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ANNUAL REPORT

FISCAL YEAR 2014

SUPPORTING OPPORTUNITIES FOR LIVELIHOODS
DEVELOPMENT



Annual Report

Supporting Opportunities for Livelihoods Development (SOLID)

Asia and the Middle East Economic Growth Best Practices (AMEG) Project
Chemonics International, Inc.

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Contract No. AID-OAA-M-12-00008

SOLID is an activity implemented under the Asia and the Middle East Economic Growth Best Practices (AMEG) Project, Task Order Number AID-OAA-M-12-00008 Submitted to USAID/Asia Bureau and USAID/Sri Lanka Mission

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ACRONYMS

AMEG	Asia and Middle East Economic Growth Best Practices Project
DS	Divisional Secretariat
COR	Contracting Officer's Representative
GoSL	Government of Sri Lanka
IT	Information Technology
MED	Ministry of Economic Development
SOLID	Supporting Opportunities for Livelihoods Development
VAT	Value Added Tax

EXECUTIVE SUMMARY

The Supporting Opportunities for Livelihoods Development (SOLID) activity began start-up activities in April 2014 and during fiscal year 2014, the project mobilized expatriate and local staff; established offices in Colombo and Vavuniya; and submitted key deliverables including the Year 1 work plan, the Monitoring and Evaluation Plan, and the Branding Implementation Plan and Marketing Plan. SOLID is a two-year USAID-funded buy-in under the Asia and Middle East Economic Growth (AMEG) task order that will increase household incomes and enhance the livelihoods of rural residents in Northern, North Central, Eastern, and Uva Provinces of Sri Lanka. SOLID will achieve its goals by assisting farmers to increase agricultural production, reduce production costs, access markets, and improve household diets. SOLID's approach is to introduce better production methods and product handling techniques; link farmers to markets, building enduring relationships between farmers and buyers; enhance farm production capabilities by making available materials, equipment, and strengthening extension services to increase production possibilities; and improve household nutrition through education and stimulating production of nutritious vegetables or animal products for home consumption. SOLID's interventions will initially target farmers growing horticultural products, milk producers, and small scale poultry operations.

SOLID's approach to implementation is collaborative, involving private businesses, farmer or producer organizations that represent farmers, and agencies of the Government of Sri Lanka working to increase rural incomes and farm production. Specifically, SOLID intends to implement the work in partnership with the Ministry of Economic Development (MED) and its Department of Divi Neguma. SOLID has also proposed an advisory committee, to be co-chaired by MED, that will review progress and assist in implementation of the work. The Advisory Committee will meet quarterly or as necessary to discuss progress and assist in implementation of activities.

The Project intends to operate based on market demand and where advantageous interventions are possible, to be sure that activities are practical and sustainable. SOLID will provide training and technical assistance where market opportunities exist and private companies are willing to engage with farmers. From initial field assessments, meetings with private companies, and meetings with agencies of the Government of Sri Lanka, including the Ministry of Economic Development and eight District governments, SOLID has gained a very clear understanding about where such opportunities exist. Using this information, SOLID will improve and expand agricultural production in the horticulture, dairy, and poultry sectors by introducing best practices, cost reducing techniques, and linking producers to buyers. This market-based approach is the most likely route to economic sustainability beyond the life of the project.

SOLID is working in areas with vulnerable populations, where private businesses are willing to engage farmers and farming communities to supply additional products. A primary

consideration is that farmers and farmer groups are interested in the proposed activity and that the farmers' economic interests will be met by the potential intervention. SOLID aims to reach over 3,000 vulnerable households during the life of the Project and will engage almost 2,000 in the last calendar quarter of 2014.

MAJOR ACCOMPLISHMENTS

At the end of the first year of operations, SOLID has initiated work in nine target districts with approximately 1,900 horticultural farmers and dairy producers in the Northern, North Central, and Eastern Provinces; poultry activities will begin in early 2015. These initial activities now underway are introducing techniques that increase production and reduce costs, demonstrate innovative marketing and marketing arrangements; and providing practical training on resource conservation, environmental protection, and nutrition.

