inputs, fries, fingerlings, medicines, and feeds at a reasonable price. Collective buying by groups resulted in credit as well as discounts from suppliers. Some farming associations collectively purchased and nursed the fry/fingerling to distribute among the group members. This decreased production costs and helped to ensure higher quality.

Associations also group-purchased fertilizers and feeds. After receiving PRICE's management training, farmers in some regions initiated group harvesting and marketing where farm units are small. They also synchronized harvesting when farms are large and yield is high to ensure good prices. Good harvests encouraged the group procurement of ice, storage, and transport to the wholesale market. The large farmers raising highly commercial species were able to coordinate themselves to fix harvest dates and amounts destined for a particular market, resulting in increased bargaining power.

Jointly with Bangladesh Frozen Foods Exporters Association (BFFEA), PRICE also helped strengthen intermediary fish supply chains to ensure raw material quality through workshops, business meetings, the distribution of posters and leaflets.

B. Sub-Sectors Cross-Cutting Issues

B.1. Aquaculture Promotional Materials

During this quarter, PRICE produced a number of technical and promotional materials such as a farmers' field guide, which includes technical management lessons such as pond preparation, pond fertilization, stocking, feeding, water quality, diseases management, harvest, post-harvest maintenance, group marketing, and aquaculture entrepreneurship. PRICE also produced flyers and posters to raise awareness of environment-friendly, hygienic fish and shrimp production and export standards. These materials have been distributed to farmers, traders and other workshop or meeting attendees. In addition, PRICE and BFFEA have collaborated to produce a video documentation on aquaculture activities in the southwest regions and is currently in post-production.

B.2. Orientation for Partners' Representative and Short-Term Consultants

During this period, the project organized two daylong orientation programs for aquaculture partners and short term consultants. As PRICE has re-focused its activities toward southwestern regions of Bangladesh as part of its support for the Feed the Future (FtF) initiatives, the project wanted to re-orient its consultants about PRICE's objectives and standard guidelines in order to fine-tune interventions. A total of 46 partner representatives and short-term consultants from different regions attended in the orientations, shared their views, and provided valuable feedback for how to support the smooth implementation of PRICE's aquaculture programs.

B.3. Business Expansion through Market Linkages

PRICE continues to facilitate aquaculture micro, small, and medium enterprises (MSMEs) to build new business linkages, strengthen old business connections, and expand their businesses to other sector players. PRICE partner, BFFEA, has taken a pivotal role in exploring new markets through backward-forward businesses. The project has worked with medium scale enterprises, such as fish feeds and health products manufacturers, to assist small-scale fish farmers. Most of the farming groups were encouraged to organize business meetings with counterparts and stakeholders, which will eventually help to expand markets and business opportunities inside and outside their regions.

B.4. Improving Access to Finance

Fish farmers who do not own large or medium-sized farms are usually unable to receive institutional credits due to multi-ownerships of water bodies and leased physical resources (eg. ponds). Since lease documents do not serve as an accepted form of collateral by banks for a loan, PRICE assists farmers in obtaining loans from micro-credit sources with the modification of seasonal repayment arrangements. During this quarter, PRICE facilitated the receipt of micro-credit ranging from BDT 5,000 - 35,000 for 207

small famers, including 94 women farmers from two local NGOs, Trinamool Manabik Unnayan Sangstha (TMUS) and Shushilan.

In addition, PRICE will to help build linkages between medium-scale commercial fish farmers and financial institutions to facilitate access to formal finance by holding workshops and providing support in preparing business plans.

SECTION 3: LEATHER PRODUCTS

OVERVIEW

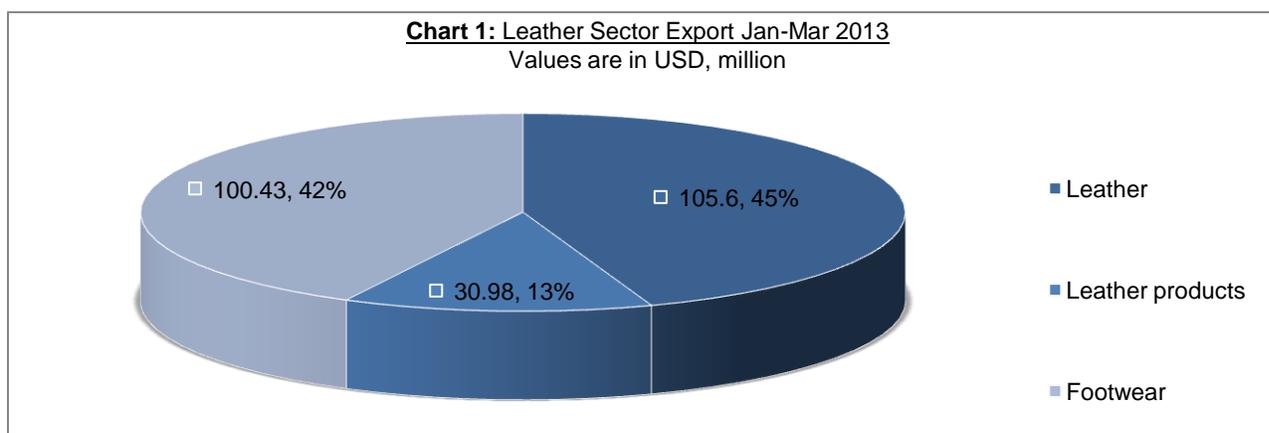
Despite the recent political instability in Bangladesh, the country's leather sector continues to make significant progress with approximately 35 percent growth this quarter (January-March 2013) when compared with the same period in 2012. The overall export target for Government of Bangladesh (GOB) FY2012/13 (July 2012-June 2013) is \$945 million.

In this reporting period, the overseas sale of leather, leather goods, and footwear increased by 29 percent, 29 percent, and 45 percent, respectively, over same period in the previous year. Between January and March 2013, the leather sector contributed \$237 million to Bangladesh exports; of this, \$105 million came from the leather sub-sector, \$30 million from the leather products sub-sector, and \$100 million from the footwear sub-sector. The following table illustrates the leather sector's export performance in this quarter:

Products	Export Target for FY2012/13 (USD million)	Export Performance for Jan-Mar 2012/13 (USD million)	Export Performance Jan-Mar 2011/12 (USD million)	% Increase of Export Performance Jan-Mar 2012/13 vs. Jan-Mar 2011/12
Leather	400	105.6	82	28.78%
Leather products	135.45	30.98	24	29.08%
Footwear	410.05	100.43	69	45.55%
Total	945.5	237.01	175	35.43%

Source: Export Promotion Bureau Bangladesh

The following chart illustrates the share of the three sub-sectors in the total leather export earnings for January-March, 2013.



