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## QUARTERLY REPORT 13: April to June 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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Annex I: Updated Monitoring Action Plan and Performance Table

## 1.0 Executive Summary

This is the 13<sup>th</sup> quarterly report for the Ethiopia Agribusiness and Trade Expansion Program (USAID-ATEP) covering the period April to June 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, and infrastructure upgrades. We assist in creating linkages with buyers in East African, Middle Eastern, European, Japanese and US markets. The newly incorporated Health Sector working on HIV/AIDS awareness raising and prevention is mainstreamed with the existing sector activities.

Major achievements this quarter include:

### General:

- The work plan and budget for years four and five was approved in June, and implementation initiated immediately.
- Training this quarter was provided to 23,038 (4,378 female) farmers in all sectors. Most of these farmers were trained in the Second Millennium Sesame Training from May 4 to 21, 2009 in the regions of Amhara and Tigray with concurrent HIV/AIDS awareness raising training being provided. To date, a total of 59,163 (7,964 females) farmers, processors, collectors, suppliers and extension agents have been trained in 713 training events and field days in all ATEP sectors.
- Technical assistance was provided to lead clients and beneficiary farmers on production, processing, marketing, post harvest handling, and BDS with 340 extension visits. To date a total of 3,250 technical assistance visits have been made to clients and beneficiary farmers in all sectors.
- \$12.8 million (\$0.365m in this quarter) client and partner investments have been leveraged in improved agricultural production and processing technologies, including production systems, processing equipment, infrastructure, etc.
- Three market linkages and one tradeshow events were facilitated involving lead clients and counterpart associations in horticulture, HSL and coffee sectors in this quarter. To date, 20 tradeshow and roundtables and 89 international and local market linkage events have been facilitated.
- Field assessment of ATEP lead clients was done on environmental problems such as chemical usage, safety and related activities by Fintrac senior agronomist Dr. Richard Pluke. The findings will help to mainstream environmental management and take mitigation measures in ATEP intervention activities.
- Program expenditures are on target with \$1,246,586 utilized this quarter. To date, \$11,924,489 (56% of the total program budget) has been expended.

### Sector:

#### Horticulture

- In the horticulture sector 149 lead clients and beneficiary farmers were trained and 239 technical assistance visits were made to lead clients and small hold farmers.
- The horticulture sector co-financed and took part in the National Fruits and Vegetables Exhibition and Symposium organized by the SNNPR BoARD. One of our lead clients, GADCO Enterprise, hosted the Banana Field day as a side event.
- Two market linkages were facilitated among lead clients and Dutch input suppliers in the horticulture sector.
- The current status of the Pesticide Initiative Program (PIP), its source of funding and the need for application of PIP was presented and discussed to EHPEA & EHDA by Sandi

Roberts, a horticulture consultant from Zimbabwe. The consultant also conducted training needs assessment for farm agronomists.

#### Coffee

- Technical assistance focusing on major production practices such as sucker and regrowth control, weed management and mulching was provided to twenty three coffee lead clients and demonstration sites in this quarter.
- To commence implementation in the new intervention area of Eastern Hararghe, the coffee sector manager conducted a comprehensive site assessment.
- To start implementation of coffee program in Eastern Hararghe, preliminary assessment and site selection has been conducted in May and based on this it has been determined that five Woredas that produce 80 percent of the coffee in Eastern Hararghe will be the primary focus of ATEP assistance in year 4&5.

#### Hides, Skins and Leather

- A group comprising of eleven footwear producers was assisted to visit Aokang Shoe Company, a major footwear factory in China, as part of the footwear export market initiative.
- The assistance to the Ethiopian footwear industry to penetrate niches in the US footwear market continued this quarter with the first trial orders valued at USD\$ 96,000(FOB) placed with three US buyers namely Bakers, Harbor and Deer Stags in June that will be supplied in July & August.
- With the 3<sup>rd</sup> and 4<sup>th</sup> round ectoparasite treatment campaign continued in Lalo Gera, in this quarter 62,548 heads of sheep and goat have been treated in the four targeted Woredas.

#### Oilseeds and Pulses

- The Oilseeds and Pulses sector conducted the Second Millennium Sesame Training Campaign, during which 21,843 (4,100 females) farmers in major sesame growing areas of the Amhara and Tigray Regions attended. The training was conducted during May 4 to 21, 2009 in collaboration with the regional BoARD of the two regions.
- On-farm technical assistance was provided to eighteen lead and non lead clients in the oilseeds and pulses sector focusing on BDS and production systems.
- With seed multiplication support in collaboration with the Agricultural Research Centers in Amhara, Tigray and Oromiya regions sesame and neoug has been sown in 91 and 30 ha of land respectively in this quarter.

#### Health

- The health sector provided HIV/AIDS prevention and awareness raising training to 14,559 (3,434 females) farmers in Amhara and Tigray regions concurrently with the Second Millennium Sesame Training.
- The selection of twelve local NGOs that execute the health sector activities at community level was finalized. A grant fund is awarded to two of these NGOs, and the remaining selected local NGOs will be awarded in the upcoming quarter.
- The process of establishing a new Business Development Unit replacing the former Trade and Investment Sector is underway, including recruitment of the team members.

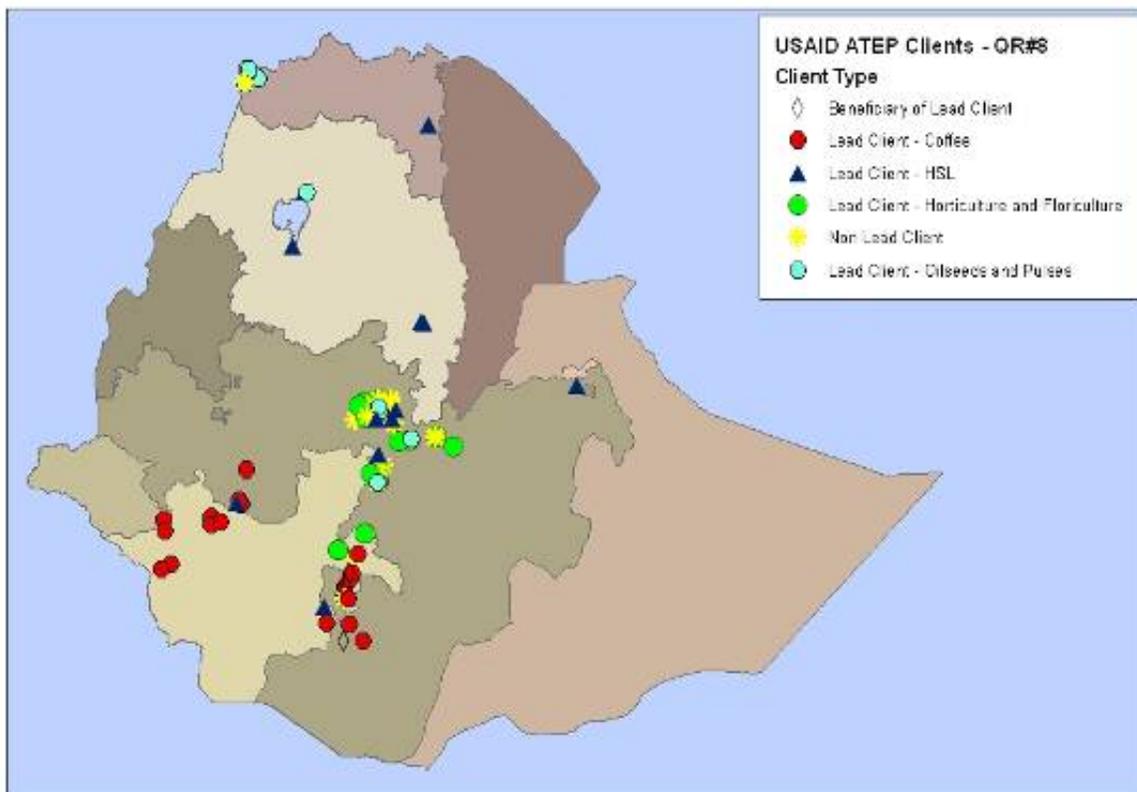
The updated Monitoring Action Plan and Performance table is attached as an annex to this report. This document and all other project publications are available to USAID through the password-protected ATEP intranet site: [www.fintrac.com/ethiopia](http://www.fintrac.com/ethiopia).