Currently, the Project has identified four private sector partners for horticultural interventions, five partners for dairy interventions, and three possible partners for poultry interventions.

IMPLEMENTATION HIGHLIGHTS BY SECTOR

Horticulture Sector

Horticultural interventions are underway in six districts, covering four target crops and involving about 1,300 farmers and their households. (See table H) These interventions are:

- Introduction of off-season cropping (Production of B Onions, Mannar District)
- Assistance to resettled farmers to expand their production base (Production of Black Gram, Vavuniya and Batticaloa Districts)
 - We will also be demonstrating the use of row planting, vs. traditional “broadcast” seeding for this crop.
- Address a shortage of true seeds during planting season. (Red Onions, Jaffna and Kilinochchi Districts)
- Address shortage of competitively priced seeds (Ground nuts, Polonnaruwa District)

Dairy Sector

Dairy interventions are underway in six districts. SOLID will partner with five dairy companies to strengthen or expand their existing milk collection networks in SOLID target areas. SOLID's dairy interventions will increase milk production and productivity in SOLID target areas leading to increase in farmer incomes and expansion of milk collection networks.

In 2014, SOLID will assist about 600 farmers and their households in six districts where demonstration units will be set up initially in the next six months. These demonstration units will be used to validate dairy management practices leading to increased milk production and farmer incomes. The demonstration units will be used for farmer-to-farmer training activities in each DS division.

The highest immediate priority is to establish pasture for dairy cattle. SOLID will introduce CO-3 as fodder and sorghum as silage, with CO-3 cuttings distributed to farmers with access to water. Approximately 60 acres of CO-3 will be established in collaboration with 160 "lead" farmers. Fodder sorghum will be grown as a rain-fed crop to make silage for the dry season. Sorghum seed will be provided to 320 farmers, with each farmer cultivating ½ an acre, totaling 160 acres of fodder sorghum established in 2014. Some farmers will be cultivating both CO-3 and sorghum. These pasture improvement activities are designed to demonstrate the positive results achievable by making cattle feed available during the dry season, which will result in a consistent supply of milk throughout the year.

Private Sector Partners in the Dairy Sector	
Milco	Eluwan,
Pelwatte	Nestle
CIC	

Also, quality milk brings a higher price in the market. Thus, SOLID's efforts to introduce hygienic milking and milk handling practices will improve the quality of milk marketed. The same 600 farmers participating in the feed activity will receive training on hygienic milking practices.

Poultry Sector

SOLID plans to begin poultry sector interventions in early 2015, and is evaluating opportunities in other sectors, such as seaweed cultivation, where private businesses are interested in partnering.

All of the Project's training will include nutrition education, training on conservation – including specifically water conservation practices – and will aim to include women and youth.

IMPLEMENTATION DETAIL: HORTICULTURE, DAIRY, AND POULTRY

This section covers implementation activities in more detail, including accomplishments in recent months, and discusses obstacles to implementation.

Horticulture Sector

Horticulture activities are dependent on seasonal rains and have demanded the immediate attention of the SOLID staff to launch activities in 2014.

Table 1: Horticulture Activities for October-December 2014

Intervention	Purpose	Location	Scope	Beneficiaries (Target Number)	Income change expected	Partners	SOLID's role
Introduce off season cropping of B-Onion for the first time in Mannar district	Off-season B-onion fetches a premium price due to shortages, and increasing production of B-Onion during the off-season will contribute to a reduction of imports.	Mannar	125 acres (1/4 acre for each farmer)	500	Increase in income is expected to be around 25%	Sri Lanka Dept. of Agriculture and Provincial Dept of Agriculture	SOLID will provide technical assistance, training, and seeds; install rain shelters for nurseries; and facilitate farmer-to-farmer learning
Assist newly resettled and drought-affected farmers to restart their livelihoods by cultivating black gram	Increase incomes of participating farmers through use of improved technologies and introduction of black gram to newly resettled farmers.	Vavuniya	500 acres (1 or 2 acres per farmer)	400	Increase in income is expected to be around 25%	Alli Company and Ceylon Biscuits Ltd	SOLID will provide technical assistance, training, seeds, mechanical seeders, facilitate training, and develop market linkages.
Assist farmers to expand black gram cultivation in new areas	Increase farmer incomes by introducing black gram cultivation in new areas.	Batticaloa	200 acres (1 acre per farmer)	200	Increase in income is expected to be around 5%	Alli Company and Ceylon Biscuits Ltd	SOLID will provide technical assistance, training, seeds, mechanical seeders, facilitate training, develop market linkages.
Assist farmers to produce seed at competitive costs	Seed producers earn more than by regular farming of red onion. In addition, this intervention will increase supply of good seed during	Jaffna	5 acres, total, True seed production	50	Seed producers earn about 40% more than by regular farming of red onion.	Seed Producers Cooperative – Jaffna	SOLID will provide technical assistance, training, rain shelters, nets, seed bulbs, sprinklers, facilitate training, develop or foster market linkages.