Source: Export Promotion Bureau Bangladesh

PRICE Leather Sector Activities and Achievements this Quarter

PRICE continued its support to small and medium enterprise (SMEs) development through managerial skills and technical skills development this quarter. PRICE did this by providing technical assistance to develop the skills of workers and floor-level supervisors as well as increase productivity and minimize product rejection rates PRICE arranged training programs on workforce development and labor compliance with several lead associations, including LFMEAB and LTSE. In addition, PRICE successfully completed the training program on moccasin stitching for 36 new clusters (predominately women) in Raipur, Laxmipur. Market access assistance has further helped partner SMEs contribute to an increased domestic supply of leather products and create new markets.

A total increase in sales of \$5.78 million was achieved in the leather products sector this quarter, in part due to PRICE's various interventions. In addition, 121 new jobs were created, 907 workers were trained through on-the-job training, and 251 workers were trained on labor compliance.

Sales increased	\$5.7 million
New jobs	121
Persons trained in workforce development	907

With the help of LFMEAB - Apex Adelchi Footwear Ltd, FB Footwear Ltd and Bengal Shoe Industries leather sector performed well, by generating more than \$ 1 million each, to gain some \$ 5.7 sales revenue in this quarter -all has come from export sales. And LFMEAB-PICARD produced most fulltime equivalent jobs of 88 jobs (out of it 55 were female) in this second quarter of the fiscal year.

A. Assistance to SME Development

PRICE continued its facilitation role during this quarter by supporting SMEs through building and strengthening linkages with new markets, including backward linkages along the value chain, as well as providing technical assistance on workforce development, improved technology, and better management practices.

A.1. PRICE Supports SMEs through National Trade Fairs

Dhaka International Trade Fair (DITF). Following its successful participation in both 2011 and 2012, PRICE again supported the SME group Leather Technologists SME Entrepreneurs (LTSE), a group of 33 SMEs, at the 18th Dhaka International Trade Fair in 2013. Lasting throughout the month of January, this month-long trade fair was organized by Export Promotion Bureau (EPB) and the Leather Sector Business Promotion Council

(LSBPC). PRICE supported LTSE through technical assistance to prepare for the event, develop branding, and produce marketing and promotion materials. This year, LTSE promoted items under a new brand, “*Leather Cave*”, which had opened up its first retail shop in Dhaka in 2012. *Leather Cave* products that were showcased included promotional gift items (such as folders, portfolios, desktop items), small leather goods (wallets, clutch bags, ladies’ purses, belts, jewelry boxes, and key rings), shoulder and computer bags, leather jackets, gloves, shoes, and sandals.



Leather Cave stall at DITF 2013, Dhaka.

In the past, DITF participation has resulted in wide product promotion, significant on-the-spot sales, and linkages with new buyers. Similarly, DITF 2013 proved to be another great opportunity for the LTSE members to reach new customers and get exposure for their full range of leather products. During DITF 2013, approximately 80,000 attendees visited the PRICE supported stall, including a significant number of local and foreign buyers. The *Leather Cave* brand made on-the-spot sales of \$43,000, filled orders of \$25,000 as well as captured the attention of various GOB, NGOs, and private firms. After receiving such positive response from customers and buyers, LTSE now plans to branch out the *Leather Cave* brand across Bangladesh

Promoting “Leather Cave” through National SME fair 2013. PRICE, in collaboration with SME Foundation, supported LTSE to take part at the National SME Fair in 2013, for the second consecutive year. This five day-long promotional fair was inaugurated by the Industry Minister, Mr. Dilip Barua, who also visited the *Leather Cave* stall. Participation in this fair helped LTSE to represent the SME leather sector players by showcasing their strengths, helping them make some minor on-the-spot sales, orders (\$1,700 and \$2,500, respectively), and linking them with potential new buyers.

A.2. Connecting Lead Firms and SMEs through In-Country Exposure Visits

Responding to requests made by SMEs, PRICE, in collaboration with Leather Footwear Manufacturers Association of Bangladesh (LFMEAB), arranged three study tours this quarter. Twenty representatives from 18 different SMEs participated in visits to Earth Footwear Limited, US-Bangla Leather Products Limited, and Albarosa, three leading leather goods and footwear manufacturers and exporters in Bangladesh. The aim of these study tours was to introduce SME producers to better business practices first-hand in terms of technology and management, as well as to reduce the performance gap between lead firms and SMEs.

These 20 participants from 18 SMEs visited the factories and were able to observe improved production and management practices, learn about different product quality control systems and line production, discuss the adoption of various techniques to increase product quality and finishing. As well as become familiar with the use of latest machineries and technology.

B. Assistance in Workforce Development

B.1. Center for Excellence in Leather (COEL) Soft and Technical Skills Development Program

The lack of a skilled workforce is one of the major constraints for advancing Bangladesh's leather products sector. PRICE, in collaboration with the Center for Excellence in Leather (COEL), began a year-long apprenticeship program in June 2011, with the goal of training 1,000 footwear workers and 50 supervisors. This program provided training and supported job creation for new machine operators and supervisors. During this reporting period, PRICE conducted training of trainers programs which included topics such as compliance, theoretical and practical operational knowledge, material identification and quality control. PRICE also supported new machine maintenance operators and floor level supervisor development.

More importantly, this venture also supported COEL in its efforts to become an adept service provider and a one-stop resource hub to develop, support, and strengthen the workforce in the leather sector. COEL's vision is to expand into a more comprehensive and sustainable industry training organization, gradually taking over training tasks from LFMEAB and PRICE while working to building its capacity.

To support COEL's efforts, PRICE signed a second phase agreement, which will include managerial skills development, such as leadership, supervisory skills, team building and building consensus, communications, and interpersonal skills, along with the technical trainings on sewing, cutting, and lasting.

B.2. PRICE Intervention in Skill Development at PICARD Bangladesh Limited

PRICE, along with LFMEAB, is continuing to offer skill development training program for newly recruited workers of PICARD. In this quarter, 97 trainees enrolled in the two-months-long training program. Of these, 88 joined PICARD as full time employees after the successful completion of the on-the-job training (OJT).