## 2.0 Introduction

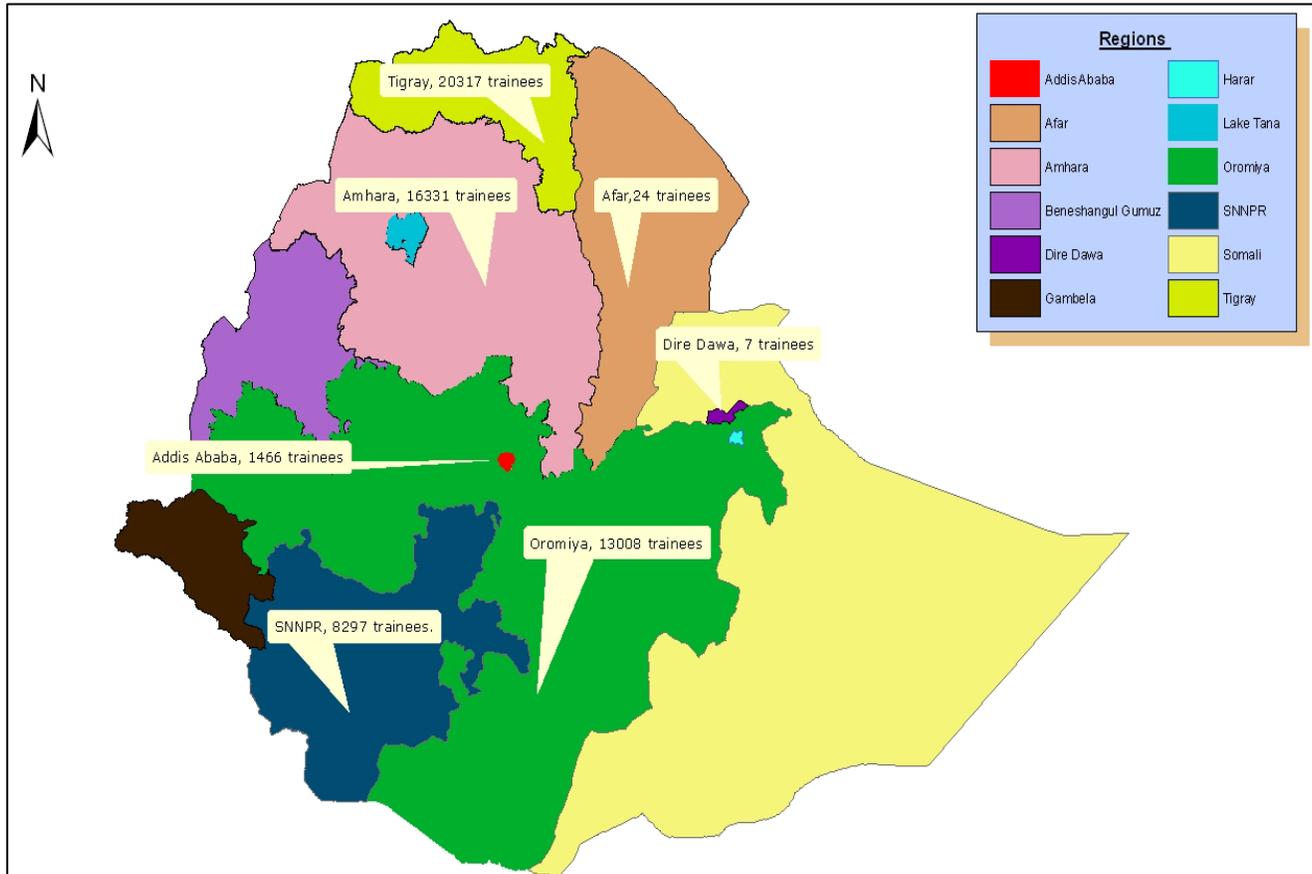
The Agribusiness and Trade Expansion Program (USAID-ATEP) is a five-year initiative of the United States Agency for International Development that is improving the productivity and sales of thousands of Ethiopian farmers, processors, traders and exporters. These clients produce and export a wide range of products, including horticulture, coffee, oilseeds, pulses, and hides, skins and leather goods. Project technicians are providing training and technical assistance to more than 90,000 producers, traders, co-operative and union members, processors, exporters and other smallholder farmers.

In the 38 months since project inception, export quality from participating coffee, sesame, and hides producers has increased; model pack houses, 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 Quarterly Progress by Project Component

This section provides a summary of activities carried out within each project component, pegged to the Monitoring Action Plan and Performance Table that was approved by USAID and the Project Steering Committee (Annex I).

#### 3.1 Communications and Reporting

- Three USAID/AATEP Monthly Updates for April, May and June, were completed and distributed to USAID, Steering Committee members, and counterparts. A new and exciting format for the Monthly Update was introduced for the May issue and an aggressive distribution system was launched with the aim of increasing Monthly Update circulation to over 1,000.
- The Performance Monitoring Plan was updated and reformatted through the efforts of Fintrac M&E Specialist Mike Reiter and the ATEP M&E Coordinator Asmare Melesse as of June 30th 2009, and submitted to USAID. 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 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 report is updated on a quarterly basis using data from CIRIS and other M&E reports coming in from the field, interviews with clients etc. In this quarter, training was provided by Fintrac M&E Specialist Mike Reiter to ATEP staff members on the basic features of the new CIRIS version. All staff had the new CIRIS version 4 uploaded on their computers by Eron Prosper, the Fintrac IT Specialist.
- The Year 4 and 5 work plan and budget incorporating the recommendations from the Mid Term Evaluation, were approved in June and implementation initiated immediately.

### 3.3 Business Development Services

Formerly called the Trade and Investment Unit, the new Business Development Unit was designed to focus on client sustainability, business management improvement, especially at the cooperative union level, and structural modification that will address constraints to production and marketing. The Unit will also continue its ongoing work with clients on market information, trade mission support, business plan preparation, credit facilitation, and will continue its role in the USAID Development Credit Authority (DCA) loan guarantee program.

Staffing the unit will be completed in August 2009 and will comprise of the following positions:

- BDU Manager (position filled by August 2009)
- BDS Specialist (Bruck Fikru)
- Structural Modifications Specialist (Position filled in August 2009)
- BDU training Specialist – Coffee sector (Position to be filled by Aug 2009 – based in AA)
- BDU Training Specialist – Oilseeds Sector (Position to be filled in Aug 2009 – based in Gonder)
- BDU Training Specialist – Horticulture Sector (Gebremichael Habte – based in AA)

**Business Training for Farmer Organizations:** The oilseeds and pulses program, the coffee program, and to a limited extent, horticulture, work primarily with Farm Cooperative Unions (FCUs). A BDU training specialist will be seconded to these sectors to develop the business planning skills of FCU managers, enabling them to expand production and marketing of cooperative member produce. These two field-oriented training specialists will have a direct line reporting relationship to the relevant Sector Manager, plus an indirect reporting relationship to the BDU Sector Manager in terms of train-the-trainer support and additional monitoring of field-based training.

- To date, BDS and capacity building training was provided to 37 groups consisting of farmers' cooperatives and unions in oilseeds and pulses, coffee and HSL sectors that involved 387 members.
- In the first phase of the program BDS and capacity building training was provided to 26 farmer groups that have been organized in Western Hararghe.

**Business Development Services Coordination:** The BDU will have one full-time BDS Specialist to support the cross-sector coordination activities of all BDS providers supported by USAID-AATEP. Financial BDS providers include commercial banks, micro-finance institutions, venture capital organizations, credit-guarantee schemes, financial consultants, insurance companies. Non-financial service providers include trade associations, inputs suppliers, certification companies, training organizations, logistics companies, and other private-sector services. The BDS Specialist will also coordinate a complimentary service to USAID-AATEP clients and counterparts on Corporate Business Management, covering business training for management, business planning skills and advanced financial management. Resources for this service will be provided from both local and international short-term consultancy and in-house expertise.

- To date, the project has assisted 62 current and prospective clients to develop business plans including feasibility studies for production and value-added processing activities.
- There have been sixteen loan applications submitted by clients so far, leading to \$2.6 million in loans approved for seven USAID-AATEP clients. Of the seven approved loans, two come under the USAID DCA credit guarantee scheme.

**Structural Modifications:** A BDU Structural Modifications Specialist will coordinate work with sector teams to capture and document various constraints to growth in the product areas where the program is active. Constraints will be documented as "structural modifications" which, if addressed, will result in an improved growth for Ethiopian agriculture. In accordance with the program's BDS strategy for sustainability, these issues will be raised with and presented through the relevant trade associations and other designated agencies in each of our targeted sectors (such as the National Coffee Sector Task Force and the Ethiopian Horticulture Development Agency), thereby strengthening the advocacy roles and abilities of these counterparts. This activity will be managed by a local long-term employee within the Business Development Unit.

The Program is assisting the business sector 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 seven cluster meetings in the leather sector, twelve coffee stakeholder forums, four strategic meetings with producer associations, and two airport refrigeration/reefer business forums. These are aimed at working and discussing with stakeholders to overcome general policy and infrastructural constraints.

**Market Linkages:** Trade mission and inward investor support will continue on a cost-sharing basis in instances where the COP and sector managers deem these opportunities to be promising enough to warrant program support. In addition, the BDU manager and staff, supported through specialized consultants, will focus on key market issues affecting the four commodity sectors.

- In this quarter, the Horticulture Sector facilitated two market linkages among lead clients: Ethiopia Magical Farm and Awassa Greenwood and Dutch marketing and seed companies: BARREVELD and Pop Vriend respectively. Mr Evert Barvelt a representative of a major marketing company in Holland visited Ilan Tot, Teppo Farm, Ethio-Vegfru, and Luna Fruits Almata & Magical Farms. Two Dutch companies Bejo and Vried Seeds visited project

clients and assessed the potential of seed and beans production of the farms.

- As part of the Ethiopian footwear export initiative, the first trial orders valued at USD\$ 96,000 were placed with three US buyers this quarter (Bakers, Harbor and Deer Stags).
- Ethiopian Coffee Exporters Association (ECEA) was sponsored to participate at the 21st Annual Explosion of the Specialty Coffee Association of America (SCAA) in Atlanta, Georgia during April 16-19, 2009. The tradeshow attendance in Atlanta SCAA is expected to build on the momentum produced by similar events as SCAA and EAFCA previously conducted to introduce Ethiopian Specialty Coffee in the international market.
- To date, 89 international & local buyer linkages have been initiated or facilitated through tradeshows, roundtable events, and client visits.

### **3.4 High-Value & Added Horticultural Program**

The program continued its intensive training and technical assistance activities with lead clients and beneficiaries in support of fruits and vegetables as well as the local market supply of vegetable crops to domestically-based fresh and processed markets.

#### ***Clients***

To date, thirty lead clients including producers, farmer groups, exporters, water user associations, and 706 beneficiary farmers (working directly with lead clients) are receiving ongoing technical assistance and training from the program's six field technicians and various consultants. Many of these are new farmers (290) in the CFC smallholder project under Meki Batu Union. Export crops include bobby beans, snow peas, sugar snap peas, baby corn, chilies, courgettes, raspberries and table grapes as well as smallholder flowers. Major crops produced for the domestic market include tomatoes, potatoes, onions, chilies and cabbage.

- Lead horticulture clients achieved an average increase of 114% in local and export sales (\$5,401,910.09) since the beginning of the project, with total cumulative sales over baseline reaching \$15,229,154.
- Horticulture clients and counterparts have invested a total of \$8,453,000 to date (\$365,000 in this quarter) mainly on production, processing and marketing infrastructure, and equipment.

