

QUARTERLY PROGRESS REPORT: APRIL TO JUNE 2009

POVERTY REDUCTION BY INCREASING THE COMPETITIVENESS OF ENTERPRISES (PRICE)

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CONTENTS

Acronyms and Abbreviations	ii
Section 1 Aquaculture	2
Section 2 Horticulture.....	11
Section 3 Leather	17
Section 4 Equity Integration.....	19
Annex 1 Performance Indicators.....	21
Annex 2 M&E Methodology.....	23
Annex 3 Profile of MIPEL Fair Participants.....	24
Annex 4 Detailed Training Report	25

ACRONYMS AND ABBREVIATIONS

ATDP	Agro-based Industries and Technology Development Project
AFL	American Federation of Labor
BFFEA	Bangladesh Frozen Foods Exporters Association
BFVPEA	Bangladesh Fruits and Vegetables Producers and Exporters Association
BMET	Bureau of Manpower, Employment, and Training
BSFF	Bangladesh Shrimp and Fish Foundation
BSC	Business Service Center
BTC	Bhairov Training Center
BLSC	Bangladesh Leather Service Center
BCLT	Bangladesh College of Leather Technology
CIO	Congress of Industrial Organization
CIDA	Canadian International Development Agency
CEO	Chief Executive Officer
COP	Chief of Party
DMBBS	Digarkanda Motsapona Baboshai Bohumukhi Somity
DoF	Department of Fisheries
DD	Deputy Director
DBE	Din Bijoy Enterprise
EF	Extension Facilitator
EU	European Union
FIQC	Fish Inspection and Quality Control
GHERS	Greater Harvest for Economic Returns in Shrimp
GOB	Government of Bangladesh
GDP	Gross Domestic Product
GSP	Generalized System of Preference
ILO	International Labor Organization
ITC	International Trade Center
ILAC	International Laboratories Accreditation
KRA	Key results area
LCDF	Local Currency Development Fund
LFMEAB	Leather Goods & Footwear Manufacturers & Exporters Association
LSC	Leather Service Center
LEIC	Local Enterprise Investment Center
M&E	Monitoring and evaluation
MoC	Ministry of Commerce
MoFL	Ministry of Fisheries and Livestock
MOU	Memorandum of understanding
NGO	Non Government Organization
NABL	National Accreditation Board for Laboratories
PAMA	Policy Analysis, Monitoring and Assessment project
PCR	Polymerase chain reaction
PPFPA	Phulpur Fish and Prawn Farmers Association
PIR	Project intermediate results
PL	Post-larvae
PMP	Performance monitoring plan
PPP	Public-private partnership

PRICE	Poverty Reduction by Increasing the Competitiveness of Enterprises
PD	Project Director
QFL	Quality Feed Limited
RDF	Rakhaing Development Foundation
RMG	Ready Made Garments
SEDF	South Asia Enterprise Development Facility
SMEs	Small and medium enterprises
SSOQ	Shrimp Seal of Quality
SQSP	Shrimp Quality Support Project
STTA	Short-term technical assistance
SSS	Society for Social Services
TAPP	Technical assistance project proposal
TMUS	Trinomul Manobik Unnayan Sangstha
TOT	Training of trainers
TFFS	Trishal Fish Farmer Business Somity
TTC	Technical Training Center
USAID	U.S. Agency for International Development
USG	United States government
USD	United States dollar
USA	United States of America
USTR	United States Trade Representative
UK	United Kingdom
WFC	World Fish Center
WSSV	White Spot Syndrome Virus

PRICE Quarterly Report: April to June 2009

Introduction

PRICE is a five-year USAID economic development project in Bangladesh, initiated in February 2008. Its goal is to reduce poverty by increasing competitiveness in aquaculture, horticulture and leather products sectors. PRICE activities are market-driven and seek to share the benefits of growth with women, young adults, farmers and SMEs. PRICE takes a systemic view in identifying, analyzing and addressing root constraints across the sectors, after which PRICE addresses these constraints to sector growth through various interventions.

PRICE can partner with individual firms and associations facing specific constraints and facilitate solutions to realize opportunities and accomplish progress. The project's technical team helps identify buyers, organizes SME suppliers, facilitates access to finance, and – on a cost-share basis - arranges for training and technical assistance. The focus of PRICE in these partnership deals goes beyond the benefit of any individual entrepreneur or group of entrepreneurs, seeking to achieve growth and development of the sectors.

Activities This Quarter

PRICE assisted twelve SMEs and six associations of micro enterprises in the three sectors to improve their competitiveness in both the domestic and the international markets. In the aquaculture sector that consists of fish and shrimp subsectors, PRICE assisted one fish seed traders' association, one feed mill and five fish farmers' associations in the fish subsector for increasing productivity, improving farm management and workforce development. In the shrimp subsector, PRICE assistance reached four contract farming initiatives by enterprises and fish processors, one hatchery, and one medium sized fish culture farm. Also through the GHERS initiative, PRICE provided knowledge and skill assistance to 2600 farmers on improved shrimp farming techniques through six shrimp depot owners.

In horticulture, PRICE has been working with four enterprises for improved production of seeds by providing assistance on improved farming, knowledge on good quality inputs etc. In leather sector, PRICE has worked through one big enterprise to develop international standard workforce. In this sector, PRICE is also assisting for establishing linkages to international market and creating awareness for getting supply of good quality raw hides.

Through these efforts, PRICE has thus far helped generate additional sales of USD \$5,162,913, that accumulates to an increase of USD \$6,928,787. PRICE has created 333 fulltime equivalent jobs in this quarter, equating to 1,185 fulltime equivalent jobs created thus far. In case of expanding investment in fixed assets, PRICE achieved an increase of USD\$ 41,862 during April to June 2009, which led to a total increase of USD \$209,162. Promotion of domestic sales has provided a way to broad-based economic growth and provided entrepreneurs a space to develop their skills and products before hitting the international market. 548 persons (22% female) participated in PRICE assisted workforce development programs, 1,081 people (21% female) received assistance for improved management practices and 2,319 MSMEs (35% female-led) were assisted for improved productivity during the quarter. 62 MSMEs (50% female-led) received assistance from PRICE supported

sources to obtain loans. PRICE has also been working to improve good governance practices relating to economic growth through BSFF and FIQC Dhaka.

Table 1 shows the project’s key achievements during the quarter:

Table 1: Summary of Project Achievements

Indicators		Achievement	
		Apr-Jun '09	Accumulated to Jun '09
Sales (USD)	Domestic	\$4,799,941	\$6,544,755
	Export	\$323,161	\$344,221
	Total	\$5,162,913*	\$6,928,787*
Jobs		333	1,185
Investment (USD)		\$41,862	\$209,162

* Note: Minor difference for rounding up for decimal figures.

I. Aquaculture

PRICE aquaculture constitutes two subsectors viz. fin-fish and shrimp. Finfish primarily caters the demand of the domestic market. Low productivity and inadequate access to market are the key issues in this subsector. In contrast shrimp is produced predominantly for the export market, where along with low productivity, quality and social compliance, international market price are the prime issues. Despite having huge potential, both components are facing challenges in optimizing their respective growth potentials. Although the demand for the finfish in the domestic (as well as in international) market continues to increase, the export of aqua products from Bangladesh has experienced a negative growth of about 15% (from USD \$543 million in 2007-08 FY to USD \$462 million in 2008-09 FY). Global economic crisis, fall of prices in international market, depreciation of Euros with respect to USD, and BDT along with the rejection of fresh water shrimp shipments due to the presence of nitrofurans metabolites in shrimp consignments from Bangladesh are the major causes for this shrinkage in the export market. After careful analysis and conducting a series of workshops and meetings with stakeholders, PRICE has developed strategies and interventions specific to each of these components in order to increase their competitiveness.

Fish: Finfish is a thriving industry in Bangladesh. It constitutes 70% of animal protein consumed in Bangladesh. Spread of avian flu in the poultry industry has pushed many consumers from chicken to fish. The flu also caused the shutdown of many poultry farms across the country resulting in a drastic shrinkage in the supply of chicken, pushing its price up, and causing a shift in demand to alternative sources of protein like fish. All these have encouraged the fish farmers to increase production. The supply as well as the price of fish has increased in the domestic market during the reporting quarter. For example, the price of Catfish was BDT 49 per KG in 2007-8, and in 2008-9 increased to BDT 75. Similarly, price

of Carp has also increased by 15 to 20 percent in 2008-9. Finfish also experienced a demand surge in the export market during the reporting period.