Intervention	Purpose	Location	Scope	Beneficiaries (Target Number)	Income change expected	Partners	SOLID's role
	planting season.						
Assist farmers to produce seed at competitive costs	Seed producers earn more than by regular farming of red onion. In addition, this intervention will increase supply of good seed during planting season.	Kilinochchi	30 acres (1/4 acre per farmer)	120	Seed producers earn about 40% more than by regular farming of red onion.	Multipurpose Cooperative	SOLID will provide technical assistance, training, rain shelters, nets, seed bulbs, sprinklers, facilitate training, develop or foster market linkages.
Assist farmers to produce ground nut seeds at competitive costs	Seed producers earn more than regular farming of ground nut; increase availability of good seed during planting season.	Polonnaruwa	15 acres (1/2 acre per farmer)	30	Seed producers earn about 25% more than regular farming of ground nut	Ceylon Biscuits Ltd	SOLID will provide technical assistance, and training; develop or foster market linkages.

Note: All of the listed activities will be implemented in partnership with Department of *Divi Neguma*. To implement these interventions, SOLID will work with the Sri Lanka Department of Agriculture and Provincial Departments of Agriculture as appropriate.

Constraints:

- Lack of water and limited land are the major constraints to increasing agricultural production and these constraints result in small cultivation sites.
- Limited availability of quality seeds and planting materials during the planting season.
- Weak support services are available to farmers – extension services are spotty and access to improved technology is limited.
- Post-harvest losses are excessive.
- Market demand is not known – farmers frequently do not know what products are good marketing opportunities or at what price.

Proposed interventions (see table 1)

- Expand into new production areas, include new farmers, and set up demonstrations to produce “off season” crops.
- Provide technical training on best growing and production practices for selected vegetable and fruit crops, and on harvesting and post-harvest handling
- Address gaps in extension services through use of information and communications technology
- Explore introducing new crops to meet market demands and to supply sufficient economic quantities of such crops.

Outputs/Outcomes:

Farmer income for participating farmers will increase by between 5 percent and 40 percent in the first growing season due to increased production of different crops and assured marketing of these crops.

Dairy Sector

Milk production in Sri Lanka is limited by inadequate water and feed for dairy cattle. These limitations are by far the greatest restrictions facing milk producers in the North. SOLID will introduce new fodder crops (sorghum and CO3 grass) to replace the open range grazing that is widespread, and work with selected locations to experiment with rainwater collection systems. SOLID's initial interventions will specifically target and facilitate production of more fodder, with a widespread trial to determine the better fodder source, i.e., sorghum or CO3 grasses.

Demonstration Sites

SOLID will provide technical assistance, training, and certain materials to create demonstration sites that highlight use of agricultural and conservation best practices, to yield additional production to meet existing market demands. Certain of these sites will also be venues for training. The dairy interventions that began in September 2014 are reinforced by training that will take place in

In addition, improper milking and storage of milk reduces milk quality and increase spoilage. To address these problems, SOLID is working with farm communities and dairy companies to form or improve milk collection routes, to allow more milk to be marketed. SOLID is also providing technical assistance to improve milking and milk handling practices used by farmers, and scheduling training on better practices and providing good quality milk cans will address this problem.