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

- With the smallholder farmer's support, the program continued its assistance to EHPEA small holder project in Ziway and Meki areas in partnership with CFC where more than 290 small hold farmers are receiving technical assistance and training on vegetable production for two packing operations in Meki, and Adami Tulu.
- For Meki Batu Farmers Union, this quarter has been the end of green beans harvesting season and export through a local market linkage created with Ethioflora, one of ATEP's lead clients. ATEP agronomists have been assisting farmers in harvesting and packaging of green beans for Meki Batu Farmers union. The total beans sale by the union in 2009 has been \$79,401 (\$68,753 for export and \$10,648 for local sales) showing an increase of more than 50% from 2008 baseline sales.

- Africa Juice at Tibila State Farm has slowly but surely started production of passion fruit seedlings and other preparatory activities. As part of its assistance to this effort ATEP has established passion fruit demonstration trial in one smallholder farm in this quarter.
- The program carried out 239 technical assistance visits this quarter (2,251 to date) to horticulture client farms focusing on land preparation, mulching, seedling production, drip irrigation, pest and disease control including IPM, use of hybrid seeds, postharvest handling, and analysis of production costs and margins. Among lead clients that received technical assistance in this quarter include Almeta Impex, Awassa Green Wood, Liuna Fruits, Ethiflora and BDS suppliers.
- As part of capacity building and technical assistance initiatives, Sandi Roberts, a horticulture consultant from Zimbabwe visited EHPEA, EHDA and CFC. She presented and discussed the current status of the Pesticide Initiative Program (PIP), source of funding for PIP and the need for its application. Based on the discussion with officials of EHPEA and EHDA there is a positive response for the application of PIP in the near future.
- Training continued for farmers in improved production, postharvest handling and GAP protocols. A total of 256 (18 in this quarter) on-farm production training events covering horticulture crops have been carried out to date for 3,749 (149 this quarter) participants. Major trainings this period included vegetable and fruit production, harvesting and use of hybrid seed. The training provided in this quarter is shown by training subject in the following table.

**Table 1: Horticulture Training by Subject (April - June 2009)**

Training Subject	Participants			No. of events
	Male	Female	Total	
Fertilization	5	-	5	1
Irrigation System - Fertigation	30	5	35	1
Land Preparation (including bed making)	5	8	13	1
Plant Propagation	8	2	10	3
Production Systems for Specific Crop (s)	16	37	53	8
Seedling Production	17	16	33	4
<b>Total</b>	<b>81</b>	<b>68</b>	<b>149</b>	<b>18</b>

### ***Business Development Services***

- The national seed releasing committee has approved registration of the tomato (Shanty and Irma varieties) and onion (Neptune Variety) hybrid varieties this quarter that were demonstrated by ATEP in collaboration with the Melkassa Agricultural Research center in late 2008. One of the major problems for farmers engaged in fruits and vegetable production is the lack of improved seed supply. The approval of the registration of seed will enable farmers to have access to higher yield and disease resistant seed varieties. Axum Green Light, one of ATEP BDS clients, previously involved in following up the registration of the seed, is now able to sell these seeds to smallholder farmers. The results on the seed availability and impact will be monitored.
- Two lead clients, JJ Kothary and Margin Par PLC, were GLOBAL GAP certified this quarter with the training and technical assistance from ATEP. This creates opportunity for the

farms to be competitive in the export market.

- The ATEP Horticulture Unit co-sponsored the National Fruits and Vegetables Exhibition and Symposium organized by the SNNPR BoARD. ATEP demonstrated its overall activities in relation to its fruits and vegetable development at its booth, and distributed tomato, and onion production and GLOBAL GAP manuals that were translated into Amharic. The Exhibition was visited by more than 500 producer farmers, members of the international community and governmental representatives.
- In addition to the symposium, one of ATEP lead clients in Arba Minch, GADCO Enterprise, hosted a Banana Field day as a side event where more than 50 participants attended the field day. Amharic versions of GLOBAL gap and tomato and onion production manuals produced by ATEP were distributed to 30 participants.
- As part of the BDS support to EHPEA and the newly established Horticultural Development Agency (HDA), copies of Kenya GAP and Zimbabwe Code of Practice documents were provided upon request by these agencies.
- As part of the BDS support to EHPEA, Fintrac IT Senior Specialist, Eron Prosper reviewed the association's website and recommended on ways to improve its content, in order to increase internet traffic, revenue and reach.

### 3.5 Coffee Program

#### *Clients*

The project works with 27 lead coffee partners (as well as 6 non-lead clients), comprised mostly of millers, exporters, and 38,779 beneficiary farmers. The project has also 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 \$45,346,405 (\$5,963,568 this quarter) representing an increase of \$18,567,713 (150%) after baseline (\$12,340,326).
- Preliminary assessment and site selections have been carried out in the coffee growing areas of Eastern Hararghe. The selection of lead clients and assigning of coffee agronomists will be carried out accordingly. It has been determined that five Woredas produce 80 percent of the coffee in Eastern Hararghe and those areas will be the primary focus of ATEP assistance. Problems identified that will form the basis for the Harar action plan for the next two years are:
  - Coffee Berry disease
  - Post harvest handling
  - Branching
  - Weed control and
  - Coffee harvesting and processing

#### *Technical Assistance and Training*

ATEP assistance for coffee farmers is provided through group trainings, extension visits, on farm trainings, at cooperative farms and coffee mills. Revised Coffee production manuals have been

distributed to lead clients and smallholder farmers.

- Technical assistance was provided for twenty three lead clients and small holder demonstration plots with 61 extension visits on agronomy, harvesting, processing and sucker and weed management practices. To date, a total of 653 technical assistance visits were made to lead client farms and small hold farmers. Among coffee lead clients that received technical assistance in this quarter include Amaro Gayo coffee, Green Coffee Agro Industry, IPS, Limu Kossa Plantation's Bagersh and SMS.
- 64 lead client and beneficiary farmers were trained on coffee production and processing techniques in four events in this quarter. To date, ATEP has trained 18,605 farmers with 202 events in the coffee sector; the majority of which was covered during the first and second Millennium Training Campaigns.

**Table 2: Coffee training by subject (April - June 2009)**

Training Subject	Participants			No. of events
	Male	Female	Total	
Coffee Production Systems	4	-	4	1
Cupping	44	-	44	2
Fertilization	12	4	16	1
<b>Total</b>	<b>60</b>	<b>4</b>	<b>64</b>	<b>4</b>

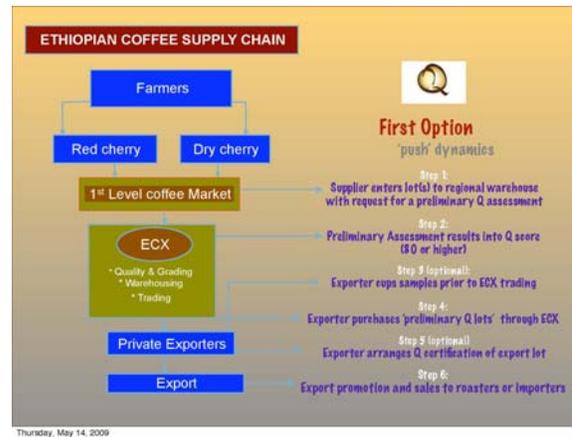
### ***Rainforest Alliance Certification Program***

- Technical assistance and training on Rainforest Alliance Certification continued this quarter and RA Sustainable Agriculture Training was provided to two coffee plantation development farms and Yirgacheffe Farmers Cooperatives Union for the coming harvesting season certification. RA has also provided local auditing certification training to two RA auditors. RA has planned to undertake certification of approximately fifteen new producer groups and five new large farms representing some 15,000 smallholders and 20,000 ha to receive direct training and technical support in Ethiopia during April 2009 – Jan 2001.
- ATEP RA certified clients Belete-Gera forest coffee, Ethio-Agriceft plc Gemadro coffee Plantation and WaBub forest coffee producers were visited by Java Coffee who owns a chain of over 200 restaurants in Belgium and Netherlands called Panos. Java Coffee has committed to serve RA certified coffee.
- In June 2009, RA's local representative Assefa Tigneh along with Alex Morgan presented a report and demonstrated the impact of its work in Ethiopia as well as provided different promotional materials to high-level US officials visiting Ethiopia through USAID.
- To strengthen its local institutional relationships and increase knowledge of RA sustainable agriculture concepts, this quarter RA has conducted different stakeholder consultative meeting such as with USAID-ATEP, WTO, GTZ and Original Food etc. The meeting in May with Tom Car, new COP of USAID/ATEP provided an opportunity to explore linkages between the Rainforest Alliance program in Ethiopia and Fintrac's other coffee partners, Boot Coffee and the Coffee Quality Institute (CQI).
- To date, RA organic certification of coffee under USAID-ATEP is 28,613 hectares that belonged to more than 16,496 coffee producing farmers.

**Marketing Program - Specialty Coffee**

ATEP sponsored the Ethiopian Coffee Exporters Association (ECEA) to participate at the 21st Annual Exposition of the Specialty Coffee Association of America (SCAA) held in Atlanta during April 16 -19, 2009. Boot Coffee Consulting and Trading, implementing consortium partner of ATEP has made discussions with ECX and GoE to assist the exchange with the Q grading of specialty coffee.

- Subsequent to the Q grading trainings in Jimma and Dire Dawa in the previous quarter, a final Q grading test was given to twenty-three cuppers of which eighteen cuppers passed as Q graders and three as star cuppers. This was taken as a retake or a second opportunity practical test. In some cases theory was offered as a refresher course. The test was provided by CQI trainer Manuel Diaz and local CQI representative Daniel Mulu. The training took place at the Coffee Liquoring Unit (CLU) laboratory in Addis Ababa during May 19 - 22, 2009.
- Coffee marketing consultant Willem Boot has designed three marketing options for the ECX specialty coffee marketing utilizing the Q grading system that allows for traceability and origin. ATEP will work with ECX staff to fine-tune the appropriate model in time for the upcoming SCAA/ECX meeting scheduled for September.