Shrimp: Shrimp is a major export revenue earner in Bangladesh. The sector is also a major source of rural employment. Currently over nine hundred thousand farmers are involved in Shrimp farming in Bangladesh. However the sector has been on decline recently. During the fiscal year ended in June 2009 shrimp export has been declined by 20% (from USD \$445 million in 2007-08 FY to USD \$353 in 2008-09 FY). World economic downturn, depreciation of Euros against BDT and USD, discovery of the presence of nitrofurans metabolize in the export bound consignments, negative perception of buyer countries about the social and environmental compliance in the sectors are the main reasons for this sharp decline.

On May 23, 2009, a category 1 cyclone named AILA devastated the aquaculture in the coastal areas of southwestern Bangladesh. Mainly Khulna, Bagerhat, Satkhira and greater Barishal districts were affected by the cyclone. However, PRICE partners in those areas have taken timely interventions to overcome the probable losses. For example, Gazi Fish has planned for extending the culture period to yield increased production. Other partners have also taken initiatives to restock in their damaged farms.

Though this quarter was affected by cyclone AILA, late monsoon, and a slide in the aquaculture seed market, PRICE has taken initiatives to expand its activities among grouped farmers in fish, prawn and shrimp. PRICE has screened over 70 interested enterprises/associations and shortlisted about 25 of them as potential new partners. Prior visits were conducted to observe the client sites before finalizing MoUs with them. PRICE is now in the process of drafting 11 MoUs with the potential partners screened in this way.

The following sections describe PRICE interventions that are divided under two subsectors: fish and shrimp.

Ia. Fish

The Fin-fish subsector primarily serves the domestic market. PRICE has accelerated its intervention activities in finfish for adopting good practices and efficient technologies by the value chain actors in the subsector. Following is an introduction to the partners in the Fish subsector:

- **TFFS** (Trisal Fish Farmers Somity) is a Fish Farmers association at Trishal upazila, 25 kilometers away from the nearest district town, Mymensing. TFSS has 65 member farmers. PRICE signed an MOU with the association in Oct 2008. They received training on improved farming of carps and Thai cat fish in earlier quarters.
- **PFPPA** (Phulpur Fish and Prawn Farmers Association) is an association of Smallholder fish farmers in Phulpur Upazila, also in Mymensing district. An MOU was signed between PRICE and PFPPA in Oct 2008. The association consists of 600 small holder farmers.

- **TMUS** (Trinamool Manobik Unnayan Sangstha) is an NGO in Shathia upazila of Pabna district. TMUS is involved in rural livelihood and entrepreneurship development activities in the locality. It has established a fin-fish hatchery. The NGO also has mobilized an association of smallholder fish farmers in the area. The number of members in the association is 650. PRICE signed the partnership agreement with TMUS in Oct 2008.
- **RDF**(Rakhaing Development Foundation) has mobilized an association of fish farmers of ethnic Rakhaing origin in Borguna district of South-west Bengal. RDF has approximately 700 members. An agreement of joint cooperation between PRICE and RDF was signed in Nov 2008.
- **SSS** (Society for social Services) is a leading NGO with work areas in 27 districts of Bangladesh. It has mobilized about 1180 Smallholder fish farmers into groups and assists them in farming. It has a big micro-credit component. A partnership agreement between SSS and PRICE was signed in February 2009.
- **DMBBS**: PRICE signed an MOU of collaboration with a fish-seed trader's association viz. Digherkanda Mostapona Bebohashi Kollan Bhothumuki Somity (DMBBS) in Oct 2008. The members of the associations sell their products at Digarkanda Bazar near the 'Bangladesh Agriculture University', Mymensingh. These traders procure spawns, fries and fingerlings from all over the country, stock those in their respective ponds and market the products through a vibrant fish seed market owned by the association members.
- **North Khulna Poultry and Fish Feed Mill**: North Khulna Poultry and Fish feed limited is a leading fish and poultry feed producing and marketing company in Khulna. PRICE has signed an MOU with Quality feed limited on 24 March 2009.

Improved Farm Management and Productivity

Throughout April to June 2009, 3004 farmers were provided training on improved farming and farming management in efforts to increase productivity, group procurements of inputs and group marketing with 4 partners and a total of 55 training programs. The training program was targeted for fresh trainees and some programs were refreshers. Out of these trainees during the period, 2012 were males and 992 were females. These trainees are expected to operate farms with hundreds of ha of ponds/water bodies under improved traditional, semi-intensive and intensive methods of farming. To achieve relatively higher yield, it is essential for farmers to have access to better methods, techniques, quality inputs and better farm management. Consultants were hired for the partners provided training of improved farming, feed, water & health management and access to better inputs and group marketing.

Society for Social Services (SSS) arranged 7 training programs for a total of 420 all- women trainees in four districts: Comilla, Chandpur, Lakshmipur and Tangail.

NKFPF (North Khulna Fish & Poultry Feeds) arranged 10 programs with 304 trainees of their sales agent and lead farmers to promote their feed sales to grass-root level to increase productivity of farmers by increasing use of supplemental feeds and transforming traditional farming to improved farming.

TMUS (Trinamool Manobik Unnayan Sangstha arranged 18 training programs comprising 1,080 trainees including fresher and refreshers. The TMUS procured quality grade fish seeds from reputed hatcheries, nursed those to fingerling stages, when most of its beneficiaries were waiting for monsoon after preparation of their respective ponds.

RDF arranged for 7 training programs comprising 420 trainees of which 180 are female. Through the Khulna BSC-WI, PRICE organized a linkage and client identification workshop on June 22. 56 VC actors (hatchery owners, farmers, depot owners, processors and exporters) attended the workshop, got acquainted with each other more closely and actively participated through group discussion and presentations in the workshop.

60 large aqua-farmers cum traders from Trisal, Mymensingh were linked with the wholesale markets in Faridpur. As a result, they can now directly ship part of their harvest to Faridpur, whereas before, they had to travel through Dhaka. This helped to (significantly) reduce the shipping time and transaction costs.

Till now, 17 short and medium term consultants have been assigned to partners and they are providing trainings on improved farming technologies to increase farm yields. The hired consultants are also assisting partners with procurements of better inputs like feeds and seeds by linking them with proven sources of inputs. For strengthening the organizational capacity of RDF and TMUS, PRICE has assigned consultants. The consultants are working closely with the group leaders to encourage the members to share their experiences and relevant information with the fellow members. All the consultants are also counseling the members on documentations on farming activities and sharing new ideas and farming management with other fellow members.

Promoting the Use of Better Inputs

Fish farming in Bangladesh is in the danger of inbreeding in hatcheries because of cross-breeding within similar genetic lines. More than 99% of fish seeds used in the country are produced through 900 hatcheries; most of which use under-sized broods and come from untraceable sources that lead to poor growth of the seeds. The alternative, being natural seeds, are less susceptible to inbreeding.

PRICE has hired consultants for different partners involved in fish farming, nursing and seed trading. These consultants are assisting partners to establish linkages with the center for quality seed producing agencies, hatcheries and nurseries. Some hatcheries in Mymensingh areas associated with TFFS, DMBBS and PFPFA collected natural seed from Halda river, the only recognized source of natural indigenous carp seed production. Besides, TMUS, RDF, PFPFA (all organized farming associations) were linked to some hatcheries with good reputations like BFRI hatcheries and other private hatcheries. Hired consultant provided the seed traders at DMBBS with the name and addresses of some good hatcheries in the country in consultation with department of fisheries extensions.

Besides aquaculture seeds, other important inputs in fish farming are supplemental feeds. TMUS, RDF and PFPFA are encouraging their members/ beneficiaries to procure supplemental feeds in groups so that they can get access to quality grade feeds in a cost-effective way.

Access to Finance

Association members or NGO beneficiaries in Aquaculture are mostly micro, small or medium enterprises. Medium farmers in fish farming usually depend on themselves or family sources for financing their business. Large farming groups/farmers often go to the bank, but small and micro entrepreneurs do not go to the bank or other financial institutions. Some micro and small enterprisers associated with PRICE were linked to micro-credit sources operated by NGOs. Organized farmers in different associations or farmers groups within NGOs were assisted to establish linkages to micro finance sources; and so far 62 micro and small farmers took loans from micro credit ranging from BDT 3,000 to 15,000 where an association or a group as a whole acted as guarantee.

Training Summary: Fish:

Table 2 below shows the training summary for Fish subsector.

