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## QUARTERLY REPORT 12: January to March 2009

# 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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## 1.0 Executive Summary

This is the twelfth quarterly report for the Ethiopia Agribusiness and Trade Expansion Program (USAID-ATEP) covering the period January to March 2009. 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:

- A total of 36,389 farmers, processors, collectors, suppliers and extension agents have been trained in 622 trainings and field days, including 605 trainees assisted this quarter in 31 different events.
- \$12.5 million (\$0.2m in this quarter) client and partner investments have been leveraged in improved agricultural production and processing technologies, including production systems, processing equipment, infrastructure, etc.
- The recommendations from the mid term review have been finalized and incorporated into the workplan for Years 4-5, which has been submitted to USAID.
- Post harvest training on the handling table grapes for export was conducted by Fintrac consultant Dr Chris Bishop for lead horticulture clients in Ziway.
- The program arranged a benchmarking study tour to Kenya for the new Ethiopian Horticultural Development Agency (EHDA) management team, where a selection of different farms, airfreight businesses and Government agencies were visited.
- Technical assistance was provided this quarter to 22 coffee clients focusing on dry coffee processing, sucker and regrowth control, weed management and mulching.
- The Third Coffee Roundtable was held in Dire Dawa in February, the theme being “The Renaissance of Harar Coffees.” Twenty-five international specialty coffee buyers from USA and Europe attended this event as well as over 30 Ethiopian coffee exporters and traders.
- Q Program training continued with 2 programs this quarter, the first in Jimma where 21 coffee cupping candidates took the course, and the second in Dire Dawa with 26 candidates.
- The second All Africa Leather Fair (AALF) was held in the Millennium Conference Hall in Addis Ababa in February. It was organized by ELIA with USAID-ATEP sponsoring 20 SMEs showcasing their products. A total of 179 companies exhibited this year. Buyers and suppliers from 38 countries attended. AALF concluded with a TAYTU fashion show where local models showed off this year’s collection.
- The TAYTU consortium has achieved over \$179,214 in new sales since the inception of program assistance, of which more than 70% has consisted of export sales.
- USAID-ATEP continued its efforts to assist the Ethiopian footwear industry to penetrate the US footwear market. The program is working closely with local shoe factories selected by MoTI to produce commercial samples which have been sent to US buyers. Initial feedback is very positive and trial orders are expected by next quarter.
- In the Oilseeds/Pulses sector, USAID-ATEP assisted Setit Humera FCU with a direct market linkage with a consortium of 3 international buyers in Egypt.
- Safe Use of Chemicals training was provided to Humera and Dansho FCU’s as well as 5 lead clients, accompanied by 85 knapsack sprayers and safety equipment. This will help implement effective and safe pest and disease control programs, as outlined in USAID-ATEP’s sesame training manual.

- Technical assistance was provided through on farm visits by OP agronomist Yitbarek Liben for 18 lead clients this quarter.

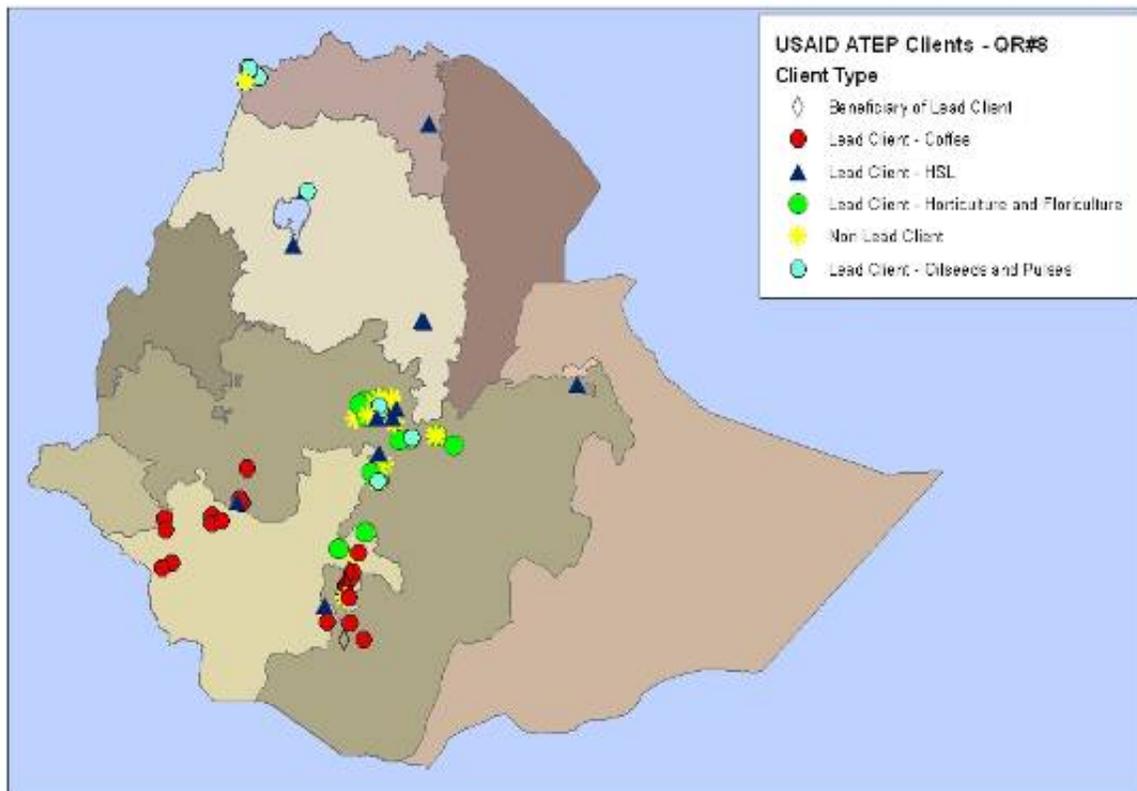
Project expenditures are on target. To date, \$10,677,912 or 54 percent of the program budget has been expended. The updated PMP is attached as an annex to this report. This document and all other project publications are available to USAID through the password-protected ATEP intranet site: [www.fintrac.com/ethiopia](http://www.fintrac.com/ethiopia).