During this period, PRICE also arranged supervisory skills development program for the existing supervisors of PICARD. Fifty supervisors attended in these programs, which covered the following topics:

- Quality assurance on production
- Troubleshooting on production
- Wastage reduction
- Productivity development



PICARD floor level supervisors attending in training at PICARD, Savar.

- Time management
- Process simplification
- Leadership skills development
- Communication and documentation

B.3. PRICE and Bengal Shoe Industry Limited (BSIL) Build Skills in Laxmipur

PRICE, in collaboration with LFMEAB and Bengal Shoe Industry Limited (BSIL), provided moccasin stitching training to build the skills and promote self-employment opportunities for approximately 700 women from 14 different villages at Raipur, Laxmipur. These women were organized into 36 different clusters. Upon completion of the training, BSIL started to outsource work to these clusters. From January to March, 2013, the clusters sewed 8,461 pairs of moccasin shoes, which resulted in additional sales of \$127,000 for BSIL. During the pilot phase, BSIL encouraged the cluster members to operate out of the BSIL local working shed to better understanding the work and necessary quality standards. In the future, BSIL will give the moccasin components to the women directly so the women can work from home.

PRICE also facilitated a compliance training program at BSIL Laxmipur to help the company strengthen environmental management systems, occupational health and safety standards, and social compliance. PRICE trained 251 staff members including midlevel management, floor level supervisors, maintenance team, machine operators, and workers. Topics included health safety, personal protective equipment, environmental management systems, first aid, material safety data sheets, standard operating procedure, machine maintenance, and grievance and discrimination policies. By adopting national and international standards of best practices at the factory-level, BSIL will be able to expand their business in the international market.

B.4. Skill Development Interventions at US-Bangla Leather Products

PRICE and US-Bangla Leather Products Limited completed an on-the-job training, targeting a total of 300 fresh machine maintenance workers. From January to March, 2013, 40 newly recruited trainees enrolled in the program, of which 33 trainees received fulltime placements at US-Bangla. The company reported additional sales of \$40,000 in this quarter, in part due the contribution of these 33 newly trained workers. Another 40 trainees have enrolled training for the next quarter.



PRICE officials visiting on-the-job training at US-Bangla Products Limited

B.5. Skill Development Interventions for LTSE Group

Thanks to the support they received from PRICE, LTSE members are expanding their businesses and have requested further assistance in developing skilled workers. In response, PRICE facilitated a workforce development program providing training to workers and supervisors using project designed modules. Topics covered were industrial

working environments, industrial rules and regulations, occupational health and safety, pre-fabricated operations, lasting, and finishing.

This quarter, PRICE also initiated a workforce development program with LTSE to be completed in the next quarter and a six factory floor supervisor skill development program. Twenty three supervisors from 14 different SMEs took part in these programs. The training topics were selected by LTSE group through a need assessment and included leadership, production documentation, occupational health and safety, and working compliance

SECTION 4: TRAINING

OVERVIEW

PRICE continues to develop training programs that focus on improved farm management, improved agricultural technologies, proper business conduct, business compliance across supply chain participants, enterprise workforce management, and industry adherence to best practices following both national and international standards. Better yields and market linkages will contribute to a more robust domestic market and knowledge and application of international standards will increase the opportunity for Bangladeshi exports.

Through partner enterprises, PRICE facilitates trainings and provides the technical support by assigning sector specialists to conduct both classroom-based trainings and field demonstrations. Utilizing a participatory approach, including brainstorming, question and answer sessions, practical experience sharing, and group work trainings. In addition, PRICE emphasizes gender equity in the trainings to create opportunities for women to be involved in income generation activities and enhance their economic empowerment.

In the horticulture, aquaculture, and leather products sectors, PRICE facilitated various trainings on workforce development, management, and production technology in order to strengthen and develop our partner's competitiveness. PRICE also conducted refresher trainings of prior courses for participants involved in technical or business management training, and also hosted sessions on labor compliance. Further, PRICE held focus group discussions, to assess the different needs of project beneficiaries to inform future programming and training options.

In this quarter, PRICE facilitated 842 training activities for 27,927 participants in all three sectors, of which 8,231 were female (29 percent). The table below depicts the type and number of trainings that were held, with a further a breakdown by gender.

Type of Training	Total Training Events	Total Participants		
		Male	Female	Total
Workforce Development	59	1,171	1,066	2,237
Management or Technology	767	18,104	6,820	24,924
Refresher Training	03	68	52	120
Labor Compliance	02	83	188	271
Focus Group Discussion (FGD)	11	270	105	375
Grand Total	842	19,696	8,231	27,927

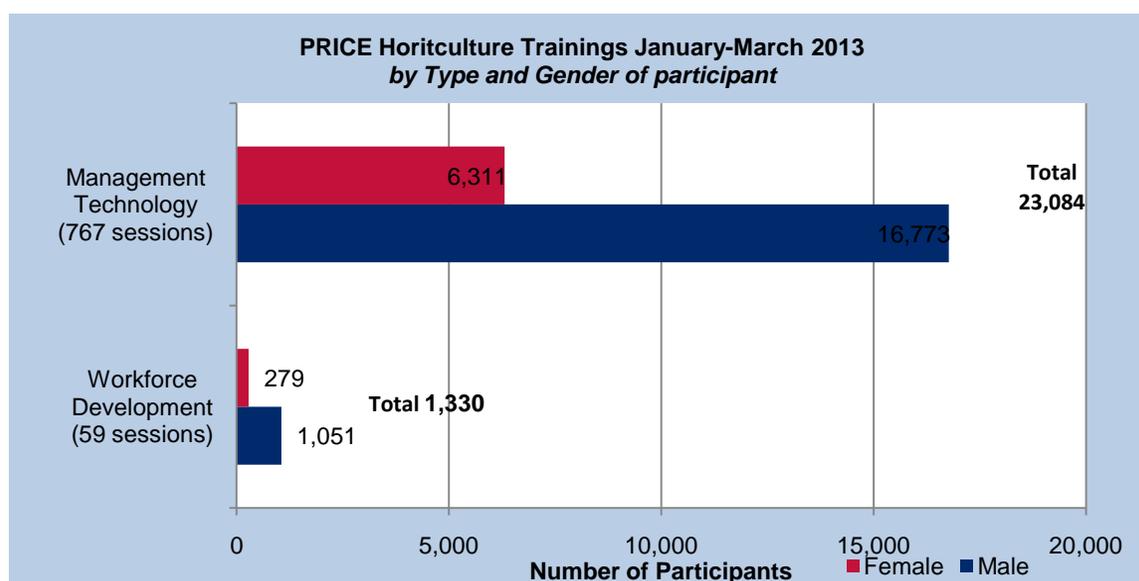
The details of the training activities by sector are described below.

