

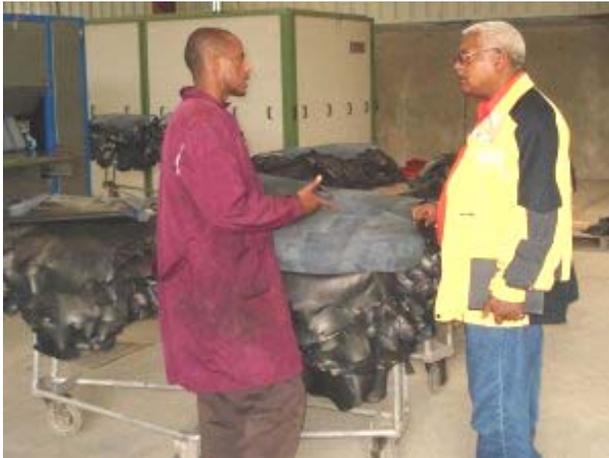


USAID
FROM THE AMERICAN PEOPLE

QUARTERLY REPORT 10: July to September 2008

AGRIBUSINESS AND TRADE EXPANSION PROGRAM (ATEP)

“Increasing Rural Incomes and Employment”



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USAID Agribusiness and Trade Expansion Program

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Table of Contents

1.0	Executive Summary.....	1
2.0	Introduction.....	3
3.0	Progress to Date.....	4
3.1	Section 1: Startup, Communications, and Reporting	4
3.2	Section 2: Monitoring & Evaluation Activities.....	4
3.3	Section 3: Marketing and Investment Activities.....	5
3.4	Section 4: High-Value & Added Value Horticultural Program	5
3.5	Section 5: Coffee Program	6
3.6	Section 6: Hides, Skins & Leather Program.....	7
3.7	Section 7: Oilseeds and Pulses Program	8
3.8	Section 8: Policy Intervention Activities	9
3.9	Section 9: Other Cross Cutting Activities	9
3.10	Section 10: Global Results Targets	11
4.0	Planned Activities for Next Reporting Period.....	11
5.0	Project Expenditures	13
	Annex I: Updated Workplan/Performance Monitoring Plan	

1.0 Executive Summary

This is the tenth quarterly report for the Ethiopia Agribusiness and Trade Expansion Program (USAID-ATEP) covering the period July to September, 2008. The project works with public and private sector partners throughout Ethiopia to improve agricultural sales and competitiveness, as well as helping create new employment. Areas of emphasis include improving agronomic practices, introducing value-added and productivity-enhancing technologies, promoting investments, establishing grades and standards, improving access to inputs, better transport, and other infrastructure upgrades. We assist in creating linkages with buyers in East African, Middle Eastern, European, Japanese and US markets.

Achievements this quarter include:

- The mid-term program review was carried out this quarter. As a result of the review findings, the program has been extended for two option years, with the new termination date of April 2011.
- New PEPFAR funding (\$1.2 million over 2 years) was provided by USAID for implementing a health program, in addition to \$1.0 million for support to the Ethiopian Commodities Exchange (ECX) and \$300,000 for work in specialty coffee with the Coffee Quality Institute (CQI).
- \$9.9 million in client and partner investments have been leveraged to date in improved agricultural production and processing technologies, including production systems, processing equipment, infrastructure, etc.
- A total of 32,224 farmers, processors, collectors, suppliers and extension agents have been trained in 534 trainings and field days, including 484 trainees assisted this quarter in 27 different events.
- The horticulture sector arranged a market tour to the Netherlands for two table grape exporter clients, Almeta and Luna Farms that was co-hosted by CBI. The clients were met with EU grape importers to negotiate supply arrangements, with the first trial shipment scheduled for November 2008.
- The horticultural team has signed an agreement with the Ethiopian Horticultural Producers and Exporters Association (EHPEA) to assist the Common Fund for Commodities (CFC) smallholder project in Ziway that will bring outgrowers into local and export markets.
- 16 people were trained at 3 lead client sites (Almeta, Luna, and Magical Farms) on GLOBALGAP pre audits and internal auditing by ATEP and EHPEA consultants.
- The 11th Coffee Stakeholders Forum was held in August. Proposals were made for a second Millennium Coffee Campaign to be conducted in Amhara region, where coffee farmers have historically received little training to date.
- The HSL sector held a retreat for the ELIA board at Ambo in July, at which the group's three-year strategic plan was formulated. This will help build ELIA's capacity and make them able to operate independently. Also in July, the 6th and final competitive cluster working group was held by consortium partners ECG.
- The US market footwear initiative is moving into the next phase, as US buyers are being approached directly to discuss sourcing footwear from Ethiopia.
- In the oilseeds and pulses sector, 260 farmers in Amhara and Tigray were trained in the safe use of chemicals and agronomic practices to boost production.
- The Setit Humera Sesame Farmers Co-operative in Humera commissioned its new seed cleaning facility. Awards were presented to all involved parties including ATEP for our training activities with the group's members.
- The Metema Farmers Co-operative Union (38 representatives) also received small business training which will help these sesame growers improve their profitability during

the next harvest.

- The Trade and Investment sector ran further training programs on strategic planning and management for WEG (Women Entrepreneurs Group), an organization of woman-owned businesses and exporters in Addis Ababa.