## 2.0 Introduction

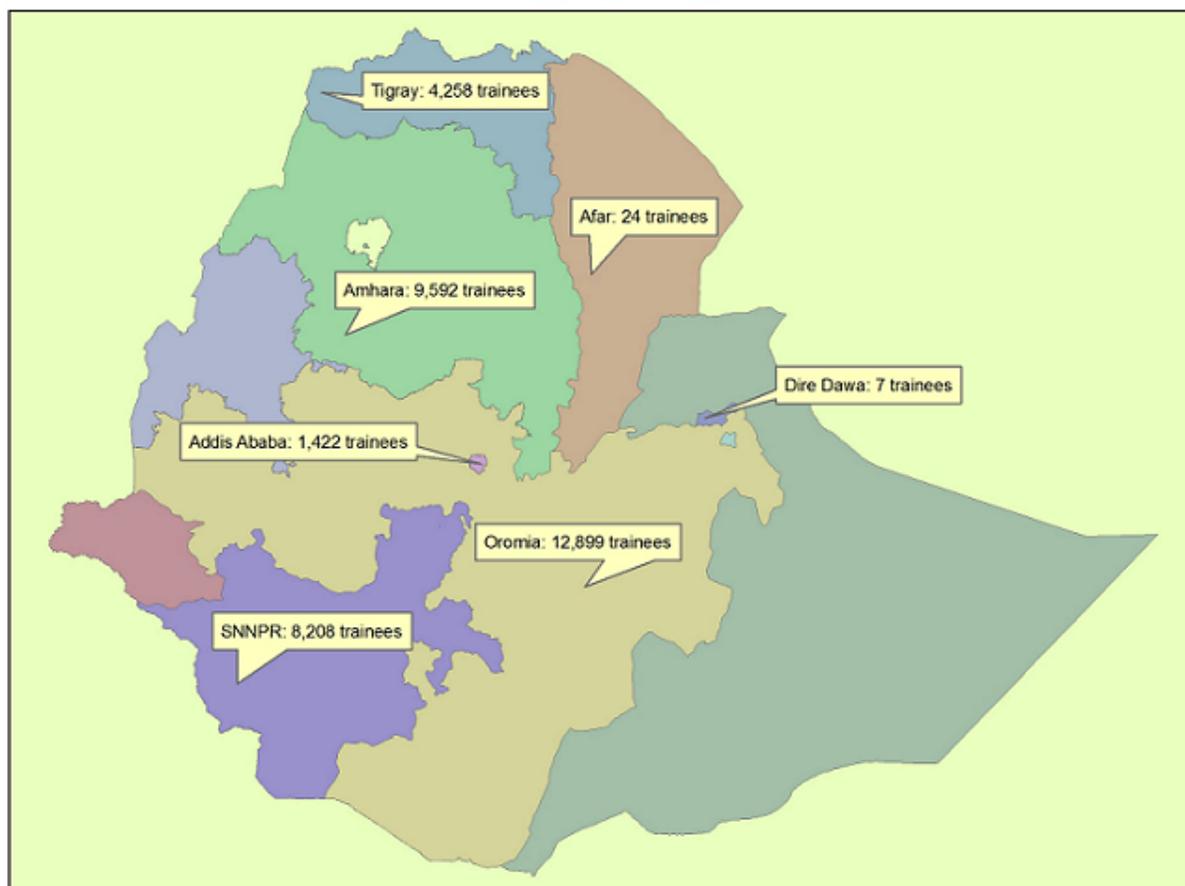
The Agribusiness and Trade Expansion Program (USAID-ATEP) is a five-year initiative of the United States Agency for International Development that is improving the productivity and sales of thousands of Ethiopian farmers, processors, traders and exporters. These clients produce and export a wide range 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, co-operative and union members, exporters, including over 90,000 smallholder producers.

In the 35 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. With the two year extension now confirmed, USAID-ATEP will now cover additional geographic areas, including HIV/AIDS awareness and prevention.

### USAID-ATEP Client Distribution



## USAID ATEP Training by Region - March 2008



### 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 March 31<sup>st</sup> 2009. 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](http://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](http://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. The Year 4 and 5 workplan now contains recommendations from the

Mid-Term Evaluation that has been submitted to USAID.

### **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 four private banks (Dashen, Bank of Abyssinia, Awash, NIB) participating in the USAID Development Credit Authority (DCA) loan guarantee program in Ethiopia. With the support of USAID-AATEP, NIB bank is now operating as a fourth bank in this group.

#### ***Business Planning & Loan Applications***

To date, the project has helped 61 current and prospective clients developing business plans including feasibility studies for production and value-added processing activities. In addition, business advice was given to all these companies. There have been 16 loan applications (including 3 to PTA bank Nairobi) submitted by clients so far, leading to \$2.6 million in loans approved for 7 USAID-AATEP clients. Of the seven approved loans, two come under the USAID DCA credit guarantee scheme.

#### ***Trade Missions and Market Linkages***

To date, 86 international buyer linkages have been initiated through tradeshows, roundtable events, and client visits. The oilseeds/pulses sector manager and the trade and investment manager, together with lead client Setit Humera FCU, visited Egypt in January with a view to securing large new export orders for sesame. New linkages were also formed in the HSL sector at the AALF, and in the coffee sector at the Dire Dawa roundtable.

### **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, water user associations etc. and 674 beneficiary farmers (working directly with lead clients) are receiving ongoing technical assistance and training from the program's field technicians and consultants. Many of these new farmers are in the CFC smallholder project under Meki Batu Union. 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 153% in local and export sales (\$7,255,189) since the beginning of the project, with total cumulative sales over baseline reaching \$14,964,684. Horticulture clients and counterparts have invested a total of \$8,091,468 (\$144,719 in this quarter) to date in infrastructure and equipment.

#### ***Technical Assistance***

The program continues its assistance to EHPEA with the CFC smallholder project in Ziway, where over 500 farmers will receive training on producing vegetables for two packing operations, in Meki, and Adami Tulu. In addition, the program agronomist in the Eastern corridor

is providing technical assistance for more than 20 smallholder farmers in new horticultural crops in that region, reflecting the program's increasing emphasis on smallholder programs for horticulture.