Horticulture Component

During this quarter, PRICE facilitated 766 horticulture related trainings for 24,414 participants (6,590 female). Farmers learned new skills and farming techniques for eggplant, potato, onion, chili, cucumber, watermelon, and mango production. Training topics included critical growth periods, crop rotation with eggplants, use of quality resistant varieties, clean cultivation practices, identification and management of insects and diseases, and harvesting and post-harvest handling techniques. In addition, farmers were introduced to integrated pest management approaches, dyke cropping, and contract farming arrangements.

Types of Training Events	Number of Trainings
Workforce Development	44
Management or Technologies	722
Grand Total	766

Figure: 1. Horticulture training and interventions



Aquaculture Component

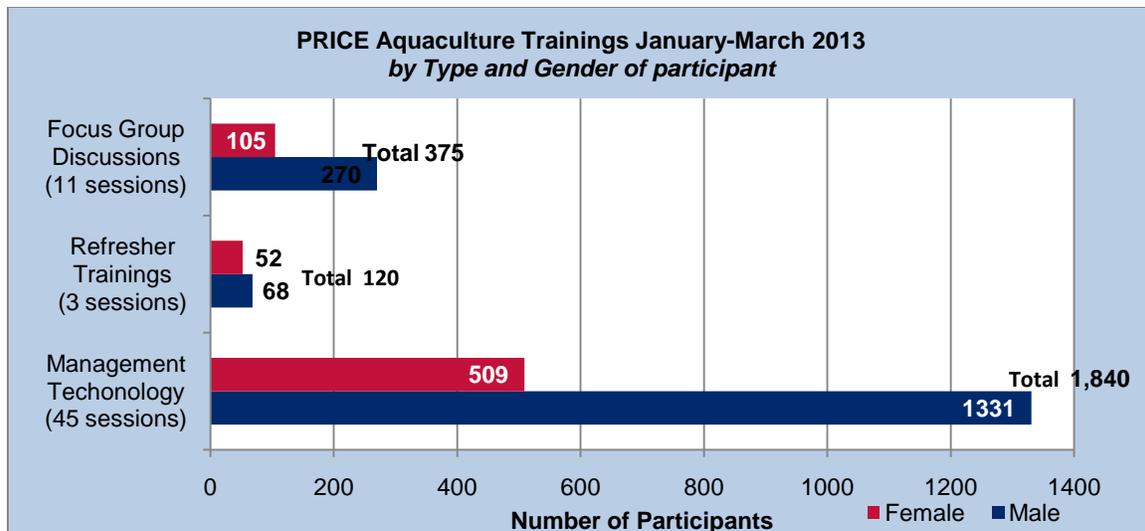
In this quarter, the PRICE aquaculture sector facilitated a total of 59 training events for 2,335 participants (666 female). Topics of the trainings included improved fish culture management methods, focus group discussions, refresher training on improved fish

Types of Training Events	Number of Trainings in Aquaculture
Management or Technologies	45
Refresher Training	03
Focus Group Discussion (FGD)	11
Total	59

culture management, and fish packaging and transportation. The training focused mainly on diverse methods of fish culture, starting from pond preparation to production, post-harvest handling, and quality preservation. In addition, as part of management training, group

procurements of inputs, group marketing, and documentation on farming methods were also included in the sessions.

Figure 2. Fish training and interventions (January - March 2013)



Orientation for Aquaculture Partners

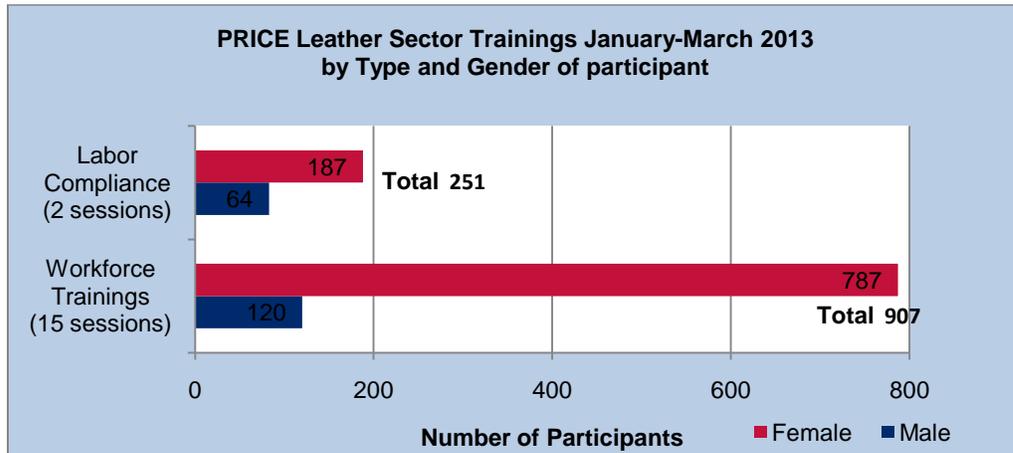
The PRICE aquaculture team organized a partners' orientation program in Dhaka for 25 partner representatives. Discussions were held on PRICE aquaculture activities in the southwest region, including training techniques, USAID branding and marking, partners' billing procedures, and more. A similar orientation as held for 21 PRICE aquaculture short-term consultants to promote standardized training and ensure that the level quality is maintained. This training highlighted PRICE's mission and objectives, training delivery methods, operational and financial procedures, and compliance with USAID branding.

Leather Products

PRICE has worked closely with its partners to develop workforce development and labor compliance training programs with a focus on rural women and young participants. In this quarter, 15 workforce development trainings sessions were held with 907 participants from four partner enterprises (PICARD, USBANGLA Leather Products, Bengal Shoe Industries Limited (BSIL) and Leather Technologist SME Entrepreneurs (LTSE)). Two labor compliance trainings were held with BSIL and LTSE with 271 participants.