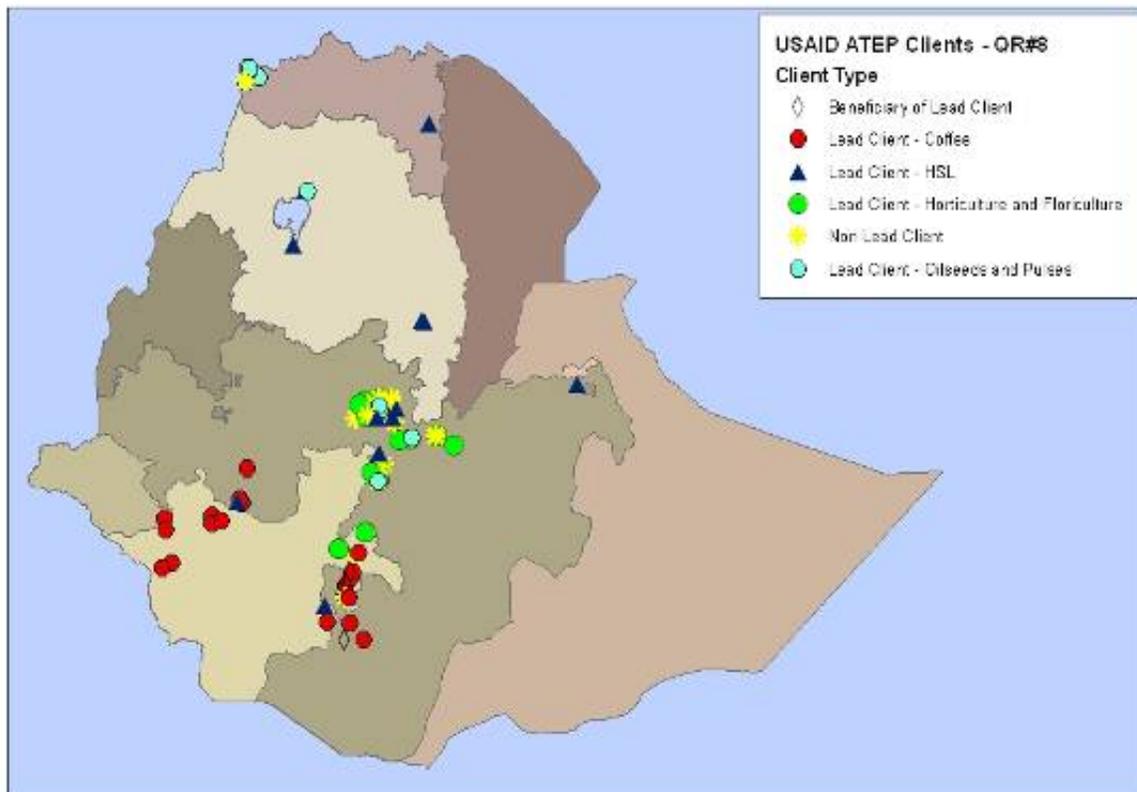
Project expenditures are on target. To date, \$8,628,877 or 43 percent of the project budget has been expended. The updated PMP is attached as an annex to this report. This document and all other project publications are available to USAID through the password-protected ATEP intranet site: www.fintrac.com/ethiopia.

2.0 Introduction

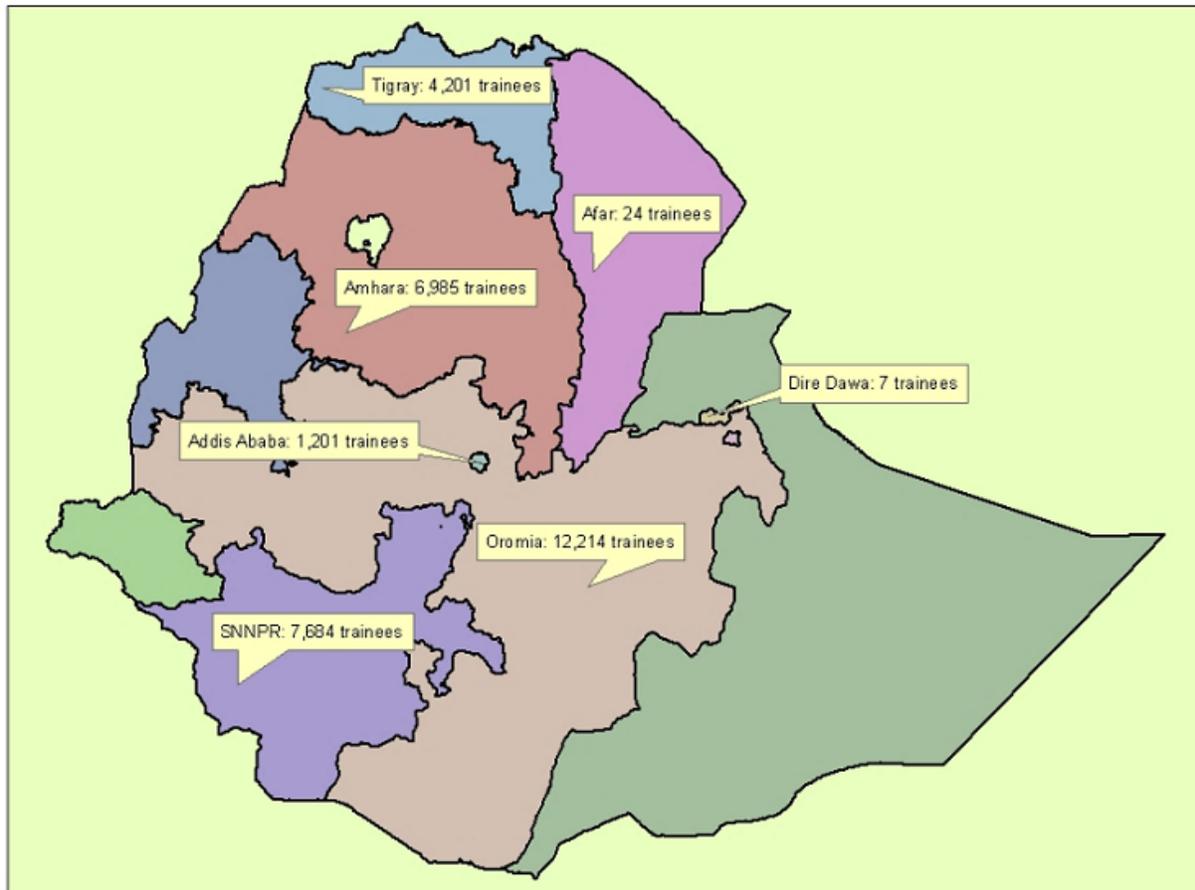
The Agribusiness and Trade Expansion Program (USAID-ATEP) is a five-year initiative of the United States Agency for International Development that is improving the productivity and sales of thousands of Ethiopian farmers, processors, traders and exporters. These clients produce and export a wide range of products, including horticulture, coffee, oilseeds, pulses, and hides, skins and leather goods. Project technicians are providing training and technical assistance to producers, traders, processors, and exporters, including over 84,000 smallholder producers.