The program has carried out 2,013 (236 in this quarter) technical assistance visits to horticulture client farms focusing on improved agricultural practices such as proper land preparation, mulching, seedling production, drip irrigation, pest and disease control including IPM, use of hybrid seeds, and other agronomic areas as well as postharvest handling and analysis of production costs and margins. Technical assistance provided this quarter is supporting the current production season.

Africa Juice has now officially launched and started working at Tibila State Farm. USAID-ATEP's horticultural agronomists are starting to train local farmers on producing passion fruit seedlings to supply the agro-processing unit.

A benchmarking study tour was arranged by ATEP for the newly formed EHDA (Ethiopian Horticultural Development Agency) to expose its five member management team (including the executive director) to developments in the Kenyan horticultural industry.

### ***Training***

Training continued for farmers in improved production, postharvest handling and GAP protocols. A total of 238 on-farm production training events (25 in this quarter) covering horticulture crops have been carried out to date for 3,600 participants (580 this quarter). Major trainings this period included vegetable and fruit production, harvesting, use of hybrid seed and irrigation systems:

- Lead clients Almeta, Luna, Nuredin Strawberries and Elflora Farms continued to receive training on harvesting and post harvest handling from Fintrac consultant Dr Chris Bishop
- Reiko Enomoto, specialist consultant on smallholder training, visited in March and undertook a needs assessment for the CFC project in Ziway. She also developed a specially tailored training program for smallholder farmers on green beans, tomato and onion production which can be used all over Ethiopia.

### **3.5 Section 5: Coffee Program**

The coffee team works with 27 lead clients (as well as 6 non-lead clients), comprised mostly of millers/exporters, and 38,779 beneficiary farmers. The program has leveraged \$1,272,218 of new client and counterpart investments in the coffee industry, consisting of mills, processing equipment, drying tables, etc. Total client cumulative sales reached \$39,382,837 representing an increase of \$18,774,308 (152%) after baseline (\$12,340,326).

### ***Technical Assistance and Training***

The majority of USAID-ATEP assistance for coffee farmers is provided through group trainings, extension visits, on farm trainings, at cooperative farms and coffee mills. To date, a total of 592 technical assistance visits were made to lead client farms. In this quarter, special training and technical assistance was provided to lead client IPS on specialty coffee preparation, focusing on sorting, drying, handling. TA was also provided for 22 lead clients, and demonstration plots, on agronomy, harvesting, processing.

To date, USAID-ATEP has trained 18,508 farmers over 194 events in the coffee sector, most of which was covered during the first two millennium training campaigns.

### ***Certification***

This quarter saw two trainings for Q graders carried out by CQI, including 21 trainees in Jimma (at JARC) and 26 in Dire Dawa (at CLU).

Technical assistance and training on Rainforest Alliance Certification continues, with cumulative certification is projected to total an estimated 32,500 hectares of coffee production by April 2009. This figure includes pre-audit certification which is being carried out for 3 state coffee enterprises having 20,000 ha under production.

RA and organic certification of coffee to date under USAID-ATEP totals 28,613 hectares, benefiting around 16,496 farmers.

### ***Specialty coffee marketing***

In February, USAID-ATEP together with consortium partner Boot Consulting arranged the 3<sup>rd</sup> Coffee Roundtable Conference in Dire Dawa. Twenty-five international buyers from Europe and the USA attended this event, as did over 30 participants from the local industry. The theme centered on "The Renaissance of Harar Coffee," which has been much appreciated by the market but is now often in short supply. The forum was opened by the Mayor of Dire Dawa who highlighted the importance of coffee to the region.

## **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, leather clothing, accessory and footwear 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 \$1,185,717 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 28 trainings for 589 technicians in the area of ectoparasite control, in addition to 41 trainings for 792 abattoir staff and 646 collectors and traders in skinning/flaying and post-slaughter care.

Training this quarter was provided in Lalogera for the planned 3<sup>rd</sup> and 4<sup>th</sup> rounds of the ectoparasite campaign in Amhara region. An estimated 135,000 head of sheep and goats have already been treated in the 3<sup>rd</sup> round of this program. USAID-ATEP animal health coordinator Dr Kassa Bayu is supporting this program through training of Woreda animal health technicians. An agreement has also been reached with Pittards Ltd UK to undertake and co-fund preharvest

pilot efficacy trials with diazinon at the Debre Berhan Research Centre.

The distribution of media materials (in the Amharic, Oromifa, and Tigrina languages) also continues to spread the message on the benefits ectoparasite control. These have been well-received in all four regions where they have been distributed.

### ***Supply Chain***

The initial remittance of \$25,000 from Rotary International received last quarter by Wisdom Microfinance, via World Vision, is to be used as a microfinance revolving fund. This will benefit 5 cooperatives and extend the HSL collection centers and training of CAHW's into other cities in Ethiopia.

The 7<sup>th</sup> CWG (Cluster Working Group) meeting was held in January, coordinated by consortium partner ECG, at which time it was proposed that ELIA (Ethiopian Leather Industry Association) should now assume coordination responsibilities for this initiative.

### ***Export Market Development***

The TAYTU consortium has achieved total cumulative local and export sales of \$179,214 since the inception of program assistance. Over 70% (\$128,556) of sales are for the US, Canadian, European and Japanese markets. TAYTU exhibited its new collection at the AALF fashion show in February where 179 local and international firms were able to see the new products.

USAID-ATEP co-sponsored sponsored 20 SME's in the leather sector to promote their goods at AALF. The USAID-ATEP booth was visited by H.E. Girma Birru, Minister of Trade and Industry, who expressed his appreciation for the work being carried out along the leather industry value chain.

The US footwear marketing initiative also saw progress as commercial samples of footwear from 6 Ethiopian factories were supplied to US buyers, who have indicated potential interest in securing commercial orders.

## **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 client investments for the sector reached \$1,930,774, mainly on infrastructure and equipment for value added processing.