**3.6 Hides, Skins & Leather Program**

**Clients**

Clients in the HSL sector include all members of the value chain: farmers, abattoirs, tanners, traders, finished product, leather clothing, and 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. To date, the project is working with 50 lead clients and partners.

- Collectively, to date 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**

- With the pre-harvest intervention to improve the quality of hides skins and leather in collaboration with the Amhara region BoARD, the 3<sup>rd</sup> and 4<sup>th</sup> round ectoparasite treatment in Lalo Gera has continued and in this quarter 62,548 heads of sheep and goat have been treated in the four Woredas. To date, a total of 197,548 heads of sheep and goats have

been treated in the third and fourth rounds in the four Woredas. The 3<sup>rd</sup> and 4<sup>th</sup> treatment campaign experienced a minor setback due to a government change in treatment strategy from a free intervention scheme to a payment-based one. The treatment will resume during the months of September-October after suspending during the rainy season (June to August).

- Preparations are underway to undertake pre-harvest pilot efficacy trials with diazinon at the Debre Berhan Research Centre co-funded with Pittards Ltd UK.
- With respect to the training to date the project has conducted:
  - 28 trainings for 589 technicians in the area of ectoparasite control;
  - trainings for 792 abattoir staff;
  - Training for 646 collectors and traders in skinning/flaying and post-slaughter care.
- ATEP is collaborating with Rotary International for the initial remittance of \$25,000 received in previous quarter from by Wisdom Microfinance, via World Vision, to be used as a microfinance revolving fund. This will benefit five cooperatives and extend the HSL collection centers and training of CAHW's into other cities in Ethiopia.

### ***Institutional Capacity Building***

- A new Partner Fund for Ethiopian Veterinarian Association (EVA) is being developed for implementation next quarter. This will provide capacity building activities including manpower development, and office equipment provisions to enable EVA to increase its participation in disease control and all animal health issues in the country.
- ELIA as a long-standing implementation partner with ATEP, the new two-year Partner Fund is under development and this will provide an opportunity to build its capacity to take over full role of the Cluster Working Groups and other initiatives undertaken by the project.

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

- The Taytu consortium achieved total cumulative local and export sales of \$181,918 (\$9,500 USD local sales this quarter). Over 70% (\$128,556 of the total sales) is export sales made to the US, Canada, European and Japanese markets.
- The assistance to the Ethiopian footwear industry to penetrate niches in the US footwear market has continued this quarter.
  - In April, an eleven-member delegation from the Ethiopian footwear industry visited one of the biggest shoe factories in China with a production capacity of 50,000 pairs of shoes per day. The visit provided the delegation with a vision of the Chinese supply and value chain operations and its competitive edge in the footwear industry.
  - Contacts were made with Chinese footwear input suppliers, providing more competitive pricing than their European counterparts.
  - USAID/ATEP HSL sector manager, Teshome Kebede, in conjunction with US footwear manufacturer and marketing consultants, Alan Sorofman and Richard Sigel, traveled in June to the US to demonstrate samples of footwear products and facilitate market linkages with nine US buyers. A total of three US have shown a strong interest for trial orders.
  - The first trial orders of 8,320 pairs of shoes valued at \$96,000 (FOB) were placed

with three US buyers namely Bakers, Harbor and Deer Stags in June. This will be supplied in July and August 2009 by three local shoe manufacturers namely Anbessa, Pea Cock and Walia Shoe factories located in Addis Ababa.

- The first commercial size order valued \$930,000 is expected in September -October based on the success of the trial orders by the three buyers.

The following table shows the quantity and value of the first commercial size order expected to be realized in the upcoming months of September and October.

**Table 3: Expected Footwear Commercial Size orders by company**

Company	Styles	Minimum Order	Unit Price (\$)	Total Price(\$) (FOB)
Bakers	3	10,000 prs	8.00	\$240,000.00
Harbor	3	10,000 prs	11.50	\$345,000.00
Deer Stags	3	10,000 prs	11.50	\$345,000.00
Total expected order in one color three styles per cycle				<b>\$ 930,000.00</b>

### 3.7 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.

#### **Clients**

The project is working with 24 lead clients (two new clients this quarter) engaged in oilseeds production, processing and marketing, including six large Farm Cooperative Unions (FCUs), one commercial farmers association; three investors; five smallholder farmers; and six exporters.

- These groups represent over 50,446 beneficiary client producers, mainly of farmers cooperative union members.
- Total client investments to date for the sector reached \$1,930,774, which is mainly on infrastructure and equipment production and value added processing.

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

- Following encouraging results of the first Millennium Sesame Training Campaign conducted last year, the Second Training Campaign was organized in this quarter in eight sesame growing woredas and 66 kebeles of Amhara and Tigray regions with 21,843 (4,100 females) smallholder farmers participating in the training. The training focused on quality production, processing, production and marketing of sesame. The training was provided in collaboration with the Agriculture and Rural Development Bureaus of the respective regions from May 4 to 21, 2009.
- The Millennium training was supported with visual aids including posters on sesame seed bug, webworm control and Good Agriculture Practices (GAPs). More than 12,000 posters featuring sesame seeds were distributed to the training participants. Training Manuals on Sesame agronomy, use of agrochemicals and sesame seed bug and web control were

prepared and more than 250 manuals have been distributed to agricultural experts and extension agents of the respective Woredas.

- In addition to the second Millennium training campaign, group training was provided to 965 members of Dansha Farmers Cooperative union on weed management, pests and disease control and crop protection practices.

The following table shows the training provided in this quarter by region.

**Table 4: Sesame quality improvement training by Region & Woreda (April - June 2009)**

Region	No. of Woredas	No. of Kebeles	Participants			No. of events
			Male	Female	Total	
Amhara	5	34	6,174	565	6,739	34
Tigray	3	32	12,321	3,738	16,059	33
<b>Total</b>	<b>8</b>	<b>67</b>	<b>18,495</b>	<b>4,303</b>	<b>22,798</b>	<b>67</b>

*Note: More than 95% of the training participants were reached through the II Millennium Sesame Training Campaign*

- To date, 171 field-based trainings events have been carried out for 34,775 beneficiary farmers (5,400 female) in the areas of production, Integrated Pest Management (IPM), weed control, proper use of pesticides, quality standards and marketing of sesame in the Humera, Dansha, Shiraro, Armachio, and Metema areas in northwest Ethiopia. More than 90% of these farmers were reached through the first and second millennium training campaigns.
- Technical Assistance was provided to twenty one lead and non lead clients on post harvest handling and production. To date, on farm TA visits to lead clients in this sector have reached 273 (50 in this quarter).

### **Seed Multiplication**

With the objective of supplying quality seed to farmers, the project is supporting multiplication of quality sesame and neoug seeds in collaboration with the Agricultural Research Centers in Amhara, Tigray and Oromiya regions.

- In this quarter, multiplication of sesame seed as an initial seed source for multiplication of the seed in Metema and Humera Agricultural Research centers was completed with a total of 18.5 quintal sesame seed produced. Out of this seed, 300 kg of seed has been distributed to Metema (sown on 11 ha) and Humera (sown on 30 ha) Agricultural Research Centers. In addition to this, the Humera Agricultural Research center has planted the 'hihir' variety, a locally selected sesame seed, on 50 ha of land.
- Similarly, multiplication of 'neoug' seed is initiated in collaboration with Holeta Agricultural Research Center in Ambo area and 3.6 quintal of neoug has been sown in 30 ha area of land owned by 120 farmers.
- Both the sesame and neoug seed multiplication initiative is expected to solve shortage of quality seed supply for farmers in the next production seasons enabling approximately 10,000 farmers to get access to quality seed on a credit and sales distribution system.

### ***Institutional Capacity Building***

- The project has co-financed the publication of EPOSPEA monthly bulletin for the Ethiopian Pulses, Oilseeds and Spices Producers and Exporters Association (EPOSPEA). The publication will serve the association as a channel to disseminate local & international market information, a tool to advocate common interests & issues of its members, and medium with its members and other stakeholders.
- A new Partner Fund is under development to further develop association's capacity to participate in national level policy and structural modification dialogue in conjunction with the newly established ATEP Business Development Unit.

***Witnessing the assistance of ATEP, EPOSPEA President Dr Mussie Yakob*** — said, "EPOSPEA bulletin, which is published with the financial support of USAID-ATEP, is our major policy advocacy tool. We have a wide distribution list including top government bodies such as the Prime Minister's Office, the Parliament, and the President's Office."

### **3.8 Technical Support to Ethiopian Commodity Exchange (ECX)**

USAID-ATEP has continued its assistance to ECX with four senior specialists and officers placed at the exchange. The specialists are responsible for warehouse operations, legal compliance, business planning and financial management activities. Technical training for Q grading systems conducted by CQI has been discussed under the coffee section. Plans for collaboration between ECX and ATEP on sesame trading in Amhara and Tigray regions are under way. Currently, ECX is establishing a warehouse system in Gonder and ATEP is working with the five main farmers cooperative unions already associated with ECX. At present, ECX has 1,200 trading members including its 100 founding members.

- **Coffee:** Since it started trading coffee in December 2008, to June 2009 ECX has traded 107,513 MT of coffee valued 2,479,270,987 birr (about \$225 million) the majority of which is for export market. Trading of coffee by ECX is now gradually increasing.
- **Sesame:** Recently ECX has started marketing of sesame under its system and during April to June 2009, 230 MT of sesame valued 3,281,200 birr (\$ 298,290) was traded. ATEP will assist and work closely with cooperatives and unions in the Northern Ethiopia to trade sesame through ECX.
- **Others:** ECX has also traded 1,080 MT of Maize & Wheat valued 4,924,600 birr(about \$437,742 ) and 555 MT of Peas and Beans with the value of 3,296,400 birr (\$293,013) during April 2008 to June 2009.