S/L #	Clients/ Partners	Workforce				Productivity				Management			
		# Trg	M	F	T	# Trg	M	F	T	# Trg	M	F	T
1	RDF	-	-	-	-	7	240	180	420	13	439	341	780
2	TMUS	-	-	-	-	18	1029	51	1080	-	-	-	-
3	SSS	-	-	-	-	7	-	420	420	-	-	-	-
5	North Khulna	10	304	-	304	-	-	-	-	-	-	-	-
		10	304	0	304	32	1269	651	1920	13	439	341	780

Major Accomplishments: Fish

During April to June 2009, 304 people participated in PRICE-facilitated workforce development programs, 1,310 MSMEs received assistance for increasing productivity and 480 MSMEs received assistance to improve management practices. 62 farmers (50% female) received assistance from PRICE supported farmers' association RDF to obtain loans. All these led PRICE Fish subsector towards increased investment and jobs which triggered incremental sales.

Sales has increased by USD \$5,037,370 through the Fish subsector partners during the second quarter of 2009. This is mainly domestic sales. Trishal Fish Farmers' Association (TFFS) and North Khulna Fish Feed constitute the major part of the total sales. TFFS has gained a 45% increase in the price of Pangash fish compared to previous year which constitute 75% of their total sales in this quarter. This has led to huge increase in TFFS's sales. However, it is to be noted that this quarter is not the pick harvesting time for finfish and the late rain in this year has delayed the crop cycle in aquaculture. Two partners (DMBBS, a PL dealer association, and RDF, a fish farmers' association) have not yet achieved any increase in sales because of late rain and delayed crop cycle. 98% of RDF members have not yet started selling their crop.

279 fulltime equivalent jobs were created in Fish subsector through PRICE assistance during the period. The partners have invested USD\$ 10,304 in fixed assets. Though the investment has increased considerably, jobs have not been created that much because fish farms mainly employ casual labor when needed and this period was not the peak time for that. (Annex 1 gives detailed information on the performance indicators.)

Table 3 shows the Fish subsector's key achievements during the quarter:

Table 3: Summary of Achievements in Fish

Indicators		Achievement	
		Apr-Jun '09	Accumulated to Jun '09
Sales (USD)	Domestic	\$5,037,370	\$6,769,022
	Export	0	0
	Total	\$5,037,370	\$6,769,022
Jobs		279	304
Investment (USD)		\$10,304	\$80,304

Ib. Shrimp

The Shrimp subsector primarily contributes to the export market. PRICE partners in this sector are GHERS (by WFC), Din Bijoy Enterprise, a shrimp depot, Vairob Fish, a shrimp depot, PL seller, Raju Enterprise, a shrimp contract farming initiative, Mofa Fish Processing Ltd, a fish processor and, Aqua Star Hatchery, a shrimp hatchery. All these partners work in Khulna-Bagerhat-Jessore area.

Improved Farm Management and Productivity

Greater Harvest and Economic Return from Shrimp (GHERS) is a PRICE initiative to improve shrimp and prawn farming methods in Bangladesh. It is being implemented by World Fish Center (WFC), an international research center specializing in fisheries and related aquatic resources, for a 15 month period effective from September 2008. Through GHERS initiative, it originally planned to stock 25 million screened post larvae (PL) to approximately 2000 farmers in 2009. However, the total number of farmers was later increased to 2600 to achieve the production target; partly due to a price decrease of non-screened PL that made it difficult to go for high density farming with screened PL. The GHERS initiative now involves over 2600 shrimp farmers, all of which received trainings and counseling on relatively high density PLs to improve farming methods with screened PLs. Initial farming preparation was partially destroyed by the cyclone AILA at the end of May 2009; however, the the farmers will start stocking again.

Four contractors in shrimp are working in southwestern Bangladesh with approximately 2000 farmers to produce more biomass for export purposes. The contractors mostly focus on shrimp and prawn production; but the production also involves non-carnivore fin fishes as companion crops. The out growers will buy back the shrimp and prawn from contracted farmers, and farmers have the right to sell fish grown on their own. The contract farmers are encouraged to use screened PL, traceable feeds, fertilizers so that in future traceability in shrimp can be institutionalized.

Razu Enterprise, who started contract farming arranged 3 training programs comprising 75 male farmers. The contract farming involves polyculture of prawn and non-carnivore fishes which will provide biomass to both export and domestic markets. The contract farming support involves prawn only.

MOFA Fish, a contractor, arranged 1 training program with 25 contract farmers. Similar to Razu Fish, MOFA Fish contracted farmers involved in polyculture of fresh water prawn and non-carnivore plankton feeding fin fishes. The contracted farmers received material support for prawn farming from out growers only. However, technical assistance through trainings and counseling involves both fish and prawn.

Vairob Fish arranged 3 training programs to train 90 farmers on improved farming techniques.

DB Enterprise arranged 18 trainings on increasing productivity in shrimp farming. There were 807 participants in the trainings, of which 83 were female. Under GHERS initiative, 24 people were trained for workforce development and 133 farmers were trained for improved management in their farms.

Promoting the Use of Better Inputs

The prevalence of White Spot Syndrome Virus (WSSV) is a major cause of the high mortality rate in shrimp, resulting in low productivity of shrimp farming in Bangladesh. To address this problem, PRICE/WFC (GHERS) has taken the initiative to promote the supply and stocking of shrimp post larvae (PL) that have been screened for this disease for its group member-farmers. Initially GHERS initiative of PRICE (implemented by WFC) planned to provide roughly 25 million screened PL to around 2600 farmers in greater Khulna. Accordingly PRANTI, a commercial PCR Lab operator was signed for technical assistance. They started working with 4 hatcheries in Cox's Bazar by providing brood, Nauplii and PL testing. This initiative was disrupted by the cyclone AILA that hit the south-western part of Bangladesh in May 2009. GHERS has taken new initiatives to restock the damaged farms with tested/screened PLs by June-July. They have made arrangements through PRANTI with 4 new hatcheries for testing/screening of PLs in Cox's Bazar.



In the client identification workshop held on 22 June in Khulna, in presence of all major actors in the value chain, strong recommendations were made for farmers to use screened PLs and create awareness on the benefits of using tested/screened PLs.

Compliance for Increased Export Sales

During the reporting period over 30 consignments of shrimp from Bangladesh were rejected mainly from Belgium and other European destinations based on the presence of nitrofurans metabolites, a toxic substance, in the commodity. In response, the national committee, which was formed in October 2008, has decided to voluntarily suspend the export of M Rosenbergi (Golda) for a period of six months and undertake appropriate measures to address the problem. PRICE realized that an effective way to address the problem is to increase the capacity of the FIQC lab so that the consignments could be tested and screened accurately before export.



PRICE therefore arranged three training programs comprising 35 trainees in three disciplines of FIQC in compliance with EU food safety requirements as well as strengthening microbial, chemical & antibiotic and general testing procedures toward 17025 certification. The consultant, while conducting the training program found that the currently used LC/MS/MS machine in FIQC Dhaka lab was not working properly, it needed proper calibration.

Bangladesh export oriented shrimp industry faced a likely exclusion from Generalized System of Preference (GSP) due to allegation by American Federation of Labour (AFL) and the Congress of Industrial Organization (CIO) the United States Trade Representative (USTR); the allegation was that there were violations of child labour rules in the shrimp processing industries/factories in Bangladesh. The AFL-CIO demanded removal of Bangladesh from the list of beneficiary. PRICE has taken initiative to train 10 processing firms under a pilot project on labor practices with Bangladesh labor law of 2006. It is expected that all the processing plants in Bangladesh will abide by labor law compliance to sustain and increase export to US markets.

Beside labor law compliance, Bangladesh frozen foods exporters association themselves temporarily stopped exporting fresh water prawn to EU markets due to the reported presence of banned anti-biotic, nitrofurans metabolites. The temporary voluntary ban is for 6 months till November, 2009. During the time prior to November, 2009; National Action Plan (NAP) to combat nitrofurans hazards in farmed shrimp has taken several steps. PRICE incorporated the action plan by assisting capacity build up of public testing facilities of microbial and antibiotic contaminations. It is expected that these initiatives will help to eliminate nitrofurans contaminations and sustain export of fresh water prawn from Bangladesh to EU countries.

Training Summary: Shrimp:

Table 4 below shows the training summary for Shrimp subsector.

S/L #	Clients/ Partners	Workforce				Productivity				Management			
		# Trg	M	F	T	# Trg	M	F	T	# Trg	M	F	T
4	DBE	-	-	-	-	18	807	83	890	-	-	-	-

6	Vairob Fish	-	-	-	-	3	90	-	90	-	-	-	-
7	Raju Enterprise	-	-	-	-	3	74	1	75	-	-	-	-
8	MOFA	-	-	-	-	1	25	-	25	-	-	-	-
9	DOF	3	31	4	35	-	-	-	-	-	-	-	-
10	WFC	1	22	2	24	-	-	-	-	6	131	2	133
Total=		4	53	6	59	25	996	84	1080	6	131	2	133

Major Accomplishments: Shrimp

In the Shrimp subsector during April to June 2009, 24 people participated in PRICE-facilitated workforce development programs, 1,009 MSMEs received assistance for increasing productivity and 133 MSMEs received assistance to improve management practices. All these led PRICE Shrimp subsector towards increased investment and jobs which triggered incremental sales.