Table 2: Dairy Activities for October-December 2014

Intervention	Purpose	Location (District)	Scope	Beneficiaries (Target Number)	Partners	Notes
Introduce and develop cultivation of CO-3 and sorghum for silage	Improve and expand cultivation of CO-3 in selected areas; Introduce Sorghum as silage for the first time in SOLID target areas	Batticaloa Kilinochchi Mullativu Mannar Polonnaruwa Vavuniya	¼ acre cultivation of CO-3 per farmer (60 acres for 240 farmers) ½ acre fodder sorghum per farmer (160 acres for 320 farmers)	600 (approx. 110 farmers will receive assistance for both CO-3 and sorghum)	Milco, Eluwan, Pelwatte, Nestle, CIC	SOLID provides technical assistance, training, CO-3 cuttings, fodder sorghum seed, barrels, sprinklers, choppers
Promote use of hygienic milking practices	Improve quality of milk	Batticaloa Kilinochchi Mullativu Mannar Polonnaruwa Vavuniya	Training of farmers and distribution of one milk can per farmer for use in the demonstration.	600 (Note: these are the same 600 farmers participating in the feed activity above)	Milco, Eluwan, Pelwatte, Nestle, CIC	SOLID provides technical assistance, training, five/ten liter milk can per participant farmer, develops milk collection networks, and links farmers with partner companies or new buyers

Intervention	Purpose	Location (District)	Scope	Beneficiaries (Target Number)	Partners	Notes
Demonstrate best practices in dairy management to increase milk production	Develop demonstration sites for farmer-to-farmer training in using best practices Determine and document factors contributing to increase in milk production	Mannar (DS Divisions: Manthai West Nanatan) Vavuniya (DS Divisions Vavuniya South) Polonnaruwa (DS Division: Welikanda)	Two demonstration units in each of the five DS Divisions indicated	10 demonstration units for lead farmers in the five DS divisions	Sri Lanka Department of Animal Production and Health, Provincial Departments of Animal Production and Health, and private companies partnering with SOLID	SOLID provides technical assistance, training, grass choppers, plastic barrels, CO3 cuttings and /or fodder sorghum seed, and sprinklers. SOLID will assist farmers to construct cattle sheds, and will supply milking machines in selected demonstrations.

Note: All of the listed activities will be implemented in partnership with *Department of Divi Neguma*. To implement these interventions, SOLID will work with the Sri Lanka Department of Animal Production & Health and with Provincial Departments of Animal Production and Health.

Constraints:

Major constraints are availability of water and feed. Any new practices or cost reduction measures must account for these constraints.

- Water is in short supply and water use is definitely a community decision – the availability of potable water is a high priority issue for much of northern Sri Lanka. Rainwater catchment can be a part of dairy and other interventions.
- Lack of animal feed and especially high quality feed is a severe limitation to increasing milk production. Introduction of high quality fodder (CO-3) and silage production using sorghum is a planned intervention for 2014.
- Experimenting with operation of cattle sheds, introducing a different feed/feeding regime (changing cattle feeding from foraging to use of fodder) and establishing more effective milk collection routes, including milk chilling centers to minimize the cost of transporting milk are important technical interventions underway.

Note: Adding additional cattle will not result in additional milk production unless the water and feed constraints are relieved. Adding to the demand for feed and water by increasing the number of animals might actually decrease milk output and increase animal mortality. For example, there is a high probability that an imported cow moved to Northern Province would die because of the lack of water and fodder; we have documented some cases where other donors have attempted to boost the number of milk cows, with exactly this result. Improving feed and water availability is a much more direct route to boosting milk output.

Proposed interventions (see table 2):

- Establish ten demonstration farm enterprises in collaboration with private companies and the Sri Lanka Department of Livestock Production and Health. These demonstration sites will feature improvements in the operation of “typical” livestock operations, and possibly

how to “scale up” the operations, from a subsistence enterprise with limited milk sales, to a commercial enterprise. SOLID would sponsor significant training opportunities for farmers, including exposure visits for other non-participating farmers.