In the twenty-nine (29) months since project inception, export quality from participating coffee, sesame, and hides producers has increased; model packhouses, collection centers, and cupping labs have been built; export programs for new fresh produce items have been established; and more buyers from around the world are sourcing Ethiopia's agricultural exports. In addition, the project addresses cross-cutting issues in policy, organizational development, BDS/partner alliances, gender mainstreaming, environmental management, and HIV/Malaria awareness and prevention. Its geographic coverage includes the regions of Tigray, Amhara, Oromia, and the SNNPR, and Addis Ababa.

USAID-ATEP Client Distribution



USAID-ATEP Trainings by Region



3.0 Progress to Date

This section provides a summary of activities carried out in each sector, pegged to the performance monitoring plan that was approved by USAID and the Project Advisory Committee (Annex I).

3.1 Section 1: Startup, Communications, and Reporting

Three Monthly Bulletins were completed and distributed to USAID, Steering Committee members, and counterparts. The Performance Monitoring Plan was updated as of September 30, 2008. Financial reports on monthly expenditures against the obligated budget were submitted with each monthly invoice. These reports along with the updated inventory list, approved Partner and Technology Fund agreements and expenditures, and Level of Effort reports are all available at the project's intranet site: www.fintrac.com/ethiopia

3.2 Section 2: Monitoring & Evaluation Activities

The project continues to monitor technical assistance, training, client sales and investments achieved to date in the Client Impact and Results Information System (CIRIS). CIRIS reports are downloaded at the project's Intranet site: www.fintrac.com/ethiopia. The PMP is updated on

a quarterly basis using data from CIRIS and other M&E reports coming in from the field, interviews with clients etc.

This period also saw the mid-term program review carried out by a team of international and local evaluators contracted by USAID. As a result of the review findings, the program has been extended for two option years, with the new termination date of April 2011.

3.3 Section 3: Marketing and Investment Activities

Clients are provided with market information, trade mission support, and assistance in preparing business plans and loan applications with the three private banks (Dashen, Bank of Abyssinia, and Awash) participating in the USAID Development Credit Authority (DCA) loan guarantee program in Ethiopia. With the support of USAID-ATEP, NIB bank has now been included as a fourth bank in this group.

An investors guide was produced focusing on legal due diligence that has been sent to potential investors particularly in the horticultural sector.

Business Planning & Loan Applications

To date, the project has helped current and prospective clients develop a total of 54 business plans including feasibility studies for production and value-added processing activities. There have been 16 loan applications (including 3 to PTA bank Nairobi) submitted by clients so far, leading to \$2.6 million in loans for 7 USAID-ATEP clients, including new client Yalkoneh Flowers.

Trade Missions and Market Linkages

To date, 80 international buyer linkages have been initiated through tradeshows, roundtable events, and client visits. Two lead clients soon to export table grapes were sent on a market study tour to the Netherlands and linkages with new buyers have now been formed. Colors Flowers, a leading supplier to Marks and Spencer of the UK were taken to visit leading Ethiopian flower exporters. David's Fruit from Israel returned to Ethiopia to pursue joint venture partnerships for horticultural exports.

3.4 Section 4: High-Value & Added Value Horticultural Program

The program continued its intensive training and technical assistance activities with lead clients and beneficiaries in support of vegetable and diversified floriculture exports, as well as local market supply of vegetable crops to fresh and processing buyers.

Clients

To date, 30 lead clients including producers, farmer groups, exporters, etc. and 415 beneficiary farmers (working directly with lead clients) are receiving ongoing technical assistance and training from the program's field technicians. Export crops include Bobby beans, snow peas, sugar snap peas, baby corn, chillies and courgettes, as well as smallholder flowers. New export crops include raspberries and table grapes. Major crops produced for the domestic market include tomatoes, potatoes, onions, chillies and cabbage.