Based on the interview conducted by ATEP with the staff members and trading members of ECX, the electronic exchange system has been functional by improving the traditional marketing system that lacked grades and standards, contract enforcement mechanisms, fairness and transparency.

Some of the interview quotes that substantiate the above conclusion are highlighted below:

“The trainings were fundamental to provide quality service to clients. Our clients are satisfied of the services, and are building trust on ECX day by day,”— **Yalemzewd Shiferaw, Saris warehouse supervisor. The warehouse, located in Addis Ababa, is the biggest among ECX-operated warehouses with a combined carrying capacity of 30,000 metric tons.**

“ECX has succeeded to change the rule of the game in a way that guarantees quality and standards that have been absent. I am assured to collect payments on time as well,” Abebe said. On his part Hamid added, “For the past one year the system was a zero default system, but still, we need to share the experiences of other countries and customize it to our situation. There is always a room for change and improvement to get closer to perfection.” --- **Abebe Atew and Hamid Hussien are among the trading members of ECX. Both have been in the coffee and grain business for more than 20 years. They have traded more than 3,000 metric tons of coffee through the system to date.**

### 3.9 ATEP Health Program

The new PEPFAR funded health program (HIV/AIDS prevention and awareness component) is now under way as a sixth sector mainstreamed with other ATEP sectors.

- In this quarter, the health sector provided HIV/AIDS prevention and awareness raising training for 14,559 (3,434 females) farmers in Amhara and Tigray regions concurrently with the Second Millennium Sesame Training Campaign (during May 4 to 21, 2009). The training by region and woreda is shown in the following table.

**Table 5: HIV/AIDS prevention and awareness raising training by region (May 4 to 21, 2009)**

Region	No. of Woredas	No. of Kebeles	Participants			No. of events
			Male	Female	Total	
Amhara	4	30	5,513	563	6,076	30
Tigray	3	18	5,612	3,434	14,559	18
<b>Total</b>	<b>7</b>	<b>48</b>	<b>11,125</b>	<b>3,997</b>	<b>20,635</b>	<b>48</b>

- Selection of twelve local NGOs that will implement the health sector activities at community level in Oromya, SNNPR, and Amhara and Tigray regions was finalized based on the selection criteria developed by the Program. Pre-award capacity assessment tool was developed and field based pre-award capacity assessments of these NGOs were conducted as part of the selection process. Two of these NGOs were awarded alliance grant fund to start implementation, and the rest will be awarded in the upcoming quarter.
- Field based assessment on HIV/AIDS prevention experiences and needs were also conducted from twenty-three ATEP lead clients working in regions.

**Table 6: List of selected local NGOs and their location**

No	Region	Name of Local NGO	Location	Targeted Clients/Areas
1	Amhara	Concern- Chadet Kombolcha branch	Kombolcha	Kombolcha Tannery
		Concern- Women Support Association	Dessie	Dessie Tannery
		OSSA- Bahirdar Branch	Bahirdar	Abay & Bahirdar Tanneries
		CVM - Gondar Branch	Gondar	Metema & Selam FCUs

**Table 6: List of selected local NGOs and their location**

2	Tigray	Mums for Mums	Mekele	Sheba Tannery
		Tigray Youth Association	Mekele	Humera and Dansha FCU
3	Oromya	Abebech Gobena	Addis Ababa	11 horticulture and HSL lead clients around Addis Ababa
		Kulich Youth Reproductive Health & Development	Addis Ababa	11 horticulture and HSL lead clients in Nazareth and Ziway areas
		OSSA Jimma Branch	Jimma	Dedessa Agro and Limu Kossaa coffee clients
4	SNNPR	Dilla Meadnact Act	Dilla	Amaro Gayo Coffee, Sibub Eba PLC and other 3 coffee producers in Yirgacheffe area
		Jimma Bonga Catholic Relief	Jimma	4 coffee lead clients in Bonga and Kaffa areas
		Meadnact Hawassa Branch	Hawassa	3 horticulture and coffee producers in Dale, Hawassa & Aleta Woredas

### 3.10 Other Cross Cutting Activities

#### *Gender Mainstreaming*

The Mid-Term Evaluation recommendations and the experiences of USAID-AATEP in the first phase of the program indicated that deliberate efforts and interventions are required to address and ensure that the program is benefiting women. In line with this, a gender mainstreaming tool kit will be developed in the next quarter to give due consideration for gender in the implementation of the program during the two year extension period.

#### *Environmental Management*

Efforts are geared to mainstream environmental management in to main program intervention trainings such as use of chemicals, IPM and good agricultural production practices. In this quarter Fintrac senior agronomist Dr. Richard Pluke made a field visit to AATEP lead clients and partners for assessment of environmental problems focusing on chemical usage, safety and related activities. The findings will help to mainstream environmental management and take mitigation measures in AATEP intervention 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 56 grant funds (40 technology and 16 partner funds) have been approved to AATEP lead clients in the agricultural sectors (4 grants approved in this quarter). The project has programmed a total of \$1,257,940 in these cost-sharing grants, leveraging partner commitments (including commercial loans obtained) of \$4,449,338 or \$3.57 for each dollar invested.
- In terms of actual expenditures to date, the project has expended \$1,088,023 in partner and technology funds, leveraging client investments of \$2,244,844 (representing \$2.06 for each USAID dollar invested).

- With a PEPFAR funded health component of ATEP the project has budgeted \$430,000 as alliance grant fund for the 12 local NGOs that would implement the health sector activities. Out of this budget \$87,814.48 has been assigned for two local NGOs while the remaining local NGOs will be granted next quarter.

**Table 7: Technology Fund Awards through June 30, 2009**

Award	Budgeted	Expended	Balance
01 Ectoparasite control materials and training	\$67,057.85	\$71,331.76	(\$4,273.91)
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 mange tout, sugar snap and chili 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
13 Hides and skins collection and storage centers for Wendi 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 Sun drying Coffee Beds	\$13,379.69	\$13,363.16	\$16.53
21 Upgrading Hides and Skins Sululta Abattoirs	\$16,125.00	\$12,073.59	\$4,051.41
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	\$2,947.42	\$12,169.58
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 Farmers	\$3,700.00	\$3,700.00	\$0.00
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	\$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	\$21,938.25	\$1,961.75
33 Burayu abattoir production capacity	\$25,790.00	\$0.00	\$25,790.00
34 Pea Seeds for Demonstration and Trials	\$15,385.00	\$13,099.00	\$2,286.00
35 CFC smallholder training program	\$15,000.00	\$8,145.44	\$6,854.56
36 Multiplication of improved sesame in Werer	\$8,563.03	\$4,993.23	\$3,569.80
37 Multiplication of improved sesame in Ahmara and Gonder	\$6,550.06	\$2,995.94	\$3,554.12
38 Multiplication of improved sesame in Humera and Tigray	\$17,618.57	\$9,625.18	\$7,993.39
39 Multiplication of improved Noug in Holetta	\$5,370.33	\$3,024.79	\$2,345.54
40 Trial export shipments of table grapes	\$15,500.00	\$6,695.82	\$8,804.18
<b>Total</b>	<b>\$722,229.03</b>	<b>\$622,721.67</b>	<b>\$99,507.36</b>

**Table 8: Partner Fund Awards through June 30, 2009**

Award	Budgeted	Expended	Balance
01 Inward and outward trade missions	\$106,240.00	\$102,248.86	\$3,991.14
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	\$62,467.16	\$344.84
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	\$31,924.76	\$8,719.24
10 Millennium Coffee Campaign	\$23,952.85	\$15,688.74	\$8,264.11
11 Millennium Sesame Campaign I	\$3,798.42	\$4,510.33	(\$711.91)
12 Grape industry marketing tour	\$15,750.00	\$7,321.12	\$8,428.88
13 ECEA participation at SCAA	\$17,150.00	\$16,135.67	\$1,014.33
14 Millennium Sesame Campaign II	\$10,302.59	\$107.96	\$10,194.63
15 Publications with EPOSPEA	\$16,000.00	\$2,023.11	\$13,976.89
<b>Total</b>	<b>\$527,293.86</b>	<b>\$465,301.80</b>	<b>\$61,992.06</b>

**Table 9: Health Alliance Awards through June 30, 2009**

Award	Budgeted	Expended	Balance
01 HIV/AIDS Prevention Activities with Sheba Tannery	\$27,606.25	\$0.00	\$27,606.25
02 HIV/AIDS Prevention Activities in the Rift Valley	\$60,208.23	\$0.00	\$60,208.23
<b>Total</b>	<b>\$87,814.48</b>	<b>\$0.00</b>	<b>\$87,814.48</b>

### 3.11 Global Results Targets

USAID-ATEP's global target reporting requirements are two-fold:

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

#### Quarterly Export Achievements

The total national exports achieved April to June 2009 for all four sectors totaled \$283,029,000. Export volumes and values by commodity/sector and month are provided in Table 4.

**Table 10: Ethiopian Export Performance (April - June 2009)**

Sector	January		February		March		Total	
	MTs	\$000s	MTs	\$000s	MTs	\$000s	MTs	\$000s
<b>Coffee</b>	10,248	26,251	16,596	44,386	19,550	54,314	<b>46,394</b>	<b>124,951</b>
<b>Oilseeds &amp; Pulses</b>	47,085	50,065	56,471	60,983	34,942	34,837	<b>138,498</b>	<b>145,885</b>
<b>Horticulture*</b>	2,143	591	2,612	699	3,010	917	<b>7,765</b>	<b>2,207</b>
<b>HSL</b>	68	2,084	204	4,504	145	3,398	<b>417</b>	<b>9,986</b>
<b>Total</b>	<b>59,544</b>	<b>78,991</b>	<b>75,883</b>	<b>110,572</b>	<b>57,647</b>	<b>93,466</b>	<b>193,074</b>	<b>283,029</b>

Source: Ministry of Trade and Industry (MoTI)

\*Does not include floriculture

### ***Incremental Export Achievements***

ATEP incremental export achievement is calculated using two methods as explained below.