Types of Training Events	Number of Trainings
Workforce Training	15
Labor Compliance Training	02
Total	17

Figure 3. Leather component training and intervention (January - March 2013)



Technical trainings included sessions on the leather selection process, leather cutting, sewing and lasting; health safety, and environmental management systems (EMS). The training on labor compliance highlighted issues such as health safety/first aid, use of personal protective equipment (PPE), EMS, use of Material Safety Data Sheets (MSDS), machine maintenance safety, and grievance and discrimination policies. The objective of this program is to instill better practices at the factory level to assist the factories compliance with national and international standards.

SME Foundation Begins Using PRICE Publications to Train Clusters

One of the objectives of PRICE is to offer its partners lasting materials for use after PRICE ends. To this end, SME Foundation (a division of the Ministry of Industry) recently adopted PRICE’s “Training Module for Handmade Footwear” manual and a video on upgrading the footwear production process to assist in the training of local footwear entrepreneurs in Rajshahi and Kishorgong districts.

SECTION 5: EQUITY INTEGRATION

OVERVIEW

Women's involvement in the Bangladeshi labor force is limited for various reasons, including lack of educational qualifications, religious perceptions, cultural restrictions, maternal responsibilities, and wage discrimination. PRICE's gender integration initiatives are designed to contribute to women's economic empowerment and inclusion in Bangladesh's labor market, as well as have a positive effect on their status in the community. PRICE works to build women's skills and promote their engagement in income generating activities through interventions in horticulture, aquaculture, and leather products. Additionally, PRICE works with partner organizations to ensure that they are inclusive of women in their technical training opportunities as well as specific meet specific job placement targets for women through their activities. Through specific interventions and targets focusing on the inclusion of women, PRICE aims to foster a more diverse workforce. By appreciating the contribution of both women and men in the workforce, as well as providing equal opportunities for skill building and advancement, PRICE aims to support the development of a more competitive business environment for Bangladesh.

Horticulture

Women play an important role in horticulture production. They are taking the lead on various activities such as collecting and preserving seeds for the next crop. They also sort, grade, and clean commodities post harvest and prepare the graded products to be sent to market. In some horticulture areas, such as modern potato cultivation technique, post harvest management, and vegetable production, women's participation is relatively high, accounting for almost 50 percent of the workforce. Nevertheless other sectors, women's participation remains low. For example in cereal production, women make up only 11-20 percent of the workforce.

During this period, PRICE conducted 766 training events in the horticulture sector, which reached a total of 6,590 female farmers. Direct training designed to increase the female farmer participant's knowledge and skills in production technology, proper use of organic fertilizer, vegetable and potato cultivation, as well as encourage their participation in contract farming schemes. As a result, the female farmer participants are now directly involved in vegetable cultivation, dyke cropping, and post-harvest management activities. Of the 5,113 new jobs created by PRICE's horticulture partners this quarter, 1,354 (26 percent) were secured by women.

Aquaculture

In the aquaculture sector, PRICE focused on providing assistance to women in order to increase their involvement and effectiveness in aquaculture activities. PRICE-supported training to female participants helped to build their skills and knowledge in aquaculture farming and raise their potential for increasing yields.

Working with partners like Trinamool Manobik Unnayan Shongstha (TMUS), Trinomool Krishi Unnayan Shomoby Shamitee (TKUS), Agriculture Advisory Society (AAS), Nazrul Smrity Sangsad (NSS), and Rakhaing Development Foundation (RDF), which assist mostly women's farmers groups, PRICE facilitated training which focused on homestead aquaculture to increase beneficiary farmers' household incomes by encouraging new self-employment opportunities.

In this quarter, PRICE facilitated management and technology trainings as well as focus group discussions (FGD) on appropriate technologies and business management needs to provide information used to design appropriate aquaculture activities. Training was provided for 2,335 farmers, of which 666 were female (26 percent). During this year, a total of 753 new jobs were created by PRICE aquaculture partners of which 15 (2 percent) were secured by women.

Leather Products

The leather industry in Bangladesh directly and indirectly employs more than 700,000 people. When women are involved in the leather sector, it is usually at the lower skill level. This is particularly true in the footwear and leather goods subsectors, where approximately 40 percent of workers are women. In contrast, women's involvement in entrepreneurial and managerial levels of the leather sector is extremely low due to their lack of opportunity for advancement. As part of its workforce development trainings to large industries as well as SMEs, PRICE works to build supervisory and managerial skills of the workforce. PRICE encourages its partners to include more women in these trainings as well as create more job opportunities for women as both as workers as well as supervisors. During this period PRICE facilitated workforce and labor compliance trainings for 1178 workers, including 975 females (nearly 83 percent). Additionally, among the 121 new jobs created in the sector, 76 (nearly 63 percent) were secured by women.

ANNEX 1: PRICE Q2 (JAN-MAR 2013) PERFORMANCE

Standard Indicators

FTF Ref.	Indicator & Disaggregation	Unit	Q2'13(Jan-Mar'13) Target	Achievement Q2'13 (Jan-Mar'13)
4.5.2 -23	Value of incremental sales (collected at farm-level) attributed to FTF implementation	USD	5,300,000	11,282,185
	Aquaculture		2,400,000	3,631,812
	Fish		2,400,000	3,631,812
	Shrimp		0	0
	Horticulture		2,900,000	7,650,373
	Potato and vegetables		2,500,000	7,650,373
	Cross-cutting horticulture		400,000	0
4.5.2-38	Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation	USD	480,000	289,903
	Aquaculture		400,000	210,407
	Horticulture		80,000	79,496
4.5.2-7	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training	Number	12,900	18,524
	Male		10,630	12,987
	Female		2,270	5,537
4.5.2-5	Number of farmers and others who have applied new technologies or management practices as a result of USG assistance	Number	23,040	20,380
	New		3,700	2,366
	Continuing		19,340	18,014
	Male		17,666	15,260
	Female		5,374	5,119
4.5.2 - 2	Number of hectares under improved technologies or management practices as a result of USG assistance	Number	6,917	6,182
	New		845	583
	Continuing		6,072	5,599
	Male		5,702	4,781
	Female		1,215	1401