Lead clients achieved an average increase of 191% in sales (\$7,733,205) since the beginning of the project, with total cumulative sales after baseline reaching \$15,663,398. Horticulture clients and counterparts have invested a total of \$5,598,932 to date in infrastructure and equipment.

Technical Assistance

Trials and demonstration plots have been carried out at 41 client sites. Following the successful field day organized in collaboration with MARC in June 2008, follow-up meetings and discussions were held to conduct additional trials and start registration process for new seeds.

The program has also made an agreement to assist EHPEA in setting up its CFC project in Ziway, where thousands of small farmers will receive training on producing vegetables for two packing operations, in Meki, and Adami Tulu.

The project has carried out 1,550 (125 in this quarter) technical assistance visits to horticulture client farms focusing on land preparation, mulching, seedling production, drip irrigation, pest and disease control including IPM, use of hybrid seeds, and other agronomic areas for crops under production, as well as postharvest handling and analysis of production costs and margins. Technical assistance provided this quarter is supporting the current planting season.

Africa Juice continued to receive assistance for passion fruit development, and the company is finalizing an agreement with GoE to take over Tibila State Farm.

Ato Tilaye from EHPEA was sent by ATEP to Kenya to meet with KHDP, Africert, and visit the HDA collection centers. During this visit he was able to receive advice on running the CFC operation.

Training

Field days continued for farmers on training in improved production, postharvest handling and GAP protocols. A total of 178 on-farm production training events covering horticulture crops have been carried out to date for 2,279 participants. Trainings this period included strawberry and grape production, and internal auditing and pre auditing procedures for GLOBALGAP certification.

Lead clients Almeta, Luna, and Elflora Farms received training on grape production (dormancy, trellising, irrigation and crop nutrition) and TA from ATEP grape consultant Mr. Emil van Wyk.

GLOBALGAP pre audit and in internal auditing for GLOBALGAP training was provided to 16 people by ATEP and EHPEA consultants; further strengthening our support and collaboration with this association.

A total of 1,313 farmers have also been trained in safe use of chemicals, BRC and various crop production systems.

3.5 Section 5: Coffee Program

Coffee activities this quarter focused on preparing clients for the upcoming harvest.

The project organized and held the 11th Coffee Industry Forum in July, as we continued to get stakeholder buy-in to agreeing future strategy. This focused on the impact of the first round of the Millennium Coffee Campaign, and planning a second round in Amhara for October.

Clients

The project works with 27 lead coffee partners (as well as 6 non-lead clients), comprised mostly

of millers/exporters, and 33,781 beneficiary farmers.

The project has also leveraged \$1,150,800 of new client and counterpart investments in the coffee industry, consisting of mills, processing equipment, drying tables, etc.

Total client cumulative sales reached \$37,066,954 (no sales this quarter), representing an increase of \$17,164,311 (174%) after baseline (\$9,840,326).

Technical Assistance and Training

To date, the project has trained 15,799 farmers over 173 events in the coffee sector. The majority of technical assistance for coffee farmers is provided through group trainings, on farm trainings, at cooperative farms and coffee mills. To date, a total of 448 technical assistance visits were made to lead client farms.

Training emphasis was on pruning, stumping, sucker growth thinning, as well as postharvest management, wet and sun dried processing, bagging and moisture control.

Certification

Technical assistance and training on Rainforest Alliance Certification requirements has continued. Cumulative RFA certification is projected to total an estimated 20,000 hectares of coffee by the end of the coming harvest.

Lead client Alfoz achieved ISO 22000 certification with our financial assistance under a Technology Fund award, which will add value to his roasted and ground coffee exports to Japan.

3.6 Section 6. Hides, Skins & Leather Program

Clients in the HSL sector include all members of the value chain: farmers, abattoirs, tanners, traders and finished product manufacturers. The project continues its field-based training of rural livestock technicians in order to improve the quality of skins supplied to the industry, adding value to farmer sales in the process. The project is also working with abattoirs, tanners and traders in improving the quality and sales of HSL products on an industry level.

Clients

As of the end of this quarter, 50 lead clients/partners had received technical assistance and training representing thousands of beneficiary farmers. Collectively, donor partners and private sector clients have made investments totaling \$1,160,717 in the sector, including new and upgraded production and processing facilities.

Technical Assistance and Training

The project's training of Woreda-level technicians in ectoparasite control and improved skinning/flaying techniques is enabling rural producers improve the quality of their hides and skins, leading to reduced product rejection rates at tanneries and increased volumes sold. To date, the project has held 27 trainings for 524 technicians in the area of ectoparasite control, and 40 trainings for 746 abattoir staff, and 646 collectors and traders in skinning/flaying and post-slaughter care.

A series of communications media (in the Amharic, Oromifa, and Tigrina languages) has been

developed to help spread the message in production areas and at farmer meetings on the benefits ectoparasite control. These have been well-received in all four regions where they have been distributed.

A Technology Fund award for Burayu abattoir for plant upgrades was awarded to help this client reduce post mortem defects. Sululta abattoir has already completed its upgrading, which will improve efficiency and also increase employment.

Supply Chain

The program has facilitated funding contributions from Rotary International and World Vision to extend the collection centres, and training of CAHW's, into other cities in Ethiopia. More information on this project will be provided in the next Quarterly Report.

HSL sector manager Teshome Kebede played a leading role in the Pan-African competitiveness Forum in Maputo in August, where the leather industry cluster in Ethiopia featured strongly in the success stories from the continent.