### ***Clients***

The project is working with 22 lead clients engaged in oilseeds production, processing and marketing, including four large Farm Cooperative Unions (FCUs), a commercial farmers association; three investors; five smallholder farmers; and four exporters. These groups represent over 50,446 beneficiary client producers.

### ***Technical Assistance and Training***

To date, 115 field-based trainings have been carried out for 11,861 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. Most of these beneficiary farmers attended the Millennium Sesame Campaign conducted last year.

This quarter, TA was provided to 18 lead clients on postharvest handling and production. There have been 223 (66 in this quarter) on-farm TA visits to lead clients made to date in this sector.

Following the first Millennium Sesame Campaign conducted in May and June 2008 in Amhara and Tigray, postharvest assessment of sesame indicates an improved yield in these regions. As a result, an average yield of 6.5 quintals/Ha of sesame has been recorded at December harvest. This is compared to previous years where yields were good harvests yielded 5-6 quintals/ha.

New technology funding has been submitted for USAID approval that would allow the program to co-finance EIAR and regional research centers in Amhara, Tigray and Afar to implement sesame and noug seed multiplication. This will bulk up supplies of high yield and disease-resistant basic seed, particularly the favored white sesame (hir-hir), which is always in strong demand by buyers. The basic seed will then go to selected farmers for the production of certified seed.

### ***Warehouse Receipts/Support to ECX***

USAID-AATEP has continued its assistance to ECX on training and TA, extending this to the regions where there are now 5 EGTE warehouses operating fully and supplying product to the exchange. Coffee is also now being traded through ECX as per recent legislation. In the future, USAID-AATEP will be working closely with ECX to help them introduce sesame on the trading floor once the necessary training has been done in the warehouse on grades and standards.

### **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.

To date, there have been 7 cluster meetings in the leather sector, 12 coffee stakeholder forums, 4 strategic meetings with producer associations, and 2 reefer business forums. These are all aimed at working with stakeholders to overcome general policy and infrastructural constraints.

### **3.9 Section 9: Other Cross Cutting Activities**

Cross-cutting activities include Technology and Partners Fund awards, gender mainstreaming, environmental activities, and a new HIV/AIDS program that is being set up using PEPFAR funds to integrate awareness and prevention into our ongoing agribusiness activities.

### ***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, a total of 52 technology and partner fund have been programmed for USAID-AATEP clients and counterparts.

The project has programmed a total \$1,190,570 in these cost-sharing grants, leveraging partner commitments (including commercial loans obtained) of \$4,141,155, or \$3.64 for each dollar invested. Actual expenditures to date are \$1,000,764, leveraging client investments of \$2,147,377 (representing \$2.13 for each USAID dollar invested).

**Table 1: Technology Fund Awards through March 31, 2009**

<b>Award</b>	<b>Budgeted</b>	<b>Expended</b>	<b>Balance</b>
01 Ectoparasite control materials and training	\$67,057.85	\$68,644.04	(\$1,586.19)
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 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 processing capacity of Legedadi Abattoir	\$14,857.15	\$14,284.50	\$572.65
13 Hides and skins collection and storage 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 exports	\$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 Sun drying Coffee Beds	\$13,379.69	\$13,363.16	\$16.53
21 Upgrading Hides and Skins Sululta 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 and Beneficiary Farmers	\$7,200.00	\$7,178.00	\$22.00
27 Organic Certification for IPS and Beneficiary Coffee Farmers	\$3,700.00	\$3,700.00	\$0.00
28 Irrigation system for vegetable R&D at Tabor Herbs	\$36,568.00	\$36,568.00	\$0.00
29 Irrigation system for banana project at GADCO Farms	\$20,948.00	\$21,580.55	(\$632.55)
30 Sesame Pest Control	\$17,503.20	\$13,869.69	\$3,633.51
31 Alfoz Coffee - System Certification and Calibration	\$7,265.20	\$7,257.96	\$7.24
32 Hybrid Seeds Demonstrations and Field Days	\$23,900.00	\$0.00	\$23,900.00
33 Burayu abattoir production capacity	\$25,790.00	\$0.00	\$25,790.00
34 Pea Seeds for Demonstration and Trials	\$15,385.00	\$0.00	\$15,385.00
35 CFC - Smallholder Horticulture Training Program	\$15,000.00	\$0.00	\$15,000.00
36 Multiplication of improved sesame seed in Werer	\$8,563.03	\$0.00	\$8,563.03
37 Multiplication of improved sesame seed in Amhara	\$6,550.06	\$0.00	\$6,550.06
38 Multiplication of improved sesame seed in Tigray	\$17,618.57	\$0.00	\$17,618.57
39 Multiplication of improved Niger seed in Holetta	\$5,370.33	\$0.00	\$5,370.33
40 Trial exports shipments of table grapes	\$15,500.00	\$0.00	\$15,500.00
<b>Total</b>	<b>\$722,229.03</b>	<b>\$570,993.63</b>	<b>\$151,235.40</b>

**Table 2: Partner Fund Awards through March 31, 2009**

Award	Budgeted	Expended	Balance
01 Inward and outward trade missions	\$106,240.00	\$63,566.83	\$42,673.17
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	\$29,734.24	\$10,909.76
10 Millennium Coffee Training	\$23,952.85	\$15,688.74	\$8,264.11
11 Amhara Millennium Sesame Quality Training	\$3,798.42	\$4,510.33	(\$711.91)
12 Grape Industry Marketing Tour	\$15,750.00	\$7,321.12	\$8,428.88
<b>Total</b>	<b>\$483,841.27</b>	<b>\$429,770.85</b>	<b>\$54,070.42</b>

### 3.10 Section 10: Health Sector

To date 8,062 farmers have been trained on HIV/AIDS and malaria prevention, most of whom attended last year's Millennium Sesame Campaign in Amhara where health training was provided on the same day as our usual agronomy training. The training was provided in collaboration with health Bureaus and non governmental organizations in different regions and it was integrated with other ATEP training programs.

The new PEPFAR funded health program (HIV/AIDS prevention and awareness component) is now under way and start up activities including selection of local NGO's as partners. Staff is recruited and procurement completed. Field work will start in May 2009 during the next Millennium Campaign.