ANNEX 1: Q2 (JAN-MAR 2013) AND ACCUMULATED Custom Indicators

Type	Indicator & Disaggregation	Unit	LoP Target - Achievement till Sep'12 & Target (Oct'12-Dec'13)	Q2'13 (Jan-Mar'13) Performance			Accumulated Achievement till Mar'13		
				Target	Achievement	% of Achievement	Cumulative planned	Cumulative achieved	% of Achievement of LoP Projection
Custom	Total Value of Sales Increased	USD	366,387,601	13,371,406	20,515,814	153%	206,050,880	348,923,362	95%
	Domestic		232,383,305	6,169,714	14,783,160	240%	103,067,950	234,854,810	101%
	Export		134,004,296	7,201,692	5,732,654	80%	102,982,930	114,068,552	85%
	Aquaculture		198,792,236	3,000,000	3,636,179	121%	100,306,337	194,227,259	98%
	Horticulture		69,405,244	3,400,000	11,102,587	327%	39,151,243	76,117,122	110%
	Leather/Leather products		82,789,780	6,971,406	5,777,048	83%	66,593,299	78,578,981	95%
Custom	Number of Full-time equivalent Jobs Created	Number	67,274	1,680	5,987	356%	46,672	68,307	102%
	Aquaculture		43,245	700	753	108%	30,158	43,212	100%
	Horticulture		16,657	700	5,113	730%	12,334	18,322	110%
	Leather/Leather products		7,372	280	121	43%	4,180	6,773	92%
	Male		53,537	1,134	4,542	401%	37,396	55,119	103%
	Female		13,738	546	1,445	265%	9,276	13,188	96%
Custom	Total Value of Investment	USD	20,992,917	580,000	289,903	50%	7,157,346	19,684,139	94%
	Aquaculture		18,437,841	400,000	210,407	53%	4,704,828	17,662,385	96%
	Horticulture		1,368,748	80,000	79,496	99%	1,122,519	1,085,425	79%
	Leather/Leather products		1,186,328	100,000	0	0%	1,330,000	936,328	79%
Custom	Number of persons participated in WF-dev prog	Number	28,400	2,300	2,237	97%	23,040	21,504	76%
	Aquaculture		7,969	300	0	0%	4,927	7,114	89%
	Horticulture		8,196	1,300	1,330	102%	6,200	3,826	47%
	Leather/Leather products		12,235	700	907	130%	11,914	10,564	86%
	Male		11,743	1,010	1,135	112%	13,452	8,853	75%
	Female		16,658	1,290	1,102	85%	9,588	12,652	76%

Type	Indicator & Disaggregation	Unit	LoP Target - Achievement till Sep'12 & Target (Oct'12-Dec'13)	Q2'13 (Jan-Mar'13) Performance			Accumulated Achievement till Mar'13		
				Target	Achievement	% of Achievement	Cumulative planned	Cumulative achieved	% of Achievement of LoP Projection
Custom	Number of Firms and farmers receiving USG assistance to access formal loan or micro-credit	Number	32,677	2,400	4,291	179%	12,558	24,071	74%
	Aquaculture		4,171	200	207	104%	3,053	3,932	94%
	Horticulture		28,478	2,200	4,084	186%	9,483	20,110	71%
	Leather/Leather products		28	0	0	0	21	29	104%
	Male		27,843	2,190	2,246	103%	10,294	15,709	56%
	Female		4,834	210	2,045	974%	2,264	8,362	173%
Custom	Total value of sales increased of USG assisted businesses	USD		1,100,000	3,456,582	314%	2,500,000	32,976,867	112%
	Aquaculture			600,000	4,367	1%	1,400,000	12,592,648	87%
	_Fish			600,000	4,367	1%	1,300,000	7,094,089	82%
	_Shrimp			0	0	0	100,000	5,498,559	95%
	Horticulture			500,000	3,452,214	690%	1,100,000	20,384,219	137%
	_Potato and vegetables			300,000	2,610,219	870%	650,000	14,817,874	133%
	_Cross-cutting horticulture			200,000	841,996	421%	450,000	5,566,345	147%

ANNEX 2: PRICE Q2 (JAN-MAR 2013) FTFMS AND PPR REPORT

Standard Indicators

Indicator No.	Indicator title	Unit	Disaggregated by:	Baseline		Q2'13 Target	Achieved to end of Q2'13			FY13 Target	FY14 (Oct-Dec '13) Target
				Year	Value		FTF Zone	Non-FTF Zone	Total		
4.5.2-23	Value of incremental sales at farm level attributed to FtF implementation	USD	Fish and shrimp	2011	79,320,356	2,400,000	2,410,858	1,220,954	3,631,812	9,600,000	800,000
			Fish quantity in MT				1,177	2,025	3,202		
			Horticulture	2011	9,161,599	2,900,000	6,378,407	1,271,965	7,650,373	10,125,000	1,500,000
			Horticulture quantity in MT				35,602	30,946	66,548		
			Total	2011	88,481,955	5,300,000	8,789,265	2,492,920	11,282,185	19,725,000	2,300,000
			Total quantity in MT				36,779	32,972	69,751		
4.5.2-38	Value of new private sector investment in the agriculture sector or food chain leveraged by FtF implementation	USD	None		0	480,000	101,321	188,583	289,903	1,660,000	100,000
4.5.2-2	Number of hectares under improved technologies or management practices as a result of USG assistance	Hectares	New		0		318	265	583	2,050	0
			Continuing		0		3,375	2,223	5,599	5,310	7,360
			Male		0		2,753	2,028	4,781	6,020	6,020
			Female		0		941	460	1,401	1,340	1,340
			Total		0		6,917	3,694	2,488	6,182	7,360
4.5.2-5	Number of farmers and others who have applied new technologies or	Number	New		0		1,758	608	2,366	9,220	0
			Continuing		0		14,144	3,870	18,014	15,740	24,960
			Male		0		12,214	3,047	15,260	19,220	19,220

Indicator No.	Indicator title	Unit	Disaggregated by:	Baseline		Q2'13 Target	Achieved to end of Q2'13			FY13 Target	FY14 (Oct-Dec '13) Target	
				Year	Value		FTF Zone	Non-FTF Zone	Total			
	management practices as a result of USG assistance		Female		0		3,689	1,430	5,119	5,740	5,740	
			Total		0	23,040	15,902	4,477	20,380	24,960	24,960	
4.5.2-7	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training	Number	Male		0		12,193	794	12,987	25,950	0	
			Female		0		5,411	126	5,537	5,550	0	
			Producers		0		17,604	920	18,524	30,750	0	
			People in government		0		0	0	0	0	0	
			People in private sector firms		0		0	0	0	0	750	0
			Total		0		12,900	17,604	920	18,524	31,500	0