Export Market Development

The Taytu consortium achieved over \$100,000 in new local and export sales, including a first order for Barneys of New York. More than 50 percent of sales are exports for the US, Canada, European and Japanese markets resulting from USAID-AATEP assisting Taytu to showcase its high end products.

3.7 Section 7: Oilseeds and Pulses Program

The oilseeds and pulses team is helping farmers improve yields and quality in order to qualify for higher grades and increase farm sales and employment. Total investments for the sector reached \$1,926,765, mainly on infrastructure and equipment for processing.

Clients

The project is working with 26 lead clients engaged in oilseeds production, processing and marketing, including six large Farm Cooperative Unions (FCUs; including new clients Metema and Burka Galeti); a commercial farmers association; three investors; five smallholder farmers; and six exporters. These groups represent over 50,446 beneficiary client producers.

Technical Assistance and Training

To date, 110 field-based trainings (including the Millennium Sesame Campaign) have been carried out for 11,750 beneficiary farmers in the areas of production, Integrated Pest Management (IPM), weed control, proper use of pesticides, quality standards and marketing of sesame in the Humera, Armachio, and Metema areas in northwest Ethiopia.

Following the first Millennium Sesame Campaign conducted in May and June 2008 in Amhara and Tigray regions, preharvest assessment of sesame indicates an improved yield in these regions.

During this quarter, training was carried out in Humera and Dansha woredas on the handling of sprayers, chemical usage and safety precautions by consultant Dr. Geremew Terefe and USAID-AATEP's oilseeds and pulses agronomist. In addition, training on strategic planning and practical guides to growth and profitability was given by Ian Sherry and Teka Redda for about

156 trainees from Dansha and Humera FCUs; primary cooperative chair persons, smallholder farmers, and other agricultural experts.

38 representatives from Metema FCU also received small business training which will help these sesame growers improve their profitability in the next harvest.

3.8 Section 8: Policy Intervention Activities

The project continues to identify and develop strategies to address critical policy constraints in the targeted sectors through technical advocacy, and by using a cluster approach to increase Ethiopia's agribusiness competitiveness:

- The 11th Coffee Stakeholders Forum took place in July
- Assistance continued for the Amhara Investment Promotion Agency
- The ELIA retreat at Ambo in July resulted in the leather industry developing its three-year plan
- The 6th Leather cluster working group was held in July

3.9 Section 9: Other Cross Cutting Activities

Cross-cutting activities include Technology and Partners Fund awards, gender mainstreaming, environmental activities, and HIV/Malaria.

Technology and Partners Funds

The project continues to identify and fund activities that support project objectives through the Technology and Partners Fund grant awards. To date, the project has budgeted a combined \$1,085,843 in these cost-sharing grants, leveraging partner commitments (including commercial loans obtained) of \$4,007,175, or \$3.69 for each dollar invested.

In terms of actual expenditures to date, the project has expended \$927,772 in partner and technology funds, leveraging client investments of \$2,143,720 (representing \$2.31 for each USAID dollar invested).

Table 1: Technology Fund Awards through September 30, 2008

Award	Budgeted	Expended	Balance
01 Ectoparasite control materials and training	\$67,057.85	\$66,417.27	\$640.58
02 Coffee eco-pulping equipment	\$12,500.00	\$12,500.00	\$0.00
03 Cupping equipment for five regional coffee labs	\$21,230.00	\$21,219.36	\$10.64
04 Planting material for mangetout, sugar snap and chilli export trials	\$6,384.00	\$6,384.00	\$0.00
05 Modern drip irrigation systems installation and training	\$108,580.00	\$107,611.52	\$968.48
06 Improved coffee sun-drying beds	\$13,846.00	\$8,177.37	\$5,668.63
07 Planting material for fine bean and peas export trials	\$10,700.00	\$7,897.32	\$2,802.68
08 Modern drip irrigation pumping equipment	\$3,290.00	\$3,290.00	\$0.00
09 Eco-friendly coffee sun-drying beds	\$6,255.17	\$6,144.14	\$111.03
10 Materials for construction of crocodile ponds	\$18,264.37	\$18,039.69	\$224.68
11 Organic certification for coffee cooperatives	\$10,696.11	\$10,696.11	\$0.00
12 Upgrading hides and skins capacity of Legedadi Abattoir	\$14,857.15	\$14,284.50	\$572.65