- Introduce CO-3, better silage, and other improved cattle feed sources. Experiment with use of cattle sheds where different feeding practices (use of cut fodder, to replace open range grazing) are possible, and permit easier milk collection for larger volumes of milk, leading to higher producer income and reduced milk collection costs.
- Improve the operation of milk collection networks. Develop milk routes that can provide at least sufficient quantities of milk (for example, 5,000 – 10,000 liters every other day) to link small farmers to a solid market. Develop mini collection networks as appropriate. Some buyers will install mini chillers (500 liter capacity) for the mini collection networks.
- Train farmers on best practices in dairy management and introduce twice-a-day milking practices. Training and technical assistance would focus on improving milking (especially to make the operation more hygienic, yielding a better quality of milk), better feeding practices and production of better feed, better overall farm management, improved management of milk chilling centers, and using interventions such as artificial insemination that will produce improved genetics in the milking herd (but unlikely to yield any benefits during the life of the SOLID project).
- Identify and strengthen existing dairy farmer societies.

Outputs/Outcomes:

- Improved milk quality
- Increase in milk yields, per cow and in total
- Market linkages established or strengthened
- Increased dairy farmer income

Poultry Sector

SOLID plans to begin poultry sector interventions in early 2015.

Constraints:

- Markets are not well defined and routine marketing arrangements not in place.
- High cost of feed is a limitation
- Small scale, “back yard” production enterprises are typical, while the market favors larger production operations that can routinely provide larger marketable quantities of poultry

Proposed interventions:

- Strengthen and organize existing out-grower networks to take advantage of economies of scale in purchasing inputs.
- Improve quality of local feed production, and develop additional feed sources where possible.
- Provide flock/coop management training to out-growers.
- Provide training on backyard egg production techniques
- Farmers will be organized to form producer groups and arrange most appropriate collection, quality assurance, packing and transport systems and linked with buyers.

- Explore opportunities to introduce a certification process for back yard eggs to capture emerging new market opportunities.
- Facilitate access to finance.

Outputs/outcome

- Ensure the market availability of broiler chickens at any given time.
- Increase income for out-growers
- improve and strengthen market linkages
- Increase membership of out-growers network

Other Opportunities

SOLID is evaluating opportunities in other sectors, such as seaweed cultivation, where private businesses are interested in partnering.

Constraints

The first six months after the approval of the SOLID SOW in November 2013 were marked by “start-and-stop” instructions that led to personnel changes and implementation delays, which are detailed below.

SOLID Deputy Team Leader Andrew Baker arrived in Sri Lanka on December 8, 2013 and began limited administrative start-up activities while SOLID remained largely on pause. In early March 2014, USAID advised Chemonics to move forward with technical start-up and hiring of local staff. The SOLID technical assessment team, including acting Team Leader Bruce Brower, was fielded in April 2014 and began work on activity development in SOLID’s sectors of dairy, poultry, and horticulture. The work of this team contributed to the Year One work plan submitted on May 31, 2014. SOLID activity Team Leader David Dyer arrived in Sri Lanka on June 19, 2014. During June, Dr. Dyer reviewed, revised, and re-submitted the Year One work plan, interviewed and selected candidates for technical positions, and hired Sri Lankan consultants who will begin SOLID’s implementation activities.

The uncertainty associated with the implementation of the SOLID project was reflected in various personnel changes in the first eight months of the project. Following the assessments of the AMEG Team and in preparation for approval of the buy-in, Chemonics designated Ms. Brenda Barrett to be SOLID’s Team Leader. Ms. Barrett undertook an assignment for AMEG in Sri Lanka during October and November 2013. During that time, Ms. Barrett conducted preliminary assessments of potential technical activities. SOLID Deputy Team Leader Andrew Baker and SOLID start up manager Nara Hovsepyan were subsequently sent to Sri Lanka to begin the activity’s operational start-up, arriving on December 8, 2013 following COR approval of the SOLID scope of work and issuance of a modification to the AMEG task order obligating funds for SOLID. During the first month, operational start-up commenced.