Annex 2: FTFMS AND PPR Q2'13 REPORT: PRICE BANGLADESH

Custom Indicators

Indicator No.	Indicator title	Unit	Disaggregated by:	Baseline		Q2'13 Target	Achieved to end of Q2'13			FY13 Target	FY14 (Oct-Dec '13) Target
				Year	Value		FTF Zone	Non-FTF Zone	Total		
Custom	Total Value of Sales Increased	USD	Domestic	2011	101,831,571	6,169,714	10,632,613	4,150,548	14,783,160	23,099,250	2,958,350
			Export	2011	81,866,821	7,201,692	0	5,732,654	5,732,654	28,351,100	5,876,500
			Aquaculture	2011	170,903,146	3,000,000	2,410,858	1,225,321	3,636,179	12,000,000	1,000,000
			Horticulture	2011	12,795,246	3,400,000	8,221,755	2,880,832	11,102,587	12,025,000	2,000,000
			Leather/Leather products	2011	0	6,971,406	0	5,777,048	5,777,048	27,425,350	5,834,850
			Total	2011	183,698,392	13,371,406	10,632,613	9,883,202	20,515,814	51,450,350	8,834,850
Custom	Number of Full-time equivalent Jobs Created	Number	Aquaculture		0	700	266	487	753	2,900	300
			Horticulture		0	700	1,745	3,368	5,113	2,900	1,000
			Leather/Leather products		0	280	0	121	121	870	0
			Male		0	1,134	1,592	2,950	4,542	4,610	975
			Female		0	546	420	1,025	1,445	2,060	325
			Total		0	1,680	2,011	3,976	5,987	6,670	1,300
Custom	Total Value of Investment Increased	USD	Aquaculture		0	400,000	58,864	151,543	210,407	1,300,000	0
			Horticulture		0	80,000	42,457	37,040	79,496	360,000	100,000
			Leather/Leather products		0	100,000	0	0	0	250,000	0
			Total		0	580,000	101,321	188,583	289,903	1,910,000	100,000
Custom	Number of persons participated in WF-dev prog	Number	Aquaculture		0	300	0	0	0	1,000	0
			Horticulture		0	1,300	1,330	0	1,330	5,700	0
			Leather/Leather products		0	700	0	907	907	2,800	0
			Male		0	1,010	1,015	120	1,135	4,200	0
			Female		0	1,290	315	787	1,102	5,300	0
			Total		0	2,300	1,330	907	2,237	9,500	0
Custom	Number of firms and	Number	Aquaculture		0	200	149	58	207	500	0
			Horticulture		0	2,200	4,084	0	4,084	15,000	4,000

Indicator No.	Indicator title	Unit	Disaggregated by:	Baseline		Q2'13 Target	Achieved to end of Q2'13			FY13 Target	FY14 (Oct-Dec '13) Target
				Year	Value		FTF Zone	Non-FTF Zone	Total		
	farmers receiving USG assistance to access formal loan or micro-credit		Leather/Leather products		0	0	0	0	0	0	0
			Male		0	2,190	2,211	35	2,246	14,500	3,800
			Female		0	210	2,022	23	2,045	1,000	200
			Total		0	2,400	4,233	58	4,291	15,500	4,000
Custom	Total value of sales increased of USG assisted businesses	USD	Aquaculture	2011	91,582,790	600,000	-	4,367	4,367	2,400,000	200,000
			Horticulture	2011	3,633,647	500,000	1,843,347	1,608,867	3,452,214	1,900,000	500,000
			Total	2011	95,216,437	1,100,000	1,843,347	1,613,234	3,456,582	4,300,000	700,000

ANNEX 3: PARTNER-WISE RESULTS

PARTNER-WISE RESULTS IN HORTICULTURE

Region	Partner Type	Product	Partner	Sales Increased			No. Total Jobs Created			Investment Increased
				Domestic	Export	Total	Male	Female	Total	USD
				USD	USD	USD				
Bogra-Rajshahi	Enterprise	Potato	Gram Unnayan Karma Enterprise Development (GUKED)-2	1,353,399	0	1,353,399	1,154	643	1,796	0
	Enterprise	Potato	Murail Rural Development Multipurpose Cooperative Society Ltd	50,124	0	50,124	13	3	16	0
	Enterprise	Potato	Murail Rural Development Multipurpose Cooperative Society Ltd-2	114,421	0	114,421	58	39	96	0
	Enterprise	Potato	Ferdous Biotech Ltd	354	0	354	4	5	9	6,177
	Enterprise	Potato	Sajeeb Seeds	27,440	0	27,440	10	8	18	0
	Enterprise	Potato	Unique Seeds	1,215	0	1,215	14	9	23	0
	Enterprise	Potato	Technology For Rural Development (TFRD)	3,797	0	3,797	126	68	194	2,532
	Farmer Group	Potato	Shibgonj Upazila Farmers Cooperative Shamitee (SUFCSL)	1,271,965	0	1,271,965	1,033	167	1,200	28,331
	Enterprise	Cross-Cutting	Grameen Krishak Sohayak Sangstha Enterprise (GKSSE)	23,484	0	23,484	2	0	2	0
	Enterprise	Cross-Cutting	Riya Fertilizer	34,633	0	34,633	12	2	13	0
Jessore-Khulna	Enterprise	Potato	Konika Seed Company Ltd	300,337	0	300,337	56	30	86	0
	Enterprise	Potato	Pride Agro Enterprise-(Potato)	79,367	0	79,367	40	20	60	1,485
	Enterprise	Potato	Krishak Bandhu Karmashuchi-(Potato)	290,692	0	290,692	118	50	168	0
	Farmer Group	Potato	Pride Agro Enterprise-	439,505	0	439,505	65	(19)	45	2,688