Sales have increased by USD \$53,579 through the Shrimp subsector partners during the second quarter of 2009. This is mainly export sales. 13 fulltime equivalent jobs were created in Shrimp subsector through PRICE assistance during the period. The partners have invested USD \$435 in fixed assets. (Annex 1 gives detailed information on the performance indicators.)

Table 5 shows the Shrimp subsector's key achievements during the quarter:

Table 5: Summary of Achievements in Shrimp

Indicators		Achievement	
		Apr-Jun '09	Accumulated to Jun '09
Sales (USD)	Domestic	0	0
	Export	53,579	53,579
	Total	53,579	53,579
Jobs		13	13
Investment (USD)		435	435

II. Horticulture

The domestic horticulture market has become more vibrant; however, the export of horticulture experienced a major slump (over 33%) in the fiscal year ended in June 2009. This quarter is the main season of major fruits in Bangladesh but the yield of one main fruit i.e. mango dropped due to prolonged drought and abnormal weather prevailed since January. According to the BBS statistics, last year's production of mango was 802,750 tons; of which more than 50% were produced in eight northern districts of the country. This year the production was at least one-third less than that of last year. In the case of vegetables, yield of potato in most of the southern area was hampered due to late blight; but in other areas particularly in the Munshiganj area, production of potato was extremely good. Price of potato

was higher this year mainly due to poor yield observed in some districts. Green Chili was also in the market due to flood in some of the chili-growing areas.

PRICE has been working to enhance the farm productivity and access to market across the value chain in order to cater to the growing domestic demand as well as to spearhead the export sales.

Following sections describe PRICE interventions in the sector:

Improved Farm Management and Productivity

KSCPL: Three Training Supervisors provided hands on training to the contract farmers of Konika Seed Company Private Limited (KSCPL) and supervised cultivation activities during the reporting period for better seed production. Hands-on trainings were given to the contract farmers during ongoing seed production activities as well as on sorting and grading of potato and other harvested vegetable seeds. 35 laborers were trained in sorting and grading of potato seed which was helpful for the collection of quality potato seed. 23 farmers were trained in vegetable seed sorting and grading.

Potato, red amaranth, bottle gourd, tomato, Indian spinach, long bean, spinach, Kang-Kong, and Stem-amaranth seeds were harvested from field. A total quantity of 607 kg good quality vegetable seeds of different varieties was produced. (It can be mentioned that during the last potato growing season 400 MT potatoes were produced of which 90% (360 MT) was seed potato and only 10% (40 MT) was table potato from 60 acres of land). Bitter gourd, pumpkin and okra seed production is in progress. Bitter gourd seed production in demo plot is in progress and would be processed within next two months time.

Production increased by 10% in comparison to last year. Total revenue from sales of vegetable seed in this quarter was Tk. 94,315.00. The company has stored Potato seeds as well as vegetable seeds and is planning to sell the inventory in season to maximize its profit. The firm has employed 5 more full time employees.

GUKED: The Gram Unnayan Karma (GUK) is an NGO and GUK Enterprise Development is a commercial project of the GUK formed recently They have started their horticulture farming through seed potato, table potato and others vegetables but need to be linked with buyers and assistance on product promotion. They also wanted to expand their program through contract farming, but lacked experience in contract farming. The targeted farmers groups had no exposure to modern technology for commercial cultivation of vegetables. PRICE had several discussion sessions with GUK and is scheduled to sign an MOU in first week of July 2009 to develop a vegetable contract farming model with 1500 farmers. For the coming season GUKED has planned to go for contract farming in 13.5 hectares of land for potato seed, and 188.9 hectares for table potato. After harvesting potato, the GUKED associated farmers will produce vegetables (Bitter gourd, Cucumber, Brinjal, Pointed gourd and Coriander etc.) during the rest of the months on 202.4 hectares of land. Under the plan 1500 farmers will receive training on crop husbandry, pest management, post-harvest handling operations and marketing. Along with technical assistance, GUKED will provide required inputs and funds through the microfinance scheme of GUK to the farmers. Spice Research Institute will provide training on off season onion cultivation to the selected farmers

of GUKED and establish demo plots on farmers' field. Long and fragile supply chain will be converted into a strong value chain, good quality horticultural produces will reach the market and eventually farmers' income will be increased.

AI – Fida Co-operative: AI – Fida Multipurpose Co-operative Society Ltd is a farmers' cooperative in Chapainababganj. Most of the farmers of the cooperative are mango farmers. Best quality mangoes of the country are produced in this district. This season PRICE worked with them to facilitate improved mango marketing.

Last season the cooperative sold their mangoes in Dhaka. However they were not able to make a profit due to the damages sustained by the mangoes (8 MT in 3 months). This year before the starting of mango selling season, they came to PRICE and requested to help them to control damage as well as to create demand for their produced mangoes.

PRICE visited their mango orchards & discussed the production, packaging & transportation chain. It was found that they have a small problem in packaging: they used to pack their mangoes in traditional straw-cushioned bamboo-made baskets covered with jute clothes. This sort of packing helps in quick ripening of mangoes but is not suitable for long distance transportation in large quantities. Another problem was they used to buy mangoes in bulk from the assembly market without any confirmed orders from the customers. They also did not have the capacity or the infrastructure store this very sensitive and perishable produce properly.

PRICE worked with the cooperative to find a solution for the problem and decided to use 25 kilogram plastic packaging crates to resolve the problem. Mangoes were packed in layers having rice straw cushion between the layers. Following the proposed packing, the mangoes were and it worked out well. This time the cooperative farmers did not gather mangoes without any confirmed order. On an average they sold 12 tons of mangoes per day and no loss was reported during this year in comparison to last year's total loss of 8 Million tons. AI – Fida Multipurpose Co-operative Society earned BDT 4,920,000 (gross revenue) this season using the new packaging crate and the following new marketing approach.

PRICE has not signed any MOU with the cooperative yet but several meetings were held to finalize the scope of work and possible interventions.

Spice Research Institute: Bangladesh imports many spices. Average yield of spices is very low and high-yield varieties of spices are not available. For the purpose of improving the sub-sector, Bogra Spices Research Center was established in 1996. It is the only spices research center of the country. Although the center is working with other spice crops but their main achievement was the development of high yielding onion varieties. So far the center has released five onion varieties but farmers are not aware of these high-yield varieties developed by the research center. Average yield of local onion is 6 MT per hectare which is quite low in comparison to the high-yield (about 18-20 tons per hectare) varieties developed by the center. Total demand for onion in the country is around 1.6 million tons against the production of 0.9 million tons. The remaining quantities are imported which costs around BDT1000 crore annually. Onion is a high value profitable crop. One of the varieties can be cultivated during off-season but requires special technology which is not easy for the farmers to adopt. Local

onion seeds are scarce due to difficulty in producing seeds. Seeds of the high yielding off season onions are not available. The only source of seeds is the Spice Research Institute. Considering the importance of the crop, PRICE team had series of meetings with the Spice Research Institute to transfer the technology of growing high-yield onion varieties to the farmers. PRICE is now in the final stage of signing an MOU with the research center. Price will link the Institute with farmers groups of Bogra and seed companies in order to transfer the technology of producing high-yielding onion and its seeds. A local NGO, GUKED will be linked with the Spice Research Institute to establish off season onion demo plots in their farmers field and train selected farmers.

Vater Char Cooperative: Norsingdi is known as one of the vegetable belts of the country. Vater Char Farmers' Development Cooperative Society is a newly formed association mainly consisting of one hundred vegetable famers of the village, Vater char in Norsingdi. Although they are close to the city but they are not aware of IPM technology and use insecticides indiscriminately. Physical appearance of their products is good but there are ample scopes for improvement in yield, crop management practices and post- harvest handling techniques. Association is keen to have link with exporters, produce good quality vegetables and increase their yield. PRICE horticulture team had extensive discussion with them on possible field of cooperation. Base line data collection has already been started. PRICE has facilitated in linking the cooperative with Golden Harvest Agro Industries Limited, a 100% export oriented HACCP certified agro based food processing company in Bangladesh. They export frozen vegetables to USA, UK and Middle East. The company already bought 5 metric tons of vegetables from the association as a test case. PRICE horticulture team is working to sign a tripartite agreement with the company and the association.