- **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. Accordingly, cumulative total incremental exports for the four targeted agricultural sectors since April 2006 through June 2009 showed an overall increase in value of \$806,462,000.
- **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). Cumulative new incremental exports for the four targeted sectors \$265,203,000.

The last 12 months (July 2008 to June 2009) export statistics from MoTI indicated that except for oilseeds, the export performance for all sectors is lower this year which is attributed to local and global factors that negatively affected export volume and value.

### ***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.

- This quarter an investment of \$0.365 million was made by lead clients in the horticulture sector. To date an investment of \$12,841,772 (\$12,549,904 by clients and \$291,868 by counterparts) was made in the four sectors.

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

The major focus in the next quarter is finalizing the set up of new intervention areas and instigate full pace implementation of the work plan for years 4 and 5 that incorporates the health component.

The gender mainstreaming toolkit will also be introduced to all sectors.

Major planned activities for the next quarter in line with this new work plan are stated by sector as follows:

*(The detail quantitative targets for the next quarter are indicated in the attached Monitoring Action Plan and Implementation Status table).*

### **Horticulture**

- Strengthen technical assistance and training to lead clients and small holder farmers.
- Provide training to small holder farmers in Ziway and Meki areas with CFC-EHPEA project based on the needs assessment conducted by consultant.
- Carry out fruits and vegetable demonstration trials with small holder farmers.
- Organize grape growers study tour to Spain.
- Work with processing companies, including juicing, and evaluate smallholder contracting

programs with these groups.

- Continue contracting international consultants on fruit development to work on fruit crops including strawberries, table grapes and passion fruit.
- Carry on collaboration with EHDA, the new agency set up by GoE to oversee horticultural export development, help with their initial benchmarking study. Also work with EHPEA on capacity building and BDS support.
- Facilitate market linkages and investment missions.

### **Coffee**

- Start developing client base in Harar region with the new agronomist now in place in Dire Dawa. Select new clients in existing intervention areas.
- Provide technical assistance and training to lead clients and small hold farmers on improved harvest and help with processing and marketing, especially for the specialty market, and dry processing.
- Establish additional coffee demonstration plots.
- Purchase and provide hand tools for smallholder coffee producers.
- Work with lead client millers on improved processing practices, especially on sun drying and eco-friendly processing in the washing stations.
- Continue with training and technical assistance of coffee producers for RA certification.
- Conduct the 3<sup>rd</sup> round coffee millennium training campaign to be conducted in Harar coffee growing areas.
- Conduct the 13<sup>th</sup> Coffee Stakeholders

### **HSL**

- Selection of new lead clients and partners that will work with the project.
- Provide training program for veterinarians (ekek control), skinner/flayers (reducing damage) and Community Animal Health Workers.
- Start implementation/establishment of additional collection centers.
- Initiate pilot efficacy trial of diazinon/on ectoparasite treatment with Pittards, which has committed financial support to conduct the trial at Debre Berhan Research centre.
- Follow up on TAYTU sales orders; prepare exit strategy so it becomes sustainable.
- Follow up the mobilization of additional funds from Rotary International and World Vision for CAHW program and initiate the implementation of the already leveraged fund of \$25,000.
- Continue assisting the Ethiopian footwear companies access the US market by providing market linkages and technical assistance, including follow up on the supply of trial orders, additional trial orders and expected commercial size orders.
- Follow up on approval of Technology and Partner Funds to EVA and ELIA capacity building activities and initiate implementation.

### **Oilseeds/Pulses:**

- Finalize set up of sub office in Gondar that coordinates oilseeds and pulses activities with farmer's cooperative unions in Tigray and Amhara and initiate BDS, TA and training support to new clients.
- Continue the assistance to existing lead clients in Tigray & Amhara on oilseeds and Rift Valley areas on pulses.
- Assist co-operatives and unions in BDS and marketing.
- Follow up on sesame and neoug seed multiplication at four different sites in collaboration with EIAR.
- Facilitate market linkages among lead clients and international buyers.

**USAID-ATEP - Monitoring Action Plan for 2-Year Extension Period and Performance to date** (version 2, June 30, 2009)

No.	Activity	Years 1-3	2009			2010				2011	Deliverable/Result	Numerical Target Status		Comments	
		Achieved	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1		Achieved to Date	Balance Remaining		
<b>1</b>	<b>Start-Up &amp; Program Administrative Activities</b>														
<b>1.1</b>	<b>Start-Up Activities</b>														
1.1.1	Recruiting staff	40	10								50	staff recruited	42	8	
<b>1.2</b>	<b>Communications and Reporting</b>														
1.2.1	Project Intranet/Internet Sites Maintained											Intranet/Internet sites maintained			ongoing
1.2.2	Monthly Project Bulletins	34	3	3	3	3	3	3	3	3	58	Monthly bulletins produced	38	20	
1.2.3	Workplan/Performance Monitoring Plan Created & Regularly Updated											Workplan/performance monitoring plan updated			
1.2.4	Monthly Financial Reports	31	3	3	3	3	3	3	3	3	55	Financial reports submitted to USAID	28	27	
1.2.5	Quarterly/Semi Annual/Annual Reports	16	2	1	2	1	2	1	2	1	28	Quarterly/annual reports submitted to USAID	18	10	13 quarterly and 5 Semi Annual reports submitted
1.2.6	Final Report											Final report submitted		1	
1.2.7	Annual Local Taxation Reports	1	1					1			3	Local taxation reports submitted to USAID	1	2	Annual taxation reports to be prepared and submitted in Oct 2009
<b>2</b>	<b>Monitoring &amp; Evaluation Activities</b>														
2.1	Fintrac M&E System (CIRIS) Customized and Installed											CIRIS customized & installed			installed
2.2	Program staff training in CIRIS											Staff trained			For new staff
2.3	Baseline indicator data collected for all clients as added to program (baseline is previous year to entry into program as client)											Baseline data added for clients when starting with program			ongoing
2.4	Follow-Up Indicator data collected for All Clients											Data collected regularly			ongoing
2.5	Customized "Real Time" CIRIS M&E Reports Available Online for Use by USAID											Data replicated regularly and available on Intranet site for USAID use.			CIRIS Reports are made available on intranet site
2.6	Random data validation & PIA performed by Project M&E Specialists											Random data validation & PIA performed by M&E			ongoing
2.7	M&E exercises conducted at least once yearly for each Partner Alliance and other subprogram activities; entry into CIRIS											Subprogram M&E reports		-	ongoing
<b>3</b>	<b>Marketing and Investment Activities (Cross-Cutting)</b>														
3.1	Publish market reports and sector-specific market updates	19		3		3		3			28	issues produced and disseminated	19	9	
3.2	Assist and advice on business ideas plans and investment feasibility studies	61	5	5	5	5	5	5	5	5	96	Business plans and investment feasibility studies assisted	62	34	
3.3	Promote client interest in USAID loan guarantee fund and other programs (i.e. WB)	16	2	2	2	4	2	2	2		32	Clients assisted in loan applications across sectors	16	16	
3.4	Support inward buyer/ investor missions across sectors	34	2	3	3	3	3	3	2		53	buyers provided support for inward buying and investment missions	34	19	
3.5	MOARD, four main trade associations and other organizations' staff trained in agribusiness market information systems and export analyses	14									14	workshops	14	-	
		309									309	people trained in market analyses	309	-	
<b>4</b>	<b>High-Value and Added-Value Horticulture Program</b>														
4.1	Lead clients selected & assisted	30		2	2	2	2				38	New clients	30	8	
4.2	Total Beneficiaries of lead clients identified	681	70	40	100	130	130	90			1,241	beneficiaries	706	535	