Region	Partner Type	Product	Partner	Sales Increased			No. Total Jobs Created			Investment Increased
				Domestic	Export	Total	Male	Female	Total	USD
				USD	USD	USD				
			Potato Farmers							
	Enterprise	Potato	Dipti Agro Enterprise	22,127	0	22,127	5	2	7	829
	Enterprise	Potato	Proshikkhito Jubo Kalyan Agro Enterprise	10,423	0	10,423	2	2	4	337
	Farmer Group	Potato	Jagoroni Agro Industries-Potato Farmers	447,728	0	447,728	55	28	83	2,369
	Farmer Group	Potato	Dipti Agro Enterprise-Potato Farmers	420,057	0	420,057	61	13	73	6,635
	Farmer Group	Potato	Proshikkhito Jubo Kalyan Agro Enterprise-Potato Farmers	681,153	0	681,153	118	42	160	3,188
	Farmer Group	Potato	Konika Seed Company - Potato Farmers	1,548,863	0	1,548,863	274	56	330	4,060
	Farmer Group	Potato	Society Development Committee-Potato Farmers	614,321	0	614,321	134	54	188	2,271
	Enterprise	Eggplant	Pride Agro Enterprise-(Eggplant)	1,823	0	1,823	4	1	5	218
	Enterprise	Eggplant	Krishak Bandhu Karmashuchi-(Eggplant)	33,104	0	33,104	5	3	8	291
	Enterprise	Mango	Chesta Agro Enterprise	0	0	0	0	0	0	570
	Enterprise	Mango	Adorsho Foundation	0	0	0	0	0	0	880
	Enterprise	Cross-Cutting	Padma Seeds	493,955	0	493,955	16	9	25	7,921
	Enterprise	Cross-Cutting	Biotech Agro complex	5,114	0	5,114	10	2	12	633
	Enterprise	Vegetables	EFADF Agro Business	275,647	0	275,647	50	5	55	0
	Farmer Group	Vegetables	EFADF Agro Business-Vegetables Farmers	486,321	0	486,321	56	20	76	516
	Enterprise	Vegetables	Renaissance	41,772	0	41,772	3	5	7	253
	Farmer	Vegetables	Renaissance	1,724,641	0	1,724,641	209	84	293	7,137

Region	Partner Type	Product	Partner	Sales Increased			No. Total Jobs Created			Investment Increased
				Domestic	Export	Total	Male	Female	Total	USD
				USD	USD	USD				
	Group		Vegetable Farmers							
	Enterprise	Vegetables	Pride Agro Enterprise-(Vegetable)	4,177	0	4,177	1	0	1	95
	Enterprise	Cross-Cutting	Lalteer Seed Limited-2	284,810	0	284,810	53	3	57	0
	Farmer Group	Tomato	Polly Prokrity-Tomato Farmers	15,818	0	15,818	2	1	2	81
			Total Horticulture	11,102,587	-	11,102,587	3,760	1,354	5,113	79,496

* Direct job information is complemented using a statistical model to estimate associated job creation across the value chain.

Source of data: Partner interviews for enterprises and sample surveys for farmer groups.

PARTNER-WISE RESULTS IN AQUACULTURE

Region	Partner Type	Partner	Sales Increased			No. Total Jobs Created			Investment Increased
			Domestic	Export	Total	Male	Female	Total	USD
			USD	USD	USD				
Mynansing-Pabna -Natore	Farmer Group	Digherkanda Matsopona Beboshahi-Kallan Bohumukhi Somabaya Somity (DMBBS)	33,857	0	33,857	17	0	18	872
	Farmer Group	Trinamool Manobik Unnayan Shongstha (TMUS)-2	(250,347)	0	(250,347)	(224)	0	(224)	43,520
	Farmer Group	Kahaloo Matshya Chashi Samoby Samity-2	165,090	0	165,090	22	(0)	22	3,533
	Farmer Group	Society for Sustainable Development for the Rural & Urban Area (SSURDA)	561,139	0	561,139	23	0	23	18,121
	Farmer Group	Agriculture Advisory Society (AAS)-(Aqua)	711,216	0	711,216	625	(0)	625	71,573
Jessore-Khulina	Farmer Group	Rakhaing Development Foundation (RDF)- 2	770,769	0	770,769	65	0	65	28,000
	Farmer Group	Barisal Aquaculture Development Society	149,404	0	149,404	36	0	36	4,841
	Farmer Group	Center for Integrated Social Development (CISD)	147,281	0	147,281	23	(2)	20	12,792
	Farmer Group	Mulia Matshyajibi Samittee	121,728	0	121,728	13	1	14	3,121
	Farmer Group	Goldhamari Motshojibi Samabay Somity	196,312	0	196,312	35	2	37	1,942
	Farmer Group	Trinomool Krishhi	816,838	0	816,838	29	(1)	28	4,269

Region	Partner Type	Partner	Sales Increased			No. Total Jobs Created			Investment Increased
			Domestic	Export	Total	Male	Female	Total	USD
			USD	USD	USD				
		Unnayan Shomoby Shamitee Ltd.-Farmers							
	Farmer Group	Chittra Unnayan Kendra-Farmers	101,638	0	101,638	22	0	22	581
	Farmer Group	Shushilan (Aqua)-Farmers	106,887	0	106,887	33	10	43	3,318
	Enterprise	SMS Feeds Ltd.	4,367	0	4,367	18	6	23	13,924
	Total Fish		3,636,179	-	3,636,179	737	15	753	210,407

PARTNER-WISE RESULTS IN LEATHER PRODUCTS

Region	Partner	Sales Increased			No. Total Jobs Created			Investment Increased
		Domestic	Export	Total	Male	Female	Total	
		USD	USD	USD				USD
Dhaka	LFMEAB - Apex Adelchi Footwear Ltd.	-	1,162,500	1,162,500	0	0	0	0
	LFMEAB - Bay Footwear Ltd.	-	210,000	210,000	-	-	-	-
	LFMEAB - Jennys Shoes Ltd	-	81,000	81,000	-	-	-	-
	LFMEAB - Landmark Footwear Ltd	-	337,500	337,500	-	-	-	-
	LFMEAB - Apex Leather Craft Fashion & Accessories	-	136,500	136,500	-	-	-	-
	LFMEAB - PICARD	-	554,250	554,250	33	55	88	-
	LFMEAB - Bengal Shoe Industries	-	1,072,154	1,072,154	-	-	-	-
	LFMEAB - FB Footwear Ltd	-	1,350,000	1,350,000	0	0	0	-
	LFMEAB-USBANGLA Leather Products	-	41,250	41,250	12	21	33	-
	Leather Technologist SME Entrepreneur (LTSE)	44,394	-	44,394	-	-	-	-
	COEL	-	787,500	787,500	-	-	-	-
	Total Leather Products	44,394	5,732,654	5,777,048	45	76	121	0

Source of data: Partner interviews



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