### 3.11 Section 11: Global Results Targets

USAID-ATEP's global target reporting requirements are twofold:

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

#### **Quarterly Export Achievements**

The total national exports this quarter for all four sectors totaled \$249,286,000. Export volumes and values by sector and month are provided in Table 3.

**Table 3: Ethiopian Export Performance (Jan-March 2009)**

Sector	January		February		March		Total	
	MTs	\$000s	MTs	\$000s	MTs	\$000s	MTs	\$000s
Coffee	7,413	19,271	10,073	27,464	10,924	29,170	28,411	75,905
Oilseeds & Pulses	45,679	46,949	47,560	45,963	60,947	66,516	154,187	159,429
Horticulture*	3,288	851	2,923	718	2,896	709	9,108	2,227
HSL	200	3,859	314	4,252	125	3,562	640	11,673
<b>Total</b>	<b>56,581</b>	<b>70,931</b>	<b>60,871</b>	<b>78,398</b>	<b>74,893</b>	<b>99,957</b>	<b>192,346</b>	<b>249,286</b>

Source: Ministry of Trade and Industry (MoTI)

\*Does not include floriculture

Following recent discussions with USAID, the reporting period has been changed from the April to March annual basis, to October to September, in order to coincide with USAID's fiscal year. The other change is that horticulture figures no longer include floriculture products.

- **Cumulative total incremental exports** – this is 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. Accordingly, Ethiopia's cumulative total incremental exports for the four targeted agricultural sectors since October 2006 through March 2009 showed an overall increase in value of \$512,251,000.
- **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 (and is consequently lower than cumulative total incremental exports). Ethiopia's cumulative new incremental exports for the four targeted sectors \$237,496,000.

### ***Investments by Clients and Counterparts***

Client and counterpart 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.

Client and counterpart investments to date have reached \$12,480,177 (\$12,188,309 clients and \$291,868 counterparts). This quarter has seen \$0.26 million of the \$12.5 million total invested by program clients.

## **4.0 Planned Activities for Next Reporting Period**

The major focus in the next quarter is to obtain USAID's approval for implementing the work plan for years 4 and 5. Gender mainstreaming using a Fintrac-developed model will also be introduced, as will the new Environmental Management Plan. Major planned activities for the next quarter include the following by sector.

### **Horticulture**

- Strengthen the assistance to small holder farmers in Ziway and Meki areas under the CFC-EHPEA project.
- Continue other vegetable export trials (e.g., snow peas) with lead clients.
- Focus on assistance to Rift Valley initiative with smallholders for Djibouti as well as local markets with CFC.
- Work with processing companies, including juicemakers, and evaluate smallholder contracting programs with these groups.
- Continue contracting international consultants on fruit development work on fruit crops including strawberries, table grapes and passion fruit.
- Continue collaboration with EHDA, the new agency set up by GoE to oversee horticultural export development, help with their initial benchmarking study.
- Support inward buyer/investor missions (e.g., Netherlands).

### **Coffee**

- Continue training lead clients on improved harvest and postharvest techniques and help with processing and marketing, especially for the specialty market, and dry processing.
- Work with lead client millers on improved processing practices, especially on sun drying

and eco friendly processing in the washing stations.

- Continue with RA certification to exporters and producers.
- Support the Ethiopia booth (under the name of ECEA) at the upcoming SCAA trade fair in Atlanta in April.
- Conduct the 13<sup>th</sup> Coffee Stakeholders Forum.
- Start developing client base in Harar region once the new agronomist is in place in Dire Dawa.

## **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, for which will commit financial support for the trial at Debre Berhan research centre.
- Finalize 3<sup>rd</sup> and 4<sup>th</sup> round treatments in Amhara region.
- Track progress of hides/skins collection centers and follow up on their use.
- Follow up on TAYTU sales orders, prepare exit strategy.
- Initiate Burayu abattoir's flaying and slaughtering structure.
- Follow up mobilizing funds from Rotary International and World Vision for CAHW program.
- Continue assisting Ethiopian footwear companies to access the US market by providing market linkages and technical assistance, including delegation with MoTI experts to China, to encourage new investment.
- Plan expansion of existing collection centers.

## **Oilseeds/Pulses**

- Continue to work with lead clients in Tigray on oilseeds and Rift Valley on pulses, including the new areas mentioned in the workplan.
- Aid pulses and sesame processors with business plans.
- Assist co-operatives and unions in BDS and marketing.
- Continue to assist ECX in warehouse receipts and other program areas such as the launch of coffee trading, and the introduction of sesame.
- Initiate the plan to start sesame and Niger seed multiplication at 4 different sites in collaboration with EIAR
- Implement the second millennium training campaign on sesame.

## **Health**

- Complete recruitment of staff.
- Select Local NGO's for subgrants.
- Conduct TOT for peer educators.
- Provide HIV AIDS awareness education for farmers attending second Millennium Sesame Campaign.

## **Business Development Unit**

- Set up and recruit team for new BDU unit.
- Continue supporting lead clients and producer and exporter associations with advising on trade fairs and market linkages.
- 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.
- Support inward and outward investment missions.

## Annex I: Success Stories

## SUCCESS STORY

# Sesame Campaign benefits thousands of farmers

More than half a million Ethiopian smallholder farmers depend on sesame, which is the country's second largest export next to coffee. Pest problems and heavy rains in the 2007/2008 season dropped export volumes from 208,917 MTs to 124,291 MTs. Countries such as India and China also had declines, however, sending market prices up. So, despite the drop in volume, Ethiopia's total sesame export value increased from \$171 million in 2006/2007 to \$185 million in 2007/2008.

The USAID-funded Agribusiness and Trade Expansion Program (USAID-ATEP) helps Ethiopia's sesame farmers solve production problems and increase quality and production through field-based technical assistance and training. To increase sesame yields and quality, the program worked with the Bureaus of Agriculture and Rural Development (BoARDs) in Amhara and Tigray, which account for more than 75 percent of the country's sesame production, to organize the "Millennium Sesame Campaign" in May and June 2008. The training campaign involved more than 8,000 farmers and extension agents and was carried out at demonstration plots in six woredas (28 kebeles) where USAID-ATEP provides technical and marketing support for cooperatives and commercial farmers. Training topics included land preparation, seed selection, weeding, Integrated Pest Management (IPM), and proper harvesting, storage and quality control.