No.	Activity	Years 1-3	2009			2010				2011	Deliverable/Result	Numerical Target Status		Comments	
		Achieved	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1		Achieved to Date	Balance Remaining		
4.2.1	EHPEA - CFC Outgrower Scheme	266	60	20	40	60	60	20	20		546	Smallholders receiving on-farm TA	290	256	
4.2.2	AfricaJuice Outgrower Scheme		10	10	40	40	40	40	20		200	Smallholders receiving on-farm TA		200	
4.2.3	Other schemes (Modjo, etc.)			10	20	30	30	30			120	Smallholders receiving on-farm TA		120	
<b>4.3</b>	<b>New Product Development Program</b>														-
4.3.1	Program demonstration sites established	22	4	3	5	2	2				38	demonstration plots	23	15	
4.3.2	Technical manuals and training materials produced and disseminated	16		4		4		4	4		32	No. of bulletins	16	16	
4.3.3	On-farm or packhouse technical assistance activities:	2,012	150	150	150	150	150	150	150		3,062	Extension visits from program agronomists	2,251	811	
4.3.4	On-farm or packhouse group training activities:	238	5	5	5	5	5	5	5	5	278	events	256	22	
		3,600	60	60	40	75	40	40	40	40	3,995	Participants	3,749	246	
4.3.5	New Export Products developed:	12	1	1	1		1		1		17	new export product developed	12	5	
4.3.6	New Local Market Products developed:	3	1	1		1					6	new local market product developed	3	3	
4.3.7	New export market linkages facilitated	34	2	2	2	2	2				44		36	8	
<b>4.4</b>	<b>BDS Initiatives</b>														
4.4.1	Train the Trainer activities for local certification capacity	77	30	30		40	40	40			257	Participants trained	77	180	
4.4.2	Increase in exports with refrigerated containers			1		2		2		1	6	Clients utilizing container services		6	
4.4.3	Clients achieve certification	7	2	2	2	2	2	2	2		21	No. of clients certified	9	12	JJ Kothari and Marginpar PLC certified GLOBALGAP in this quarter
4.4.4	Counterpart or corporate training for accreditation and management	1	4	4	4	2	2	2			19	Capacity building initiatives	1	18	
4.4.5	Improved seed and rootstock supply		2	2	2	2	2	2	2		14	introduction and availability of new varieties		14	
4.4.6	Support to EHPEA and EHDA and MoARD	2	2	2	2	2	2	2	2		16	Capacity building and structural modification initiatives	5	11	
4.5	Support clients & counterparts in trade shows	6			1				1		8	No of trade shows facilitated	6	2	
<b>4.6</b>	<b>Horticulture Program outcome &amp; impact Targets</b>														
4.6.1	Export sales of fruits and vegetables products increase	\$ 5,975,125									\$313,691,000	increase in national exports of fresh and processed horticultural products	\$ 4,205,358	309,485,642	Includes Fruits & Vegetables data taken from MoTI. Total cumulative increases in sales (April 06 to June 09) over April 05 - March 06 baseline figure.
4.6.2	Client and counterpart investments in new technologies	\$ 8,091,468									\$13,096,338	value of client and counterpart investment resulting from project activities	\$ 8,453,063	4,643,275	Confirmed client and counterpart investment to date in production, processing and postharvest practices
4.6.3	Increased sales by program-assisted farmers (%)	153%									200%	export & domestic sales increase by program-assisted farmers	114%	86%	Lead client cumulative sales increase of \$5,401,910 over clients' baseline of \$4,741,250 to \$15,229,154
4.6.4	Increased yields by client farmers over national average (%)	187%									200%	sustainable yield increase for major fruits & vegetables	187%	13%	2nd round yield assesment to be conducted in Oct/Nov 09
<b>5</b>	<b>Coffee Program</b>														
5.1	Lead clients selected	27	2	3	6	5					43	clients	27	16	
5.2	Beneficiaries of lead clients identified	38,779	700	300	300	300					40,379	beneficiaries	38,779	1,600	
<b>5.3</b>	<b>Production and Quality Improvement Program</b>														
5.3.1	Program demonstration sites established	35		6	6		6				53	demo sites	35	18	
5.3.2	On-farm extension program (improved production practices)	592	76	68	114	168	168	168	114	68	1,536	extension visits	653	883	
5.3.3	On-farm or mill group training in improved	194	14	24	30	24	24	24	30	24	388	events	202	186	

No.	Activity	Years 1-3	2009			2010				2011	Deliverable/Result	Numerical Target Status		Comments		
		Achieved	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1		Achieved to Date	Balance Remaining			
5.3.3	management practices	18,508	338	788	956	788	788	788	956	788	24,696	Participants trained	18,608	6,088		
5.3.4	Technical manuals, bulletins produced and disseminated	4	1	1	2						8	documents	5	3		
<b>5.4</b>	<b>Specialty Coffee Initiatives</b>															
5.4.1	Harar specialty origin initiative				1	2	1	1	1		6	specialty coffe promotion initiatives		6		
5.4.2	Develop Coffee Buyers Manual					1					1	coffee buyers manual		1		
5.4.3	Q Local Partner Institution					1					1	in-country Q partner established		1		
<b>5.5</b>	<b>BDS Initiatives</b>															
5.5.1	Low-cost cupping labs established and operating	5									5	labs established	5	-	strengthening existing 5 mini cupping labs	
5.5.2	Cupping trainings for CLU staff and other cuppers	4			1	1					6	events	4	2		
		45			25	25					95	participants trained	76	19		
5.5.3	Training in Rainforest Alliance third party certification process	2						1			3	events	2	1		
		40						10			50	participants trained	40	10		
5.5.4	Land area certified: Organic, RA, FairTrade, UtzKapeh	28,613							8,000		8,000	44,613	hectares certified	28,613	16,000	22,657 Rain Forest and 5,956 organic certification
5.5.5	Provide business training to cooperative organization				4	8	4	2	8		26	number of training events		26		
5.5.6	Provide structural modification papers to national stakeholders	1			2			1	1		5	number of papers presented		5		
<b>5.6</b>	<b>Market Linkages &amp; Tradeshow</b>															
5.6.1	Support clients & counterparts in trade shows	6				2				2	10	tradeshows facilitated	5	5		
5.6.2	Facilitate market linkages	21		2	2	2	2	2	2	2	33	linkages created	21	12		
<b>5.7</b>	<b>Coffee Program-Specific Impact Targets</b>															
5.7.1	Total value of overall coffee exports increases	\$ 350,329,000									\$ 457,056,000	increased national export value	\$ 326,612,000	130,444,000	Includes Coffee export data taken from MoTI. Total cumulative increases in sales (April 06 to June 09) over April 05 - March 06 baseline figure.	
5.7.2	Total value of specialty coffee exports increases by lead clients	\$ 4,440,223									\$ 7,440,223	value of increase in premium and specialty coffee exports from clients	\$ 3,339,199	4,101,024	Speciality coffee of 250MT was prepared by lead clients in this quarter but not sold due to market problem	
5.7.3	New client investment in new processing and cupping technology	\$ 1,272,218									\$ 2,270,418	value of client and counterpart investments	\$ 1,272,218	998,200	Includes TF & PF cost sharing investment and expansion by program clients	
5.7.4	Total coffee sales by lead clients	152%									200%	increased export sales by lead clients	150%	50%	Increase in sales by 18,567,713 for 26 program-supported farmers, from baseline of \$12,340,326 to \$45,346,405	
5.7.5	Average yield increases by lead clients										45%	average yield increase by lead clients		45%	Client yield data to be collected end of harvest (next Oct/Nov 09)	
<b>6</b>	<b>Hides, Skins &amp; Leather Program</b>															
6.1	Lead clients selected	50		3	3	4					60	clients	50	10		
<b>6.2</b>	<b>Quality Improvement Program</b>															
6.2.1	Training of trainers to support ectoparasite campaigns	28	1	1	1			1	1		33	trainings	28	5		
		589	2	2	2			2	2		599	technicians trained	589	10		
6.2.2	Training of trainers and technicians in improved flaying and curing practices	41	1	1	1	1	1	1	1		46	trainings	41	5		
		1,438	25	75	75	55	55				1,723	technicians trained	1,438	285		
6.2.3	Develop pilot traceability programs to improve raw material supply	3				1	1				5	programs established	3	2	Pittards, Rotary, other	
<b>6.3</b>	<b>BDS Initiatives</b>															
6.3.1	CWG - Develop HSL industry cluster working group	1		1	1	1	1	1	1	1	8	ELIA holding CWGs	1	7		
6.3.2	HSL Collection Centers - Enhance quality through improved collection	30		30				22			82	collection centers established	30	52		
6.3.3	CAHWs - paravets trained to provide dipping treatment services	49	25	25	25			25	25		174	paravets trained	49	125		
6.3.4	Mini abattoirs - pilot microenterprise program			1	1	1					3	mini abattoirs established				
6.3.5	EVA - increase association's participation in ekek control		1	1	1	1	1	1	1	1	8	EVA holding vet Forum meeting				
6.3.6	SELTC- Capacity Building Activities			1		1			1		4	publications				
6.3.7	LLPTI - leverage funds for scholarships to build technical capacity	1		1							2	technicians complete scholarships	1	1		

No.	Activity	Years 1-3	2009			2010				2011	Numerical Target Status		Comments	
		Achieved	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Deliverable/Result	Achieved to Date		Balance Remaining
6.3.8	Program to support rural vet drug supply			3		3	3	3			12	rural vet drug shops operational	12	
6.3.9	Publication of sensitization posters	1			1						2	publications	1	1
6.3.10	Development of Business planning manual for SMEs			1							1			1
<b>6.4</b>	<b>Market Linkages &amp; Tradeshows</b>													
6.4.1	High-end fashion goods marketing initiative (TAYTU)	14		1							15	consortium linked w. international buyers	14	1
6.4.2	US Footwear market initiative			2	2	2					6	trial orders placed with US buyers	3	3 Bakers, Harbor & Deer Stars
6.4.3	Support Investment in high value processing leather	4		1				1			6	No. of investments initiative supported	4	2
6.4.4	Domestic market linkages			1				1			2	No. of investments initiative supported		2
6.4.5	Support clients & counterparts in trade shows	6	1		2			2		2	13	tradeshows events	5	8
6.5	Structural Modification Activities		2	2	2	2	2	2	2	2	16	structural constraints identified		16
<b>6.6</b>	<b>HSL Program-Specific Impact Targets</b>													
6.6.1	Reduction in number of skins affected by ectoparasites in Lalagera (%)										15%	sustainable reduction in skins affected by ectoparasite	15%	Survey to be conducted end of ectoparasite treatment campaign
6.6.2	Client and counterpart investments	\$ 1,185,717									\$ 2,160,717	value of new client and counterpart investments	\$ 1,185,717	975,000 Includes TF costsharing investment and expansion investment by lead clients
6.6.3	Increased value of hide, skin and leather exports from Ethiopia	\$ 69,286,000									\$ 98,520,000	increased national export value	\$ 62,022,488	36,497,512 Includes hides, skins & leather export data taken from MoTI. Total cumulative increases in sales (April 06 to June 09) over April 05 - March 06 baseline figure.
6.6.4	Increased domestic sales by directly program assisted abattoirs and collection centers(%)										100%	value of domestic sales increase by direct program assisted clients	100%	TAYTU made domestic sales of USD 53,362 to date. Data from other clients not collected
6.6.5	Increased export sales by directly program-assisted tanneries, foot wear factories & TAYTU (%)										60%	value of export sales increase by program assisted clients	60%	TAYTU made export sales of USD 128,556 to date. Data from other clients not collected
<b>7</b>	<b>Oilseeds and Pulses Program</b>													
7.1	Lead clients selected	22	2	10	6	2	2				44	clients	24	20
7.2	Beneficiaries of lead clients identified	50,446	2036	10180	6108	2036	2036				72,842	beneficiaries	50,446	22,396
<b>7.3</b>	<b>Production and Quality Improvement Program</b>													
7.3.1	Program demonstration sites established	4		6				6			16	demo sites established	4	12
7.3.2	On-farm extension program (improved production practices)	223	30	180	180	90	90	360	180		1,333	extension visits	273	1,060
7.3.3	On-farm or group training in improved GAPs	115	40	50	50	50	30	77	105	35	552	training events	186	366
		11,861	6630	500	500	500	5000	770	1050	350	27,161	participants trained	34,886	(7,725) More than 90% of the training was covered by 1st and 2nd round millennium sesame training campaign
7.3.4	Technical manuals, bulletins produced and disseminated	13		2	2						17	documents	13	4
<b>7.4</b>	<b>Improved Technologies and Value-Addition</b>													
7.4.1	Processing technologies introduced to improve capacity / add value	1		1	1	1					4	no. of investments	1	3
		500		1000	1000	1000					3,500	associated farmers	500	3,000
7.4.2	Seed multiplication and certification: Haricot bean (MARC)	70.7						100			171	seed produced (MT)	70.7	100
		650								1000	1,650	farmers receiving seed	650	1,000
7.4.3	Seed multiplication and certification: Sesame seed (WARC, TARI, ARARI)			36							36	seed produced (MT)		36
									2400		2,400	farmers receiving seed		2,400
7.4.4	Seed multiplication and certification: Niger seed (HARC)			15							15	seed produced (MT)		15
									5000		5,000	farmers receiving seed		5,000
<b>7.5</b>	<b>BDS Initiatives</b>													
7.5.1	EPOSPEA - advocacy, market info, structural modifications etc.	1		1	2			1			6	market information, publications provided regularly	1	5
7.5.2	Business Training for FCUs			4	8	4	2	8			26	# of training events		26
7.5.3	International Trade Workshop			1	1						2	# of training workshops held		2
7.5.4	Business Management Consultancy			1	1	1	1	1	1		6	# of consultants/STTAs conducted		6