Organix: ORGANIX is the sister organization of the PATHIKRIT, a local NGO. In 2008 PATHIKRIT disbursed loan of about BDT 375,000 to its members in Khulna for vegetable production. PATHIKRIT feels that their farmers produce lower quantity vegetables due to lack of technical knowledge, information, quality inputs, and improved farming practices. Excessive use of chemical fertilizers and pesticides for increased production instead of using compost fertilizer is creating health-hazards to the consumers and increasing production cost. PRICE agreed to collaborate with the NGO on a common ground to increase the farm yield of vegetables. PATHIKRIT has formed a separate organization "ORGANIX" to help the farmers for increased production of safe vegetables, free from excessive chemicals and marketing their products with the assistance of PRICE. PATHIKRIT will provide microfinance to the vegetable farmers. A contract farming model will be developed for safe vegetable production following some basic concepts of GAP. An MOU would be signed between ORGANIX and PRICE to provide technical assistance in doing the planned activities.

AID Agro Mart: Since its inception, AID has been working in different sectors of development with active participation of disadvantaged and underprivileged group. AID started its operation in 1992. In 2006, AID implemented a program named "Organic Agriculture Development" with an objective of increasing production and export of organic vegetables through enhanced knowledge and skill of farmers. The program could not help in producing organic vegetables production. They learned that it is not easy to produce organic vegetables without the help of proper certification agency, specialized technical support and laboratory facility to undertake traceability tests etc.

PRICE has discussed with them of a possible cooperation to produce vegetables through technical support and initiate a contract farming model and market the produces in the local market, chain shops as well as export through the exporters. AID has formed a business enterprise named AID Agro Mart to undertake commercial vegetable production and marketing. Now AID Agro Mart has asked for assistance of PRICE to support their new business venture in horticulture sector for the following: technical assistance for vegetables production, GAP, post harvest handlings, market linkage, market promotion and linkage development with different types of inputs suppliers. PRICE is working with them to finalize an MOU on the basis of the need of the AID Agro Mart and initiate work shortly.

Promoting the Use of Better Inputs

Syngenta Bangladesh Limited: Syngenta Bangladesh Limited is a leading multinational company in crop protection and seed business. They have a strong network of 15,000 independent retailers and 380 distributors throughout the country. These retailers are SMEs who employed 800 market promoters including 40 women promoters who directly work with the farm-family to promote its products. They need to provide relevant updated information on farming to the farmers as embedded service with the inputs.

During the reporting period, PRICE assisted Syngenta to organize 10 training events of which 3 were for female market developers and 7 for retailers / dealers. Total 348 trainees received the training, of which 96 were women. Trainings were conducted in the Learning and Development Center located at Bogra.

Dealers / retailers' training program was evaluated during the ongoing training sessions. Farmers' feedback regarding flow of information on better farming practices from the dealers and female market developers were collected through group meetings in the field. Farmers' initial feedback was found to be quite positive. Quick interview with the retailers showed that they have improved knowledge on different farm practices but most of them consider profit as their first priority. Farmers' meetings organized by Syngenta to deliver information on various technologies by the Trained Female Developer were also evaluated and found to be useful and effective.

PRICE is considering the scope for improving the training curriculum, which could be done through discussion with Syngenta so that the dealers and retailers can deliver more qualified information to the farmers. PRICE has a plan to sit with the client to discuss this issue in the next quarter.

Lal Teer Seed Ltd: Lal Teer Seed Limited is a leading local company in vegetables and other seed business. They have a strong network of 2,000 independent retailers throughout the country. These retailers are SMEs who need to provide relevant updated information on farming to the farmers as embedded service with the inputs.

PRICE provided support to Lal Teer for organizing 10 seed sellers' training in Barisal division on vegetable seeds production technology and quality of seeds. Total number participants were 216.

Padma Seeds: Padma Seeds is a private company located at Jhenaidaha in the seed supply business since 1992. Initially the company started with maize seeds but recently switched to

vegetable seeds, marketing mainly in large quantity after procuring from the farmers. The company has a good market and average monthly sales stands at BDT 188,360. To ensure better quality, they are keen to go for contract farming, introduce better processing (cleaning and drying with standard moisture contents) and adopt aluminum foil packaging. Besides, enhancing the sales of the company, it would increase the supply of better quality seeds in the regional horticulture seed market. The company has some experience in contract farming. However, it needs support to adopt a good contract farming model, provide training to contract farmers to ensure quality seeds production, develop linkage with BADC seed processing center and packaging. PRICE is planning to sign an MOU to work with the company. PRICE will assist Padma Seeds in the areas of production of Red Amaranth, Amaranth, Pumpkin, Ridge gourd, Snake gourd, Bitter gourd, Yard Long Bean, Cucumber, Kangkong, Spinach, Indian Spinach, Bottle Gourd, etc.

Training Summary:

Table 6 below shows the training details for Horticulture sector in the reporting quarter.

Table 6: Summary of trainings conducted in Horticulture Sector

S/L #	Clients/ Partners	Workforce				Productivity				Management			
		# Trg	M	F	T	# Trg	M	F	T	# Trg	M	F	T
01.	Syngenta	03	-	96	96	-	-	-	-	07	252	-	252
02.	Lal Teer	-	-	-	-	-	-	-	-	10	216	-	216
Total =		03	-	96	96	-	-	-	-	17	468	-	468

Number of Training Event: 20, Total participants: 564; Male 468, Female 96,

During the reporting period, total 20 training events were held by Syngenta and Lal Teer with PRICE support. Total number of participants was 564, out of which, 96 market developers were female. These female participants are working at Syngenta.

Post training evaluation shows that the events significantly increase the product specific knowledge of the inputs sellers. Participants enjoyed the training course and committed to support farmers by sharing the technology and knowledge gained.

Detailed training report is given in Annex 4.

Major Accomplishments:

To address the constraints to the growth of Horticulture sector, PRICE has provided technical assistance to the partners for workforce development and improved management skill during the quarter. During April to June 2009, 96 people participated in PRICE facilitated workforce development programs and 468 MSMEs received assistance to improve management practices.

Sales have increased by USD \$32,152 through the Horticulture sector partners during the second quarter of 2009. Konika Seed Co. and Surovi Agro Ltd. (both are seed sellers) have contributed to this increase in sales. Of this, USD \$20,669 increase is for export sales. It is to be noted that this quarter is not the season for selling potato seeds which has led to low sales for one partner, Surovi Agro Ltd.

Seven fulltime equivalent jobs were created in Konika Seed Co. during the period. The partner has invested USD \$31,123 in fixed assets. Investment has not increased and jobs have not been created that much because of the off-peak season in seed business. Annex 1 gives detailed information on the performance indicators.

Table 7 shows the horticulture sector's key achievements during the quarter:

Table 7: Summary of Horticulture Achievements

Indicators		Achievement	
		Apr-Jun '09	Accumulated to Jun '09
Sales (USD)	Domestic	11,484	24,646
	Export	20,669	41,729
	Total	32,152	66,374
Jobs		7	769
Investment (USD)		31,123	116,123

III. Leather

Bangladesh Government has made a move to increase cash incentive for the leather and leather goods exports by 2.5 percentage points to 17.5 percent from the previous 15 percent. For the first time in the history of Bangladesh, the export of leather products (foot wear and other leather goods) in 2008-09 fiscal year crossed the export of crust and finished leather. While the export of foot wear increased by 10.22%, the export growth for the leather bags and other items was 90% compared to those of 2008-09 fiscal year. However, the sector experienced a negative growth in over all exports due to the severe shrinkage of exports of crust and the finished leather. The table below tells the story:

Table 8: Export Statistic of Leather Sector of Bangladesh, 2007-8, 2008-9

Items	Export 07-08 (USD)	Export 08-09 (USD)	Percentage Growth
Foot Wear	169,600,000	186,930,000	10.22%
Leather	284,410,000	177,320,000	-37.65%
Leather bags & purses	8,870,000	16,890,000	90.42%
Total for Leather Products	462,880,000	381,140,000	-17.66%

The global economic crisis and depreciation of Euros were the main reasons behind the undermining of export growth in leather products and the slump in that of leather. In the international footwear industry, China, India and Vietnam were the largest leather shoe exporters earlier because of their high quality but low-cost leather items. However, now-a-days China and India are failing to produce at low cost because of the WTO anti-dumping rules. Bangladesh started exporting leather footwear in 1994 and observed increase in recent years. Bangladesh enjoys lower cost and use of improved technology in producing footwear

compared with China and India. Youngone Corporation in Bangladesh has declared for setting up the country's largest footwear complex (USD 110 million) in the Korean EPZ in the coming November. PRICE leather sector team has undertaken a few interventions to exploit the growth potential of this sector.