Table 1: Technology Fund Awards through September 30, 2008

Award	Budgeted	Expended	Balance
13 Hides and skins collection and storage centers for Wondi Skins	\$17,143.00	\$8,500.21	\$8,642.79
14 Training for sesame producers in Amhara and Tigray	\$8,040.00	\$7,075.39	\$964.61
15 Planting materials for summer flower export trials	\$5,100.00	\$5,079.08	\$20.92
16 Modern irrigation systems for summer flower export trials	\$11,920.00	\$11,920.00	\$0.00
17 Coffee eco-pulping equipment for Limu Kossa	\$13,000.00	\$13,000.00	\$0.00
18 Oilseeds processing with Prosper International	\$50,000.00	\$50,000.00	\$0.00
19 Haricot seed propagation with Melkassa Research Station	\$15,414.58	\$14,047.92	\$1,366.66
20 Sundrying Coffee Beds	\$13,379.69	\$13,363.16	\$16.53
21 Upgrading Hides and Skins Suluta Abattoirs	\$16,125.00	\$11,847.85	\$4,277.15
22 Strawberry IPM for Ilan Tot	\$14,688.00	\$14,688.00	\$0.00
23 RA Certification for Moredocafe	\$5,392.44	\$5,392.00	\$0.44
24 Humera Sesame Training	\$15,117.00	\$2,872.03	\$12,244.97
25 Alpine Flower Production with Marginpar	\$16,387.28	\$16,387.28	\$0.00
26 Organic Certification for Bio Ecoland Trading and Its Beneficiary Farmers	\$7,200.00	\$7,178.00	\$22.00
27 Organic Certification for IPS Plc and Its Beneficiary Coffee Farmers	\$3,700.00	\$0.00	\$3,700.00
28 Irrigation system for Vegetable Export R&D Unit at Tabor Herbs	\$36,568.00	\$36,568.00	\$0.00
29 Irrigation system for Banana project at GADCO Farms	\$20,948.00	\$6,201.15	\$14,746.85
30 Sesame Pest Control	\$17,503.20	\$10,284.42	\$7,218.78
31 Alfoz Coffee - System Certification and Calibration	\$7,265.20	\$0.00	\$7,265.20
32 Hybrid Seeds Demonstrations and Field Days	\$23,900.00	\$8,958.28	\$14,941.72
33 Burayu abattoir production capacity	\$25,790.00	\$0.00	\$25,790.00
Total	\$638,242.04	\$526,024.05	\$112,217.99

Table 2: Partner Fund Awards through March 31, 2008

Award	Budgeted	Expended	Balance
01 Inward and outward trade missions	\$70,000.00	\$62,478.78	\$7,521.22
02 HSL collection centers with ELIA	\$38,220.00	\$37,722.87	\$497.13
03 HSL radio campaign for proper harvesting and handling	\$8,691.00	\$8,634.73	\$56.27
04 CQI Coffee Corps activities	\$62,812.00	\$61,417.44	\$1,394.56
05 Q-Grading program with CQI/ECEA	\$80,289.00	\$80,288.69	\$0.31
06 EAFCA trade show expenses	\$13,162.00	\$11,886.16	\$1,275.84
07 Hortiflora trade show expenditures	\$45,000.00	\$44,942.78	\$57.22
08 Coffee sector trade missions with ECEA	\$45,282.00	\$39,398.86	\$5,883.14
09 Capacity building for TAYTU	\$40,644.00	\$29,129.82	\$11,514.18
10 Millennium Coffee Training	\$23,952.85	\$15,688.74	\$8,264.11
11 Amhara Millennium Sesame Quality Training	\$3,798.42	\$2,838.63	\$959.79
12 Grape Industry Marketing Tour	\$15,750.00	\$7,321.12	\$8,428.88
Total	\$447,601.27	\$401,748.62	\$45,852.65

HIV/Malaria

To date 8,062 farmers have been trained on HIV/AIDS and malaria prevention. The training was provided in collaboration with health Bureaus and non governmental organizations in different regions.

3.10 Section 10: Global Results Targets

USAID-ATEP's global targets are twofold:

1. Ethiopian national exports in the four targeted sectors
2. Investments by program clients and counterparts.

National export sales – Since the program commenced in April 2006, the period of April 2005 to March 2006 is used as the baseline year against which export performance is measured. Following recent discussions with USAID, the reporting period has been changed from the last quarterly report, when baseline data and reporting corresponded to the Jan-Dec annual period.

Ethiopia's national export sales growth is measured by the program in two ways:

Cumulative total incremental exports – the sum of total export sales by value for *each* year of project activity, minus *baseline* year export sales. This is used to track total cumulative export sales over the baseline figure. This was the methodology used in the previous quarterly reports. Accordingly, cumulative total incremental exports for the four targeted agricultural sectors since the start of our program showed an overall increase in value of \$679,337,782.

Cumulative new incremental exports – the sum of each year's new incremental exports, after subtracting the previous year's total. This is used to track the sum of new export sales realized for each year of program activity. Cumulative new incremental exports for the four targeted sectors are \$418,496,717 over the baseline period.

We are now reporting only 7 percent of flower export figures to exclude roses and consider export values of only summer flowers, which USAID-ATEP is supporting.

Client and counterpart investments to date have reached \$9,864,297 (\$9,617,354 clients and \$246,943 counterparts). Investments consist of on-farm infrastructure and technologies (drip irrigation systems, planting materials, packhouses, tractors, IPM materials, etc.) as well as improvements and upgrades to processing facilities such as abattoirs, oilseed plants, coffee mills, etc.

4.0 Planned Activities for Next Reporting Period

Horticulture

- Start/assist small holder farmers in Ziway and Meki areas with CFC-EHPEA project.
- Continue export programs with UK and Dutch produce companies for European import season commencing January 2009.
- Continue other vegetable export trials with lead clients and MARC.
- Develop eastern corridor and Rift valley initiative with smallholders for Djibouti as well as local markets with CFC, IDE, and the Harerge smallholders with HFC.
- Follow up with processing companies, including tomato and juice processing companies and evaluation of smallholder contracting programs with these groups.
- Continue contracting international consultants on fruit development work on fruit crops

including strawberries, table grapes and passionfruit.

- Participation of horticultural team in Hortec Show in Nairobi.
- Organize a Reefer Forum in November to provide information on sea freight and reefer containers for horticulture and floriculture exports.