A survey of farmers participating in the Millennium Sesame Campaign in January 2009 indicated that their average yields have increased to 6.8 quintals/hectare in 2007-08, up from 2.67 quintals/hectare during the difficult 2006-07 season, and from 5.7 quintals/hectare on average for the three years prior. Farmers attribute this improvement to favorable rains and producing conditions during the recent season, as well as the use of improved practices learned.

Another assessment carried out by the Zonal Department of Agriculture and Rural Development, responsible for the five Woredas where the campaign was conducted, also confirmed that crop losses have significantly decreased while buyers have noted that the quality of the recent crop was also improved. As a result of the positive impact, BoARD representatives in Amhara and Tigray are requesting that a new campaign be carried out in 2009 that will include new farmers in their regions.



Photos by Fintrac Inc.

Dozens of farmers listen during a Millennium Sesame Campaign training event in Amhara in June 2008.



A sesame farmer trainee shows off his produce in Serequa Kebele, Amhara.

**"Because of the better rainfall and trainings, I was able to produce almost three times more than last year on the same area of land".**

– Ato Setegn Fekadu, Sesame Farmer,  
Tach Armachiho, Amhara Region

## SUCCESS STORY

# Ethiopian horticulture producers enjoy new export

With good agronomic and climatic conditions, Ethiopia has the potential to produce fruit and vegetables throughout the year. To make the most of this potential, The USAID Agribusiness and Trade Expansion Program (USAID-ATEP) introduces growers to new export fruit and vegetable products in high demand at international markets.

According to the latest report from the Ministry of Trade and Industry (MoTI), Ethiopia's export value of fruit and vegetables is on the rise, with average annual growth over the last six years of 24 percent. In 2008, the country earned more than \$18 million from its fruit and vegetable exports, a figure which is on the rise.

For nearly a decade, JJ Kothari Farm in the Upper Awash area has produced onions, tomatoes, green peppers and other crops for the local market on its 100 hectares. Following a new arrangement with marketing company Aurora Fresh, the farm started exporting for the first time to the UK.

"After many years, getting the export market by itself is a dream come true," said Vital Dighe, JJ Kothari Farm's Manager.

Aurora Fresh is an international marketing organization that received help from USAID-ATEP in contracting with local growers to supply Ethiopian produce to its UK customers.

Since late 2008, JJ Kothari has been shipping green beans, sugar snap peas, snow peas and baby corn to the UK three times per week.

"Currently, we are exporting 4.5 tons on a weekly basis to the UK market, and prioritizing on building our market share," Dighe said.

To enable the farm to add value to its produce and meet the demanding requirements of the UK market, USAID-ATEP is providing technical assistance in pre-packing operations. In the near future, the farm is planning to grow chilies and courgette flowers to further diversify exports. Target buyers for these products are Wellpak UK and Special Fruit of Holland, both of which supply major supermarket chains.

Entering the lucrative export market required a number of on-farm investments, including new drying, packing and grading rooms, and a fully restored drip irrigation system that covers more than 100 hectares. The benefits are shared with the community as the farm has, thus far, created new employment for more than 300 farm workers in Upper Awash.

"As our sales have increased from the new exports, we now provide food, accommodation, and health facilities for our employees," said Dighe.

USAID-ATEP is a five-year initiative supporting four major agricultural sectors: Horticulture; Coffee; Hides, Skins and Leather; and Oilseeds and Pulses. Activities in the Horticulture sector focus on the provision of intensive training and technical assistance to expand and diversify the fruit, vegetables and processed foods industries.



Photos by Fintrac Inc.

USAID-ATEP Horticulture Agronomist Eskinder Kebede, left, and JJ Kothari Farm Agronomists Fuad and Bisolo, provide technical assistance at JJ Kothari Farm in Upper Awash.



Farm workers removing the sheath of baby corn prior to delivery to the packhouse

**"As our sales have increased from the new exports, we now provide food, accommodation, and health facilities for our employees."**

— Vital Dighe, Farm Manager, JJ Kothari

## Annex II: Updated Work Plan





## USAID-ATEP - Workplan &amp; Performance Monitoring Plan for 3-Year Base Period (version 19, twelfth quarterly report 03/31/09)