Following sections describe PRICE interventions in leather sector:

Workforce Development

The sewing trainees from Bhairov Training Center (BTC) of Narshindi did not join Apex Adelchi Footwear Ltd., the PRICE-partner. Most of the trainees were not ready to accept the initial wages offered for relocating to new places like Apex factory in Gazipur. Rather they have chosen to work in nearby RMG factories where the sewing training they had received helped a lot. Around 50 trainees are working now in nearby garments factories. A group of 50 trainees also joined Bangladesh Footwear Ltd. before Apex started recruiting but only 7 of them have continued (June 2009). Right now, PRICE doesn't have any plan to extend the training activities with BTC.

To start the training at Technical Training Center (TTC), Tangail, PRICE had to take permission from the Ministry of Commerce which took some time. Thus the training started in March 2009 instead of January 2009. For this delay, the projected number of participants was not met for the first batch. Around 50% of the projected number attended the first training and fewer in the following batches. BMET, the government counterpart is in charge of advertising the training program through national dailies. For solving the problem of inadequate advertising, PRICE has met BMET officials together with Apex on 28 June 2009 and discussed about advertisement and other promotions. The idea of training of only the recruited people to ensure employment was also discussed in the meeting. PRICE will also meet the association, LFMEAB to work together to make the training initiative a sustainable one.

Linkages with International Markets

PRICE has started ground work to support some potential and innovative SME entrepreneurs to attend MIPEL Fair in Milan in 2010 as a co-sponsor of EPB. PRICE has interviewed most of the potential participants for the fair. Each business has been assessed in terms of design and skill development and better preparation for the fair. The profiles of the interviewed organizations are given in Annex 2. PRICE is working closely with these entrepreneurs to help them in preparing themselves for the fare.

BLSC works on improvement of testing facilities, capacity development and market linkage for local enterprises among others. BLSC earlier discussed with PRICE that they might need additional funds to complete their targeted activities. BCLT's expectation is that PRICE would facilitate the operation of the testing facility with promotional materials, arranging awareness workshops for local producers etc. PRICE is considering it as an effective intervention where the entire sector would be benefited.

Training Summary:

Table 9 below shows the training details for leather sector.

Table 9: Summary of trainings conducted in Leather Sector

S/L #	Name of Client	Type of training				# of Participants		
		Workforce	Productivity	Management	Total	Male	Female	Total
01.	BMET, APEX-TTC	03	-	-	03	104	20	124
Total =		03	-	-	03	104	20	124

PRICE supported the facilitation of the training programs for sewing operators for rural women and young adults. In this quarter, 3 training courses of two months duration were completed. All trainings were jointly organized by BMET-APEX and PRICE. All three events were conducted for workforce development. Total number of participants was 124, out of which 20 were female.

Detailed training report is given in Annex 4.

Major Accomplishments:

During the second quarter of 2009, 124 people participated in PRICE facilitated workforce development programs. This has led PRICE Leather sector towards increased jobs.

34 fulltime equivalent jobs were created in Leather sector through PRICE assistance during the period. PRICE is on the process of improving buyer linkage in the Leather sector through assisting firms to participate in the international MIPEL Fair 2009. Assisting SMEs to get credit facility is also being considered.

Annex 1 gives detailed information on the performance indicators.

Table 10 shows the Leather sector's key achievements during the quarter:

Table 10: Summary of Leather Achievements

Indicators	Achievement	
	Apr-Jun '09	Accumulated to Jun '09
Jobs	34	99
Investment (USD)	0	11,000

IV. Equity Integration

PRICE has taken targeted interventions in the selected sectors to address the challenge of equitable economic growth for the marginalized groups such as women and youth. Women are the marginalized group of workers in Bangladesh; changes in trade scenario often have serious effects on women. For example, after the EU ban on shrimp from Bangladesh,

women who worked mainly with the shrimp processing find themselves unemployed. Also, they have been denied permanent employment because of the fluctuating demand of shrimp. PRICE's technical assistance has covered the women working in the three sectors: they have been assisted on farming technology, management and workforce development. In this quarter, 1,084 women received training in aquaculture sector. PRICE has also provided assistance to establish linkages for credit for 31 women in ethnic minority group, RDF. In aquaculture sector, PRICE will gradually improve the activities with pro-poor institutions such as RDF, TMUS, SSS, Proshika and BRAC to better reach poor women, youth and marginalized groups with job enhancement training. The number of micro, small and medium enterprises PRICE Aquaculture is currently working with has crossed 3500.

In the horticulture sector, 96 female market developers received training on market development. In the leather sector, 20 female and 104 young adults have received in 2 months long workforce development training in this quarter. Already 34 of these trainees have started working in Apex Footwear and Bangladesh Footwear. These assisted women (total 1200 in this quarter) are expected to gain in higher productivity, better management thereby higher income and employment. Ultimately this will lead to improvement in economic well-being of these women.

PRICE and its partners have performed active role after the cyclone AILA that hit the project area in May 23, 2009 and left hundreds of farmers homeless. Some of PRICE partners were affected by the cyclone: some farmers lost their matured crops, some lost recently planted crops. PRICE through its consultants gave advices to these farmers so that affected farmers could re-stock the farm or take measures to protect and preserve remaining crops. Affected farmers were linked to agencies for quality seeds. All these helped the distressed farmers to fight the helpless situation.

ANNEX 1
PERFORMANCE INDICATORS

PRICE Custom Indicators and Achievements	
Custom Indicator 1: Total value of sales (US\$) increased (export and domestic)	
Justification: The aggregation of the increase in total value of gross sales of assisted firms in the three value chains that can be attributed to PRICE activities.	
Achievement in Q2 09	Achievement upto Q2 09
5,162,913	6,928,787
Custom Indicator 2: Total number of full-time jobs created	
Justification: Full-time equivalent jobs will be defined as those equal to 260 work-days per year for non- agricultural production and 150 days for agricultural production (given the seasonality associated with agriculture work) Only new jobs will count, calculated by taking the total number of work days and dividing by 260 or 150, as appropriate. A new job will be attributed to the year in which the job originated.	
Achievement in Q2 09	Achievement upto Q2 09
333	1,185
Custom Indicator 3: Total value of investment (US\$) increased	
Justification: The aggregation of the increase in the total value of investment of assisted firms in the three value chains that can be attributed to PRICE activities. Investment will include loan and private equity.	
Achievement in Q2 09	Achievement upto Q2 09
41,862	209,162
Custom Indicator 4: Number of persons participating in USAID workforce development programs	
Justification: Number of persons participating in USG-funded workforce development programs including, technical and vocational programs and workforce readiness programs.	
Achievement in Q2 09	
548	
Custom Indicator 5: Percentage of processing firms compliant with local labor laws	
Justification: Percentage of operating shrimp processing firms compliant with local labor laws as determined by a new enforcement regime supported by PRICE and industry.	
Achievement in Q2 09	Achievement upto Q2 09
0%	0%

PRICE Common Indicators and Achievements

Common Indicator 1: Number of firms receiving USG assistance to improve management practices

Justification: This indicator measures the number of firms that receive USG assistance to improve their management practices (financial management, strategic planning, marketing,
--

Achievement in Q2 09

1,081

Common Indicator 2: Number of MSMEs receiving USG-supported assistance to access bank loans or private equity
--

Justification: Number of micro, small or medium enterprises who are receiving assistance from USG supported sources to obtain bank loans or private properties.

Achievement in Q2 09

62

Common Indicator 3: Number of firms receiving USG assistance to invest in improved technologies
--

Justification: Number of micro, small and medium enterprises who are receiving USG assistance Firms improve their productivity, and in turn their competitiveness, by investing in new technologies.
--

Achievement in Q2 09

2,319

ANNEX 2

M&E Methodology:

Obviously PRICE alone is not attributable for the total improvement observed by the partners. However, considering the difficulty in isolating attribution for agro sector where there are a multitude of variables that are impossible to control or easily predict (such as weather and commodity prices), this report simply takes PRICE as one of the attributable factors behind the improvement.

Methodology Used for Data Collection:

Baseline and performance data for April to June 2009 has been collected in two ways: first is by taking assistance from the PRICE technical team who have contact with partner enterprises and thus can easily collect data from them ensuring the quality of data.

Another method for data collection has been used because in some cases, performance data on sales, jobs and investment was not readily available from the partners. Those partners did not have any organized way of keeping records on parameters like sales, jobs or investment. Thus to collect data from those partners such as fish farmers' associations who have large number of members (from 60 to 720), sample survey method has been used.