No.	Activity	Years 1-3	2009			2010				2011	Deliverable/Result	Numerical Target Status		Comments	
		Achieved	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1		Achieved to Date	Balance Remaining		
<b>7.6</b>	<b>Market Linkages &amp; Tradeshows</b>														
7.6.1	Support clients & counterparts in trade shows									1	1	tradeshows facilitated	1		
7.6.2	Facilitate market linkages	8		2	2	2	2			2	18	linkages created	8	10	
<b>7.6</b>	<b>Oilseed Program-Specific Impact Targets</b>														
7.6.1	Increased value of oilseeds and pulses exports	\$ 294,259,000									\$ 131,190,000	increased national export value	\$ 397,487,981	(266,297,981)	Includes oilseeds and pulses export data taken from MoTI. Total cumulative increases in sales (April 06 to June 09) over April 05 - March 06 baseline figure.
7.6.2	Client and counterpart investments in new value-added processing	\$ 1,930,774									\$ 2,440,774	Investment value	\$ 1,930,774	510,000	Includes TF costsharing investment and expansion by lead clients
7.6.3	Increased sales of oilseeds and pulses by program assisted clients(%)										40%	Increased in domestic sales by program assisted clients		40%	Data on client sales not collected
7.6.4	Increased yields of sesame and haricoat bean by program client farmers over national average (%)										50%	Increased yield over current national average		50%	To be assessed at the end of harvest (next Nov/Dec 09)
<b>8</b>	<b>Health</b>														
<b>8.1</b>	<b>Provide need-based capacity building to at least 12 selected LNGOs</b>														
8.1.1	Select 12 LNGOs partners in target regions		5	4	3						12	partners selected	12	-	
8.1.2	Conduct one consensus building meeting with LNGOs and key stakeholders		1								1	implementation plan approved		1	
8.1.3	Implementing partner subgrants management training			1							1	partners trained		1	
8.1.4	Establish at least one linkage with regional PLWHA association (Uganda or Kenya)					1					1	linkages established		1	
<b>8.2</b>	<b>Mainstream HIV/AIDS in 50 ATEP lead clients' workplace environments as well as ATEP office</b>										0				
8.2.1	Train 200 owners/managers for workplace HIV/AIDS prevention policy and programming			100	100						200	employees/owners trained		200	
8.2.2	Conduct Knowledge, attitude and practices assessments for participating companies				2	1					3	assessment completed		3	
8.2.3	Conduct TOT for 2,000 peer educators		350	350	500	500	300				2,000	peer educators selected and trained		2,000	
8.2.4	Design workplace HIV/AIDS prevention policy and programming in 50 workplaces				25	25					50	companies identified		50	
<b>8.3</b>	<b>Increase HIV/AIDS awareness for 50,000 ATEP program beneficiaries</b>														
8.3.1	Curriculum collection/development and materials production			1							1	materials collected, translated and distributed		1	
8.3.2	Conduct HIV/AIDS prevention peer, mass education and campaigns for 50,000 seasonal workers, employees and households	8,062		4,000	15,000	12,000	6,000	6,500	6,500		58,062	recipients of HIV/AIDS prevention education	22,621	35,441	8,062 was accomplished in the first phase before PEPFAR health is launched (1st phase) and 14,559 were trained in this quarter intergrated with Sesame Millenium training campaign
<b>8.5</b>	<b>Strengthen community based referral system for HIV/AIDS Counseling and Testing (HCT) (7,500 targeted ATEP beneficiaries)</b>														
8.5.1	Map health service providers (public, private) in target areas			1							1	services providers identified and mapped	37,180	(37,179)	
8.5.2	Conduct referral linkage meetings with service providers and stakeholders				3						6	sensitization meeting conducted			
8.5.3	Conduct training on HCT, and ART for health professional from health institutions where we working on referral system							4			4	Training conducted		4	
8.5.4	Conduct referral of program targets for HCT and ART							2,500	2,500	2,500	7,500	Program targets referred to service providers			
8.5.5	Semi-annual local referral network actors and stakeholders meeting			1		1		1			3	Semi annual review meeting held		3	
<b>8.6</b>	<b>Increase condom promotion and distribution for farm/plant/pack house employees and migrant workers in target regions</b>														
8.6.1	Promote and distribute condoms in and out of work place environments, beneficiaries sites, LNGOs											condoms distributed in workplaces, other areas			

No.	Activity	Years 1-3	2009			2010				2011	Deliverable/Result	Numerical Target Status		Comments	
		Achieved	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1		Achieved to Date	Balance Remaining		
<b>8.7</b>	<b>Improving income generation activities for at least 3,000 OVC caregivers, PLWHA and young adolescents across ATEP's four sectors</b>														
8.7.1	Identify local beneficiary groups to receive IGA training in target regions				5	5	5				15	groups identified		15	
8.7.2	Organize and conduct income generation activities				700	1,100	600	600			3,000	beneficiaries trained		3,000	
8.7.3	Integrate HIV/AIDS prevention education for IGA beneficiaries/targets				1	1	1	1			4	trainings include HIV/AIDS elements			
<b>8.9</b>	<b>Monitoring, evaluation and reporting</b>														
8.9.1	Establish community level monitoring systems											M&E system designed			
8.9.2	Monthly/quarterly inputs for USAID-ATEP reporting		3	3	3	3	3	3	3		21	activities documented in monthly bulletin	3	18	
8.9.3	Quarterly performance review for LNGOs				1	1	1	1	1	1	6	review meeting held with LNGOs and system reviewed		6	
8.9.4	Annual performance review meeting with partners and stakeholders					1			1		2	review meeting held with stakeholders		2	
8.9.5	Monthly grant expenditure summary		3	3	3	3	3	3	3		21	reports submitted		21	
8.9.6	Monthly grant expenditure summary		3	3	3	3	3	3	3		21	reports submitted		21	
<b>9</b>	<b>Structural Modification Activities</b>														
<b>10</b>	<b>Other Crosscutting Activities</b>														
<b>10.1</b>	<b>Organizational Capacity Development</b>														
													64		
10.1.1	Groups receive training in capacity building and business development	64	2	4	4	4	6	6	4		94	groups receive training in capacity building and business development	26	30	
10.1.2	Group leaders receive specialist management training	26	2	4	4	4	6	6	4		56	group leaders receive specialized management training		30	
<b>10.2</b>	<b>Partners Fund, Alliances, and BDS</b>														
10.2.1	Partners/Technology Fund (Grant) Manual prepared; approved by USAID										1	Manual approved by USAID	58	-	
10.2.2	Partner & technology fund alliances established	54	2	12	18	18	18	12	8		142	Agreements designed and operational	\$ 2,244,844	84	
10.2.4	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)	\$ 2,172,777									\$ 3,097,777	TF & PF Alliance contributions reach \$2,245,000 (expected by 3/31/2011)		852,933	Confirmed client and counterpart investment
<b>10.3</b>	<b>Gender Mainstreaming</b>														
<b>10.4</b>	<b>Environmental Management</b>														
10.4.1	Initial Project EEI/PERSUAP prepared and submitted to USAID for approval											initial EEI/PERSUAP completed & submitted to USAID		-	
10.4.2	Mitigation measures identified in Project EEI/PERSUAP implemented											mitigation measures implemented in all program activities		-	
10.4.3	Follow-up environmental assessments completed as required											follow-up assessments	13404	-	
10.4.4	Training programs on environmental management systems and good agricultural practices incorporated into all production activities	13404									23367	participants in project training events		9,963	
<b>11</b>	<b>IR and other global results tragets</b>														
													\$ 806,459,786		
11.1	Increased national export sales in target sectors	\$ 719,849,125									\$ 1,000,457,000	increased national export value		193,997,214	National export data taken from MOTI. Total cumulative increases in sales in four sectors (April 06 to June 09) over April 05 to March 06 baseline figure.
11.2	Client and counterpart investments	\$ 12,480,177									\$ 19,968,247	Investment value	\$ 12,841,772	7,126,475	Clients and counterparts confirmed investment in CIRIS