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			
4.3	Product-specific and technology-specific technical manuals, bulletins and other technical materials produced and disseminated (production, postharvest, processing)	2	7	9	4			4			4			4			4	4	4	4		50	technical manuals, bulletins and other technical materials produced and disseminated	copies of materials	#REF!	#REF!					X	7 completed and the rest 9 in draft form, not yet finalized
4.4	On-Farm Extension Program		100	270	50	50	50	50	75	75	90	90	90	90	90	270	270	270	270		270	2,610	On-farm extension visits made by program agronomists	CIRIS extension logs	#REF!	#REF!			X		Includes assistance provided in production, processing, marketing & BDS	
4.5	On-Farm Group Training Events		10	27	5	5	5	6	6	8	9	9	9	9	9	27	27	27	27		27	261	training events	CIRIS training logs	#REF!	#REF!		X			Includes workshop, inplant, group onfarm and individual trainings provided in different subjects	
			50	135	25	25	25	30	30	40	45	45	45	45	45	45	135	135	135	135		135	1,305	participants at training events	CIRIS training logs	#REF!	#REF!		X			
4.6	Training in postharvest handling			50										30	30	40						500	participants in postharvest training events	CIRIS training logs	#REF!	#REF!		X			101 (6 events) in postharvest management and 554 (16 events) in food safety	
4.7	Technical assistance to packhouses and micro- to large-scale horticultural processors (layout and design, equipment recommendations & sourcing, new technology demos, etc.)			5				2						14								40	packhouses and processors assisted	TA logs (CIRIS)	#REF!	#REF!			X		Trainings and technical assistance provided by Jonathan Parkin, Benjamin Mwangangi and Timothy, TA made by Ian	
4.8	New processed products for local and export market developed				1				1	1	1	1	1									10	new products developed	regular project reporting	#REF!	#REF!			X		Processing of strawberry jam by Almela and Frozen strawberry by Ilan Tot & Moringa tablets by Teppo farm	
4.9	Packhouse and processing training program (in-plant & workshops & seminars)				15	15	20							15	15	20	15	15	20			250	participants in processing training events	CIRIS training logs	#REF!	#REF!			X		Includes participants trained in packing, BRC and Globalgap	
4.10	Food Safety Systems & HACCP Program			2				2						4								12	Food processing firms implement food safety systems (e.g. HACCP or other)	Client certification records; other project reporting	#REF!	#REF!			X		IlanTot, Prins, Upper Awash, Ethiovegru & Jordan Herbs . Food safety training provided to 554 participants	
4.11	Establishment of demonstration sites at regional educational institutions (farm & microprocessing)							2														2	demonstration farms established with educational partners	Alliance agreement; regular alliance reporting; CIRIS	#REF!	#REF!			X		Vegetable demonstration site established at MARC and field day organized	
<b>4.12</b>	<b>Local Market Vegetable Program</b>																															
4.12.1	Demonstration farms established with Farmer Groups			15										3	3	4	3	3	4			55	demonstration farms established in key production regions		#REF!	#REF!			X		demonstration sites established with lead clients in different agroclimatic zones	
4.12.2	Improved Seed and Production Technologies - Demonstration Plots			1	1																	3	partner alliance established with input suppliers	Alliance agreement; regular alliance reporting; CIRIS	#REF!	#REF!			X		Programs with 6 seed companies for trials are being implemented.	
<b>4.13</b>	<b>Export Market Development Program (GlobalGAP, SPS Compliance, Food Safety &amp; Product Traceability)</b>																															
4.13.1	Work with major exporters to identify target groups for GlobalGAP certification																							target groups identified	Regular project reporting					X		Target lead farmers identified.
4.13.2	Provide technical assistance and training to support quality/safety protocol compliance and/or certification of exporters and smallholders (such as GlobalGAP, MPS, EHPEA Code of Conduct, etc)				50																	300	growers assisted on quality/safety protocol certification	CIRIS reports	#REF!	#REF!			X		Includes all lead clients (30) and growers participated in Teppo Farm (94)and MARC (20)Field day s	
4.13.3	Support development and implementation of EHPEA Code of Practice and provide technical assistance and promotional support on international accreditation to counterparts				2				1					1								7	support activities with counterpart organizations completed	Press articles; speaker lists, event report	#REF!	#REF!			X		Participation in the official launch of the Floriculture Industry Code of Conduct, KENYAGAP launch, provision of ATEP-sponsored Global Gap Atlantic and Oromifa version manuals	
4.13.4	Support development of local certification capability - ("train the trainers" program; direct support to private certification companies)			10										20								50	individuals receive advanced training in GlobalGAP protocol and certification requirements	CIRIS training logs; partner training logs	#REF!	#REF!		X			Trainings provided in internal auditing for global gap and BRC to management members and experts by QITC & Benjamin	
4.13.5	Development of local certification capability - ("train the trainers" program; direct support to private certification companies)													1								1	regional firm provide new or improved certification services	Certification received from GlobalGAP	#REF!	#REF!			X		Capacity building made to QITC on BRC and Global GAP certification	
4.13.6	Support implementation of safe use of chemicals, and identify more farmers for safe use training, and provide training directly and through farmers			300	100	100	100	100	100	100	100	100	100	100	100	500	500	500	500			3,500	farmers trained in safe use of farm chemicals	CIRIS training logs; partner training logs	#REF!	#REF!				X		
<b>4.14</b>	<b>Export Market Development Program (New Product Development)</b>																															
4.14.1	Determine target products through production, market, and competitive analysis		3	1										1									8	target crops identified over life of program based on current and changing market conditions	market surveys, competitiveness assessments, production analyses	#REF!	#REF!	X				Mangout, sugar snap peas, snow peas, baby corn, chilies, okra, baby courgettes, french beans, summer flowers, raspberries, organic peas, gentiana
4.14.2	Detail program activities and interventions for target crops (most likely are listed below)																														X	