Statistically viable sample size has been calculated beforehand considering the character of population to be surveyed. Two professional survey teams have worked for data collection after taking detailed briefing on the project and process of data collection from the PRICE technical and M&E teams. Format for data collection has been designed by the PRICE M&E taking suggestions from the technical team. Five such surveys (for DMBBS: census survey, PFPFA: sample survey on 200, TFFS: census survey, TMUS: sample survey on 259 and RDF: sample survey on 261, in Aquaculture) have been conducted by the hired survey teams and the collected data has been checked, processed and analyzed by the PRICE M&E. Data from sample surveys has been extrapolated for getting the figure for the whole populations.

ANNEX 3

Profiles of potential MIPEL Fair 2009 Participants (Leather Sector)

Oasis International (Wari)

Oasis international was established in 1991. CBI (Center for the promotion of imports from developing countries) of Netherlands supported the company under their integrated export promotion program for leather goods in 1996 & 1997. The organization is now equipped with modern machinery and a group of skilled craftsmen and dynamic marketing personnel. After successful local marketing, the company is now exporting product to Canada, Japan, Netherlands, Sweden & Kingdom of Saudi Arabia (K.S.A). They have been offered skilled training by Italian team and participated in MIPEL Fair 2008. Oasis seeks similar assistance for the upcoming MIPEL fair.

Peacock Leather Craft (Tejgaon)

Peacock Crafts Ltd. is a private limited enterprise in the Tejgaon industrial area, one of the large industrial parks in the country. It is a medium-size manufacturing enterprise. They are operating in an area of approx. 7000 sqft. There are over 30 workers (both men and women) backed by a team of highly experienced management personnel. Peacock seeks cost-sharing assistance to participate in MIPEL.

Karigar (Hazaribagh)

Karigar is a proprietorship enterprise, established in 2006, engaged in producing leather goods such as ladies bags, wallets etc. Leather is used as basic raw material here. 80% of the products are locally sold and 20% is exported. There are 20–25 workers (both men and women) who regularly work for the enterprise. 3 to 4 technical staffs and one manager also work as members of the team. The workshop has an area of 1500 sqf. The CEO has the background of B.Sc. in Leather Products Technology. Karigar needs both design and skill training and assistance for participation in MIPEL.

Kohinoor (Islampur)

Kohinoor is an elegant fashion-oriented company, established in 1996. It is a Italian certified designer. The plant is equipped with modern German & Italian machinery and is geared to deal with small and medium-size order for great variety of hand bags, office bag, outdoor bag & small leather goods. They seek assistance in both training and participation at MIPEL.

Crown Leather Products (Dhaka Cantonment)

It was established in the year 1990 to up-hold the tradition of producing the quality leather products. It is one of the leading producers of leather products in Bangladesh. Its objective is to export high quality of leather products such as ladies' bag, wallet, at reasonable price and time.

Aurora (Mohammadpur)

Aurora produces small leather goods; like key holders, key case, card case, pen or pencil case, Wallet, Passport Holder, travel kit, writing portfolio, organizer/Folio-fax. The Jewellery boxes are custom-made to meet the demand of customers such as Ring box, earring box, cufflink box, bangle box, bracelet box, necklace box, jewellery trays, jewellery pads etc, The desk accessories include desk tray, Slip pad holder, pen box, glass stand, desk pad, mobile phone stand, and so on for corporate gift items.

Rishilpi (Satkhira)

Rishilpi is different from other participants as it is rather an artisan community. Rishilpi exports through export agent and most of its products are exported to Italy, UK and Australia.

Other organizations surveyed include Kochi Crafts, Deya Leather and Creative Leather.

ANNEX 4: Detailed Training Report:

April to June 2009

S/L #	Name of Training	Type of Training	Date	Participants			Remarks
				M	F	T	
Sector: Aquaculture							
RDF							
01.	Ref. Training on Improve Farming	Productivity	22 May 2009	41	19	60	
02.	Ref. Training on Improve Farming	Productivity	09 May 2009	42	18	60	
03.	Ref. Training on Improve Farming	Productivity	24 April 2009	30	30	60	
04.	Ref. Training on Improve Farming	Productivity	25 April 2009	27	33	60	
05.	Training on Group Procurements of Inputs	Management	17 April 2009	16	44	60	
06.	Training on Group Procurements of Inputs	Management	18 April 2009	35	25	60	
07.	Training on Improve Farming	Productivity	08 May 2009	35	25	60	
08.	Ref. Training on Improve Farming	Productivity	01 May 2009	35	25	60	
09.	Ref. Training on Improve Farming	Productivity	07 May 2009	30	30	60	
10.	Training on Group Procurements of Inputs	Management	14 May 2009	44	16	60	
11.	Training on Group Procurements of Inputs	Management	15 May 2009	33	27	60	
12.	Training on Group Procurements of Inputs	Management	16 May 2009	44	16	60	
13.	Training on Group Procurements of Inputs	Management	22 May 2009	23	37	60	
14.	Training on Group Procurements of Inputs	Management	23 May 2009	36	24	60	
15.	Ref. Training on Group Procurements of Inputs	Management	29 May 2009	44	16	60	
16.	Ref. Training on Group Procurements of Inputs	Management	30 May 2009	30	30	60	
17.	Ref. Training on Group Procurements of Inputs	Management	31 May 2009	39	21	60	
18.	Ref. Training on Group Procurements of Inputs	Management	4 June 2009	23	37	60	
19.	Ref. Training on Group Procurements of Inputs	Management	5 June 2009	33	27	60	
20.	Ref. Training on Group Procurements of Inputs	Management	6 June 2009	39	21	60	
Total- Management # 13 Productivity # 07 Total Training # 20				678	522	1200	
TMUS							
21.	Training on Improve Management of Fish Culture and Management (3 training)	Productivity	25 April 2009	60	-	60	
22.	Training on Improve Management of Fish Culture and Management (3 training)	Productivity	26 April 2009	60	-	60	
23.	Training on Improve Management of Fish Culture	Productivity	27 April 2009	60	-	60	

	and Management (3 training)						
24.	Training on Improve Management of Fish Culture and Management (3 training)	Productivity	28 April 2009	60	-	60	

S/L #	Name of Training	Type of Training	Date	Participants			Remarks
				M	F	T	
25.	Training on Improve Management of Fish Culture and Management (3 training)	Productivity	29 April 2009	60	-	60	
26.	Training on Improve Management of Fish Culture and Management (3 training)	Productivity	30 April 2009	60	-	60	
27.	Training on Improve Management of Fish Culture and Management (3 training)	Productivity	29 May 2009	50	10	60	
28.	Training on Improve Management of Fish Culture and Management (3 training)	Productivity	30 May 2009	50	10	60	
29.	Training on Improve Management of Fish Culture and Management (3 training)	Productivity	31May 2009	50	10	60	
30.	Training on Improve Management of Fish Culture and Management (3 training)	Productivity	26 May 2009	60	-	60	
31.	Training on Improve Management of Fish Culture and Management (3 training)	Productivity	27 May 2009	60	-	60	
32.	Training on Improve Management of Fish Culture and Management (3 training)	Productivity	28 May 2009	60	-	60	
33.	Ref. Training on Aquaculture Improve fish Farming Management	Productivity	25 June 2009	53	07	60	Same participants took 3 trg.
34.	Ref. Training on Aquaculture Improve fish Farming Management	Productivity	26 June 2009				
35.	Ref. Training on Aquaculture Improve fish Farming Management	Productivity	27 June 2009				
36.	Ref. Training on Aquaculture Improve fish Farming Management	Productivity	28 June 2009	60	-	60	Same participants took 3 trg.
37.	Ref. Training on Aquaculture Improve fish Farming Management	Productivity	29 June 2009				
38.	Ref. Training on Aquaculture Improve fish Farming Management	Productivity	30 June 2009				
Productivity # 18, Total Training-18.				1029	51	10	

						80	
SSS							
39.	Training on Aquaculture Improve Management	Productivity	13 May 2009	-	60	60	
40.	Training on Aquaculture Improve Management	Productivity	14 May 2009	-	60	60	
41.	Training on Aquaculture Improve Management	Productivity	17 May 2009	-	60	60	
42.	Training on Aquaculture Improve Management	Productivity	23 May 2009	-	60	60	
43.	Training on Aquaculture Improve Management	Productivity	24 May 2009	-	60	60	
44.	Training on Aquaculture Improve Management	Productivity	26 May 2009	-	60	60	
45.	Training on Aquaculture Improve Management	Productivity	27 May 2009	-	60	60	
Total= Productivity-07, Total Training-07.				-	420	420	