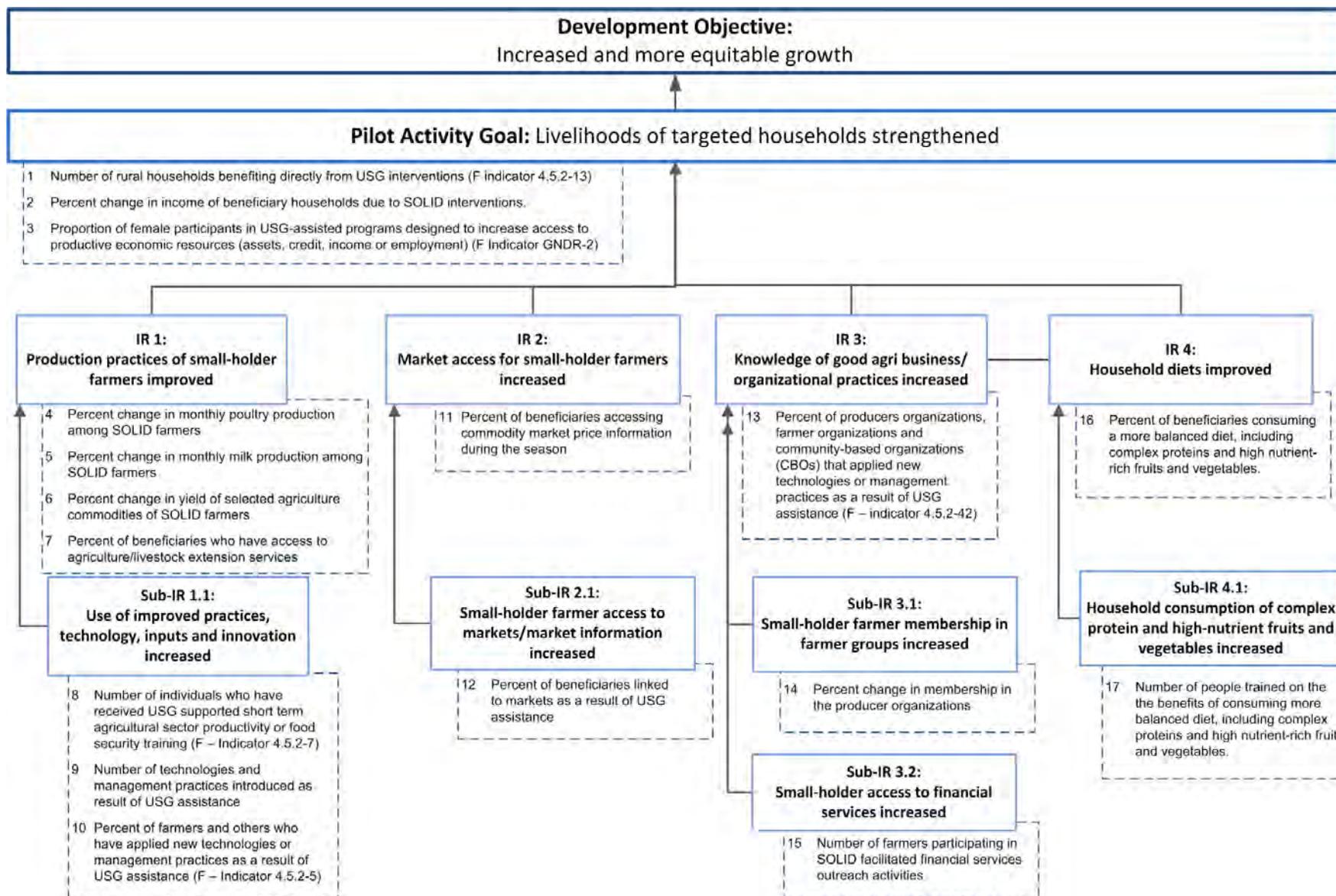
However, in early January, USAID provided guidance to the SOLID team to suspend project implementation and not to field the permanent Team Leader and assessment team until

project approval and implementation issues were sorted out with the Government of Sri Lanka (GoSL). USAID instructed Chemonics to have Mr. Baker remain in Sri Lanka, focus on the activity's registration, and minimize other ongoing start up activities.

The second start-up for SOLID was authorized on February 28, 2014, following the execution of a memorandum of understanding between USAID and the MED regarding SOLID. In April, Chemonics fielded start-up technical and operational specialists to begin activity development and resume operational start-up, including recruitment, registration, office and bank account set-up, and other activities.