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		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																											
5.6	Demonstration sites established at cooperatives/private farms for improved production, pulping technology, washing, drying and grading of beans			3	2			2												1						12	demonstration sites established	Technology Fund Investment reports; CIRIS	#REF!	#REF!		X				Max 3 per client																				
5.7	Establishment of low-cost cupping labs				5																					5	low-cost cupping labs established	Technology Fund Investment reports; CIRIS	#REF!	#REF!	X																									
5.8	Training to develop improved local skills in cupping to determine specialty grades, defects, etc.			5	3			3												3	3					23	trained in cupping techniques	CIRIS training logs	#REF!	#REF!	X																									
5.9	National preselection and international cupping & promotional events supported, support inward buyer missions			1	1															1						3	events supported	regular project reporting	#REF!	#REF!	X																									
5.10	Training in Rainforest Alliance third party certification process				1																					2	trained in third party certification process, Wellega and Kaffa	CIRIS training logs	1	1			X		Training provided to local certifiers to ensure sustainability.																					
5.11	Land area certified: Organic, RA, FairTrade, UtzKapeh																									Y1: 12,500 ha Y2: 22,500 ha Y3: 32,500 ha	New hectares certified starting from baseline of 1,831 ha in 2005	CIRIS	#REF!				X		22,657 ha RA and 5,916 ha organic certification benefiting a total of 16,496 farmers																					
<b>5.12 Coffee Program-Specific Impact Targets</b>																																																								
5.12.1	Total value of overall coffee exports increases																									209,000,000	value of increase in annual coffee exports	Trade and industry statistics	#REF!	#REF!		X				Includes coffe export data taken from MoTI. Total cumulative increases in sales (Oct 06 to March 09) over Oct 05 - Sept 06 baseline figure.																				
5.12.2	Total value of specialty coffee exports increases																								57,000,000	value of increase in specialty coffee exports	Trade and industry statistics	#REF!	#REF!		X				Specialty coffee export total cumulative sales increase over July 05- June 06 taken as base line data																					
5.12.3	New Client investment in new processing and cupping technology																								1,600,000	value of client and counterpart investments	CIRIS	#REF!	#REF!			X			Confirmed client and counterpart investment																					
5.12.4	Average yield and/or sales increases by program-supported farmers																								Y1: 10% Y2: 20% Y3: 25%	average yield increase for assisted farmers	CIRIS	#REF!			X			Increase in sales by \$18,774,308 for 25 program-supported farmers, from baseline of \$12,340,326 to \$39,382,837																						
<b>6 Hides, Skins &amp; Leather Program</b>																																																								
6.1	Initial selection of Lead Partners (producers, abattoirs, traders, tanners, manufacturers) & development of partner-specific activity workplans		15	15	5			5																		45	lead partners identified and partner-specific activity workplans developed	CIRIS (lead partner data & workplans)	#REF!	#REF!		X				50 partners in the HSL industry (Tanneries, abattoirs, leather factories) including ELIA																				
6.2	Coordinate and collaborate with existing industry support programs (i.e. UNIDO) and relevant government offices.		15	2																						17	Ongoing collaborations to ensure synergy		#REF!	#REF!		X																								
6.3	Training of trainers for existing ectoparasite programs; direct training where gaps exist	1	3	3	1			1																		11	Training Programs	CIRIS (lead partner data & workplans)	#REF!	#REF!		X																								
		30	90	90	60			60																		450	Technicians trained	#REF!	#REF!		X																									
6.4	Training activities in quality improvement in flaying and curing to abattoirs (training of trainers)		3	3	1			1																		8	Training Programs	CIRIS (lead partner data & workplans)	#REF!	#REF!		X																								
			150	150	50			50																		400	Technicians trained	CIRIS (lead partner data & workplans)	#REF!	#REF!		X				Total number of trainees on quality improvement, including technicians, abattoir employees, collectors and traders																				
6.5	Training activities in standardization, coding, QC, to collectors and traders		1	3	1			1																		13	Training Programs	CIRIS (lead partner data & workplans)	39	(26)		X				Collectors and traders are trained together with technicians and abattoir employees																				
			15	45	15			15																		195	Technicians trained	CIRIS (lead partner data & workplans)	#REF!	#REF!		X				Broken down from activity 6.4																				
6.6	Develop pilot traceability program to improve raw material supply to leather processors		1		1																					3	Pilot traceability programs established	CIRIS (lead partner data & workplans)	#REF!	#REF!			X			Lalagera ectoparasite control campaign on its 3rd round plus 2 support systems for farmers and traders (in SNNPR and Oromia regions) in progress																				
6.7	Explore enhancing recovery of raw stock through improved marketing																									1	Collection Center System developed	CIRIS (lead partner data & workplans)	1	-			X		29 out of 30 collection centres in Addis are operational. Hides & skins collection center at Bensa completed and made operational																					
6.8	Assist manufacturers in business and investment planning																									4	Manufacturers assisted	CIRIS	4	-			X		Jonzo Leather, Atlas PLC, Cro Leather and Wondi Hides & Skins trading business plans supported																					
6.9	Supporting inward missions				1																					1	1	1	5	Inward missions supported through cos share.	#REF!	#REF!		X			Includes outward missions. Lyon, Moscow, Brazilian and Hungarian missions, The Train Fashion Show (New York), Paris Sur Monde, NewYork & Los Angeles Trade Fair.																			



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		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																											
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	3	3	3	3		27	AGOA and other trade protocol training event held	CIRIS	#REF!	#REF!					X																								
8.3	Address constraints where policy interventions are needed/assist with issues paper development		1	1				1											1		1			6	Issue papers developed, presented at Ministerial level	CIRIS	#REF!	#REF!				X																								
8.4	Support to national-level conferences and consultative groups supported to address policy constraints		1	1														1		1				6	project support to national-level conferences and consultative groups	CIRIS	#REF!	#REF!		X																										
9	<b>Other Cross Cutting Activities: Organizational Development, Partners/Alliances/BDS, Gender Mainstreaming, Environmental Management, HIV/Malaria</b>																																																							
9.1	<b>Organizational Capacity Development</b>																																																							
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	#REF!	#REF!						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	#REF!	#REF!					X	26 contact farmers trained in Eastern Hararge																						
9.2	<b>Partners Fund, Alliances, and BDS</b>																																																							
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			3												3				20	Agreements designed and operational	Copy of agreements	#REF!	#REF!		X					14 PF awards; 40 TF awards																					
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	#REF!	#REF!			X			Clients' and partners' total confirmed investment in Technology and Partner Fund Awards																						
9.3	<b>Gender Mainstreaming</b>																																																							
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	<b>Environmental Management</b>																																																							
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	#REF!	#REF!				X		Farmers trained in IPM and related topics such as chemical safety, EUREPGAP, Millennium Sesame campaign and production systems.																					
9.5	<b>HIV/AIDS and Malaria</b>																																																							
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	#REF!	#REF!				X		Working in collaboration with government health institutions and other NGOs																					
10	<b>IR and other Global Results Targets (all targets by Mar 2008)</b>																																																							
10.1	Increased value of exports of target sectors																																																							
10.1a	Increased value of exports of target sectors (cumulative total increases)																								789,750,000	value of cumulative total increased annual exports	Official trade statistics	#REF!	#REF!				X		Export data taken from MOTI. Total cumulative increases in sales in four sectors (Oct 06 to March 09) over Oct 05 to Sept 06 baseline figure.																					
10.1b	Increased value of exports of target sectors (cumulative new increases)																								457,170,000	value of cumulative new increased exports	Official trade statistics	#REF!	#REF!						Export data taken from MOTI. Total new increases in sales in four sectors (Oct 06 to March 09) over Oct 05 to Sept 06 baseline figure.																					
10.2	Client and counterpart investments																								22,600,000	value of client and counterpart investments	CIRIS + validation; field surveys	#REF!	#REF!				X		Clients and counterparts confirmed investment in CIRIS																					