Coffee

- Provide Coffee production and processing training in Amhara region.
- Carrying out further training on cupping and export quality certification for Q grader and “Star Cuppers” and regional cupping lab staff.
- Continue training lead clients on improved harvest and postharvest techniques and help with processing and marketing, especially for the specialty market.
- Completion of coffee harvest and auction/sales for previous season.
- Work with lead client millers on improved processing practices, especially on sun drying and eco friendly processing in the washing stations.
- Provide training on RFA auditing and undertake RFA certification for coffee producers and exporters.
- Undertake 12th Coffee Stakeholders Forum.

HSL

- Continue with training program for veterinarians (ekek control) and skinner/flayers (reducing damage).
- Continue with Lalogera eradication campaign in close co-operation with Pittards, which has committed financial support for this initiative.
- Track progress of hides/skins collection centers and follow up on their use.
- Follow up on TAYTU sales enquiries.
- Complete upgrades to Burayu abattoir’s flaying and slaughtering structure.
- Follow up mobilizing funds from Rotary International and World Vision for CAHW program.

Oilseeds/Pulses

- Continue to work with lead clients in Tigray on oilseeds and Rift Valley on pulses.
- Aid pulses and sesame processors with business plans and financing of new equipment.
- Continue to assist ECX in warehouse receipts and other program areas.
- Ensure correct storage of sesame harvest in Humera to avoid postharvest losses.
- Assist co-operatives and unions in BDS and marketing.
- Assess the results of first Millennium Sesame Campaign in Amhara and Tigray.
- Follow-up with MARC on the results of seed multiplication support.

Trade and Investment

- Continue business planning with current and prospective clients.
- Continue providing market information to producer associations.
- Continue to assist client with obtaining bank loans, especially using the USAID credit guarantee program and PTA.
- Continue giving business planning training to Amhara Investment Bureau.
- Continue assisting women's entrepreneur group.

USAID-ATEP - Workplan & Performance Monitoring Plan for 3-Year Base Period (version 17, tenth quarterly report 9/30/08)

Act- ivity #	Activity	2006			2007												2008				2009	Deliverable/Result	Verification of Milestone Achievements	Numerical Target Status		Summary Schedule Status				Comments									
		Q2	Q3	Q4	J	F	M	A	M	J	J	A	S	O	N	D	Q1	Q2	Q3	Q4	Q1			Achieved to Date	Balance Remaining	DONE	Ahead	On	Behind										
7 Oilseeds and Pulses Program																																							
7.1	Initial selection of Lead Partners (processors, exporters, cooperatives, other farmer groups) & development of partner-specific activity workplans			3								2	2	2														19	lead partners identified and partner-specific activity workplans developed	CIRIS (lead partner data & workplans)	26	(7)		X					
7.2	Beneficiaries of lead partners identified and representative M&E data collected			300								200	200	200														1,900	beneficiary farmers supported directly through lead partners	CIRIS	50,446	(48,546)		X				Beneficiaries of lead clients (cooperative members, association members, etc.)	
7.3	Technical manuals, market information bulletins and other technical materials produced and disseminated			2	1							1																11	technical manuals, bulletins and other technical materials produced and disseminated	copies of materials	10	1		X					
7.4	On-Farm Extension Program (improved production practices)											10	10	10	40	40	40											270	On-farm extension visits made by program agronomist	CIRIS extension logs	134	136			X				
7.5	On-Farm Group Training Events (improved production practices)											10	10	10	10	10												30	training events	CIRIS training logs	110	(20)			X				
7.6	Support Organic Certification of Farms through Partnership Alliances											250	250	250	250	250												750	Farmer groups certified		1	9			X		Bio Ecoland organic certified of sesame farm through tech fund assistance		
7.7	Introduction of new processing technologies -- design, business plans, financing, etc.			3	2							2			2													2	2	2	2	2			X				
7.8	Inbound investment missions supported			1								1																1	mission supported	project reporting	2	1			X				
7.9	International market linkages developed			1	1							1																1	deals made for international sales	CIRIS	3	7				X			
7.10 Warehouse Receipts																																							
7.10.1	Coordinate warehouse receipts activities with EGTE, MOARD, CBE other donors and projects																												Comprehensive national program using 8 EGTE warehouses	CIRIS training logs					X		4 coordination meetings held		
7.10.2	Develop technical bulletins and other training materials on general program and disseminate to cooperative partners, private traders and exporters, trainings conducted			2	1	1																							7	Workshops	CIRIS	4	3			X		Four trainings held on WHRS and manuals disseminated to participants	
7.10.3	Develop materials and training package on simplified grades/standards for oilseeds/pulses, conduct workshops and distribute via cooperatives, traders and exporters			1	3	1	1	1																					7	Workshops, need approval from MOARD taskforce	CIRIS	2	5				X	Workshop took place in Nairobi and South Africa. One training workshop conducted in oilseeds grades and standards	
7.10.4	Develop materials and initiate activities in support of a commodity exchange program																													Work at PIU with other donors and MOARD	CIRIS					X		Office established at ECEX. Technical assistance and trainings (7 events) provided to new ECEX staff. ECEX officially launched	
7.11 Oilseed Program-Specific Impact Targets																																							
7.11.1	Increased value of oilseed exports																												71,000,000	value of increased exports	Trade statistics	\$222,317,745	(\$151,317,745)			X		Export data taken from MOTI. Cumulative total increase in sales (April 06 to Sept 08) over April 05 to March 06 baseline figure.	
7.11.2	Client and counterpart investments in new value-added processing																												1,000,000	value of new investment	CIRIS	\$1,926,765	(\$926,765)			X		Confirmed investment in cleaning & hulling machines and marketing	
8 Policy Intervention Activities (Cross Cutting)																																							
8.1	Identification of policy constraints through investment and competitiveness activities			2	2																								2	2						X			
8.2	AGOA and other trade protocol training conducted			1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	3	3	3	3						X	
8.3	Address constraints where policy interventions are needed/assist with issues paper development			1	1																									6	Issue papers developed, presented at Ministerial level	CIRIS	3	3				X	
8.4	Support to national-level conferences and consultative groups supported to address policy constraints			1	1																									6	project support to national-level conferences and consultative groups	CIRIS	21	(15)			X		
9 Other Cross Cutting Activities: Organizational Development, Partners/Alliances/BDS, Gender Mainstreaming, Environmental Management, HIV/Malaria																																							
9.1 Organizational Capacity Development																																							
9.1.1	Groups receive training in capacity building and business development																												250	groups receive training in capacity building and business development	CIRIS and other project reporting	64	186				X		Business planning and management trainings provided to unions, cooperatives and farmer groups
9.1.2	Group leaders receive specialist management training																												250	group leaders receive specialized management training	CIRIS and other project reporting	26	224				X		26 contact farmers trained in Eastern Hararge
9.2 Partners Fund, Alliances, and BDS																																							
9.2.1	Partners/Technology Fund (Grant) Manual prepared, approved by USAID																												1	Manual approved by USAID	Copy of manual	1	-		X				
9.2.2	Partner & technology fund alliances established			1	3	3	3																						20	Agreements designed and operational	Copy of agreements	45	(25)			X		12 PF awards; 33TF awards	