S/L #	Name of Training	Type of Training	Date	Participants			Remarks
				M	F	T	
DB Enterprise							
46.	Training on Shrimp Culture through Contract Farming	Productivity	1 June 2009	50	-	50	
47.	Training on Shrimp Culture through Contract Farming	Productivity	7 June 2009	50	-	50	
48.	Training on Shrimp Culture through Contract Farming	Productivity	8 June 2009	50	-	50	
49.	Training on Shrimp Culture through Contract Farming	Productivity	9 June 2009	41	09	50	
50.	Training on Shrimp Culture through Contract Farming	Productivity	10 June 2009	46	4	50	
51.	Training on Shrimp Culture through Contract Farming	Productivity	11 June 2009	46	4	50	
52.	Training on Shrimp Culture through Contract Farming	Productivity	17 June 2009	42	8	50	
53.	Training on Shrimp Culture through Contract Farming	Productivity	18 June 2009	46	1	50	
54.	Training on Shrimp Culture through Contract Farming	Productivity	18 June 2009	37	13	50	
55.	Training on Shrimp Culture through Contract Farming	Productivity	19 June 2009	38	12	50	
56.	Training on Shrimp Culture through Contract Farming	Productivity	20 June 2009	45	-	50	
57.	Training on Shrimp Culture through Contract Farming	Productivity	20 June 2009	43	7	50	
58.	Training on Shrimp Culture through Contract Farming	Productivity	22 June 2009	50	-	50	
59.	Training on Shrimp Culture through Contract Farming	Productivity	22 June 2009	41	09	50	
60.	Training on Shrimp Culture through Contract Farming	Productivity	23 June 2009	34	16	50	
61.	Training on Shrimp Culture through Contract Farming	Productivity	24 June 2009	50	-	50	
62.	Training on Shrimp Culture through Contract Farming	Productivity	25 June 2009	48	-	48	

63.	Training on Shrimp Culture through Contract Farming	Productivity	27 June 2009	50	-	50	
TOTAL= Productivity-18				807	83	890	
North Khulna Poultry and Fish Feed							
64.	Role of improved quality feed in shrimp farming	Workforce	14 June 2009	35	-	35	
65.	Role of improved quality feed in shrimp farming	Workforce	16 June 2009	37	-	37	
66.	Role of improved quality feed in shrimp farming	Workforce	19 June 2009	24	-	24	
67.	Role of improved quality feed in shrimp farming	Workforce	20 June 2009	45	-	45	
68.	Role of improved quality feed in shrimp farming	Workforce	21 June 2009	30	-	30	
69.	Role of improved quality feed in shrimp farming	Workforce	24 June 2009	25	-	25	
70.	Role of improved quality feed in shrimp farming	Workforce	26 June 2009	30	-	030	-
71.	Role of improved quality feed in shrimp farming	Workforce	27 June 2009	24	-	24	
72.	Role of improved quality feed in shrimp farming	Workforce	28 June 2009	30	-	30	
73.	Role of improved quality feed in shrimp farming	Workforce	30 June 2009	24	-	24	
Total = Worforce-10				304	-	304	
Vairob Fish Agency							
74.	Training on Shrimp Culture through Contract Farming	Productivity	17 June 2009	30	-	30	
75.	Training on Shrimp Culture through Contract Farming	Productivity	22 June 2009	30	-	30	
76.	Training on Shrimp Culture through Contract Farming	Productivity	26 June 2009	30	-	30	
Total = Productivity-03				90	-	90	

S/L #	Name of Training	Type of Training	Date	Participants			Remarks
				M	F	T	
Raju Enterprise							
77.	Training on Shrimp Culture through Contract Farming	Productivity	17 June 2009	24	01	25	
78.	Training on Shrimp Culture through Contract Farming	Productivity	22 June 2009	25	-	25	
79.	Training on Shrimp Culture through Contract Farming	Productivity	26 June 2009	25	-	25	
Total = Productivity-03				74	01	75	

S/L #	Name of Training	Type of Training	Date	Participants			Remarks
				M	F	T	
MOFA Fish Processing Pvt. Ltd.							
80.	Training on Shrimp Culture through Contract	Productivity	18-20 June 2009	25	-	25	

	Farming						
TOTAL = Productivity-01				25	-	25	
DOF Bangladesh							
81.	Method validation, micro biology	Workforce	11-18 May 2009	07	02	09	
82.	Method Validation, Chemical	Workforce	19-26 May 2009	10	-	10	
83.	Laboratory Accreditation	Workforce	27 May-3 June 2009	14	02	16	
Workforce: 03.				31	04	35	

S/L #	Name of Training	Type of Training	Date	Participants			Remarks
				M	F	T	
WFC							
84.	Group Dynamics	Management	13.05.'09	24	00	24	Group Leaders
85.	Group Dynamics	Management	14.05.'09	29	00	29	Group Leaders
86.	Group Dynamics	Management	16.05.'09	20	00	20	17 Group Leaders 2 Depot staff & 1 WFC staff
87.	Group Dynamics	Management	17.05.'09	22	00	22	20 Group Leaders 2 Depot staff
88.	Group Dynamics	Management	19.05.'09	17	2	19	10 Group Leaders 6 Depot staff & 1 WFC staff
89.	Group Dynamics	Management	20.05.'09	19	00	19	17 Group Leaders 2 Depot staff
90.	Gender and Development	Workforce	31.05.'09	22	2	24	12 Depot staff, 6 Depot contact person and 4 WFC Staff
	Total = Workforce: 01, Productivity: 01, Management-06, Total = 08			153	04	157	
Grand Total Aquaculture--: Management: 19, Productivity: 58 Workforce: 14 Total=91 Training.				3191	1085	4276	
243 Group Sessions were completed in this quarter. Male were 45 and female participants were involved in group sessions were 1661, total participants were 1706.							
Sector: Horticulture							
Syngenta							
91.	Female Market Developer Training	Workforce	7 to 10 April 2009	-	36	36	
92.	Female Market Developer Training	Workforce	10 to 13 April 2009	-	36	36	

S/L #	Name of Training	Type of Training	Date	Participants			Remarks
				M	F	T	
93.	Retailer/Dealer Training	Management	19 to 22 April 2009	36	-	36	
94.	Female Market Developer Training	Workforce	4 to 7 May 2009	-	24	36	
95.	Retailer/Dealer Training	Management	9 to 12 May 2009	36	-	36	

96.	Retailer/Dealer Training	Management	6 to 8 June 2009	36	-	36	
97.	Retailer/Dealer Training	Management	9 to 11 June 2009	36	-	36	
98.	Retailer/Dealer Training	Management	13 to 15 June 2009	36	-	36	
99.	Retailer/Dealer Training	Management	16 to 18 June 2009	36	-	36	
100.	Retailer/Dealer Training	Management	20 to 22 June 2009	36	-	36	
Total = Workforce – 03, Management-07, Total=10				252	96	348	
Lal Teer							
101.	Seed Sellers Training	Management	15-16 April 2009	30	-	30	
102.	Seed Sellers Training	Management	21-22 April 2009	30	-	30	
103.	Seed Sellers Training	Management	6-7 May 2009	30	-	30	
104.	Seed Sellers Training	Management	9-10 May 2009	32	-	32	
105.	Seed Sellers Training	Management	12-13 May 2009	36	-	36	
106.	Seed Sellers Training	Management	16-17 May 2009	32	-	32	
107.	Seed Sellers Training	Management	18-19 May 2009	30	-	30	
108.	Seed Sellers Training	Management	21-22 May 2009	31	-	31	
109.	Seed Sellers Training	Management	23-24 May 2009	35	-	35	

S/L #	Name of Training	Type of Training	Date	Participants			Remarks
				M	F	T	
110.	Seed Sellers Training	Management	16-17 May 2009	30	-	30	
Total = Management-10, Total=10				216	-	216	

Horticulture Grand Total = Workforce-03, Management-17, Total Training-20				468	96	564	
Sector: Leather							
BMET, TTC-APEX							
111.	Leather Sewing Operator Training 1 st batch	Workforce	1 March to 30 April 2009	59	12	71	
112.	Leather Sewing Operator Training 2 nd batch	Workforce	1 April 30 May 2009	20	04	24	
113.	Leather Sewing Operator Training 3 rd batch	Workforce	2 May to 30 June 2009	25	04	29	
Leather Total = Workforce-03, Total=03.				104	20	124	
Grand Total 3 Sectors = Workforce- 20 Management-36 Productivity-57 Total Training-113				3763	1201	4964	