Two ongoing challenges as of the end of FY 2014 are that SOLID does not yet have access to the equivalent of US\$4 million in PL-480 local currency funds, as was envisioned when the contract was awarded, nor does the project have a VAT exemption letter.

ANNEX 1: RESULTS FRAMEWORK



ANNEX 2: INDICATOR TABLE

	Indicator	Indicator type	Disaggregation	Data Source/ Collection Method	Frequency of reporting	End of Project Target
Project Objective : Livelihoods of targeted households strengthened						
1	Number of rural households benefiting directly from USG interventions	Output (F – indicator 4.5.2-13)	Geographic area, Ethnicity	SOLID project records	Annually	3000
2	Percent change in income of beneficiary households due to SOLID interventions	Outcome	Geographic area	Primary data from sample of beneficiaries	End of project	10%
3	Proportion of female participants in USG-assisted programs designed to increase access to productive economic resources (assets, credit, income or employment)	Output (F - Indicator GNDRO2)	N/A	SOLID records about beneficiaries	Quarterly	20%
Project Intermediate Result 1: Production practices of small-holder farmers increased						
4	Percent change in monthly poultry production among SOLID farmers	Outcome	Chicken/eggs	Primary data from sample of beneficiaries	Annually	TBD
5	Percent change in monthly milk production among SOLID farmers	Outcome	N/A	Primary data from sample of beneficiaries	Annually	10%
6	Percent change in yield of selected commodities of SOLID farmers	Outcome	N/A	Primary data from sample of beneficiaries	Annually	TBD
7	Percent of beneficiaries who have access to agriculture/livestock extension services	Outcome	Sector	Primary data from sample of beneficiaries	Annually	100%
Sub-Result 1.1. Use of improved practices, technology, inputs and innovation increased						
8	Number of individuals who have received USG supported short term agricultural sector productivity or food security training	Outcome (F – indicator 4.5.2-7)	Gender, age and type of individual (technicians, farmers)	Training attendance sheets	Quarterly	3000
9	Number of technologies and management practices introduced as a result of USG assistance	Output	N/A	SOLID project records	Annually	12
10	Percent of farmers and others who have applied new technologies or management practices as a result of USG assistance	Outcome (F-indicator 4.5.2-5)	Gender and age of the farmer	SOLID project records and training attendance sheets	Annually	TBD
Project Intermediate Result 2 : Market access for small-holder farmers increased						
11	Percent of beneficiaries accessing commodity market price information during the season.	Outcome	Gender and age of the farmer	Raw data from beneficiaries through sample survey	Annually	80%
Sub-Result 2.1. Small-holder farmer access to markets/market information increased						
12	Percent of beneficiaries linked to markets as a result of USG assistance	Output	Gender and age of the farmer	SOLID project records	Annually	50%
Project Intermediate Result 3 : Knowledge of good agri business/organizational practices increased						

13	Percent of producers organizations, farmer organizations and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance	Outcome (F – indicator 4.5.2-42)	Geographic area	Raw data through a survey	Annually	50%
Sub-Result 3.1. Small-holder farmer membership in farmer groups increased						
14	Percent change in membership in the Producer Organizations	Outcome	Gender, Age, Geographic area	Producer Organization record books	Annually	TBD
Sub-Result 3.2. Small-holder access to financial services increased						
15	Number of farmers participating in SOLID facilitated financial services outreach activities	Outcome	Gender, Age, Geographic area	Attendants sheets from SOLID project records	Annually	3000
Project Intermediate Result 4 : Household diets improved						
16	Percent of beneficiaries consuming a more balanced diet, including complex proteins and high nutrient-rich fruits and vegetables.	Outcome	Geographic area	Raw data from household members	Annually	20%
Sub-Result 4.1. Household consumption of complex protein and high-nutrient fruits and vegetables increased						
17	Number of people trained on the benefits of consuming more balanced diet, including complex proteins and high nutrient-rich fruits and vegetables	Output	Geographic area, gender, age	SOLID training attendance sheets	Quarterly	Members from 3000 households