USAID-ATEP - Workplan & Performance Monitoring Plan for 3-Year Base Period (version 17, tenth quarterly report 9/30/08)

Act-ivity #	Activity	2006			2007												2008				2009	Deliverable/Result		Verification of Milestone Achievements	Numerical Target Status		Summary Schedule Status				Comments
		Q2	Q3	Q4	J	F	M	A	M	J	J	A	S	O	N	D	Q1	Q2	Q3	Q4	Q1	1	2		Achieved to Date	Balance Remaining	DONE	Ahead	On	Behind	
9.2.3	National Smallholder Technology Fund designed and implemented for small-scale/cost investments	1																			1	National Smallholder Tech Fund established	Copy of tech fund		1				X		
9.2.4	Cost sharing for the implementation of these alliances reach at least a one-to-one ratio either in-cash or in-kind. (non-project sources)																				950,000	Alliance partner contributions reach \$950,000 (expected by 3/31/08)	Agreement, CIRIS + alliance partner validation	\$2,143,720	(\$1,193,720)			X		Client's and partners' total confirmed investment in Technology and Partner Fund Awards	
9.3 Gender Mainstreaming																															
9.3.1	Support Women's Entrepreneurial Institute																				1	Partner agreement signed with WEI	agreement		1			X			
9.3.2	Project staff training in Gender Mainstreaming & Implementation Approach																				All	Project staff trained	internal project reporting					X			
9.4 Environmental Management																															
9.4.1	Initial Project EEI/PERSUAP prepared and submitted to USAID for approval		1																		1	initial EEI/PERSUAP completed & submitted to USAID	copy of EEI/PERSUAP	1	-	X			Determination by USAID required on status of existing mission EEI and PERSUAPS		
9.4.2	Mitigation measures identified in Project EEI/PERSUAP implemented																											X			
9.4.3	Follow-up environmental assessments completed as required																											X			
9.4.4	Training programs on environmental management systems and good agricultural practices incorporated into all production activities																				10,000	participants in project training events	CIRIS training logs	12,865	(2,865)			X	Farmers trained in IPM related topics such as chemical safety, EUREPGAP, Millennium Sesame campaign and production systems.		
9.5 HIV/AIDS and Malaria																															
9.5.1	HIV/AIDS and Malaria prevention and treatment programs incorporated to maximum extent possible in training activities through support from local NGOs																				5,000	participants in program-sponsored training events that include HIV/AIDS and Malaria prevention and treatment training	CIRIS reports; subgrants with and reporting from local NGOs	8062	(3,062)			X	Working in collaboration with government health institutions and other NGOs		
10 IR and other Global Results Targets (all targets by Mar 2008)																															
10.1 a	Increased value of exports of target sectors (cumulative total increases)																				457,170,000	value of cumulative total increased annual exports	Official trade statistics	\$679,337,782	(\$222,167,782)		X		Export data taken from MOTI, cumulative total increases in sales for four sectors (April 06 to Sept 08) over April 05 to March 06 baseline figure.		
10.1 b	Increased value of exports of target sectors (cumulative new increases)																				457,170,000	value of cumulative new increased exports	Official trade statistics	\$418,496,717	\$38,673,283			X	Export data taken from MOTI, cumulative new increases in sales for four sectors (April 06 to Sept 08) over April 05 to March 06 baseline figure.		
10.2	Client and counterpart investments																				22,600,000	value of client and counterpart investments	CIRIS + validation; field surveys	\$9,864,297	\$12,735,703			X	Client's and counterparts confirmed investment in CIRIS		