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# ANNUAL REPORT—YEAR 5

**INCENTIVES DRIVING ECONOMIC ALTERNATIVES FOR THE NORTH,  
EAST AND WEST (IDEA-NEW)**

**OCTOBER 1, 2012—SEPTEMBER 30, 2013**

**OCTOBER 2013**

This publication was produced for review by the United States Agency for International Development. It was prepared by Development Alternatives, Inc. in partnership with ACDI/VOCA and Mercy Corps.

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# ACRONYMS

AGSEM	Agriculture Sectorial Meeting
ASTWG	Agriculture Sector Technical Working Group
BLDU	Balkh Livestock Development Union
CBSG	Community-Based Savings Group
CCI	Community Constructed Infrastructure
CDC	Community Development Council
CPF	Commercial Production Farm
DAI	Development Alternatives, Inc.
DAIL	Department of Agriculture, Irrigation and Livestock
DDA	District Development Assembly
DoE	Department of Economy
DoWA	Department of Women’s Affairs
GAP	Good Agricultural Practices
GIRoA	Government of the Islamic Republic of Afghanistan
ha	Hectare
HLP	Horticulture and Livestock Project
ICD	Institutional Capacity Development
IDEA-NEW	Incentives Driving Economic Alternatives–North, East and West
KAPC	Kunduz Almond Producers Cooperative
kg	Kilogram
M&E	Monitoring and Evaluation
MAIL	Ministry of Agriculture, Irrigation and Livestock
MoWA	Ministry of Women’s Affairs
MT	Metric Ton
m <sup>3</sup>	Cubic Meter
NAEC	National Agriculture & Education College
NGA	Nangarhar Growers Association

NGO	Non-Governmental Organization
NVDA	Nangarhar Valley Development Authority
PDC	Provincial Development Council
PO	Purchase Order
PRPC	Parwan Raisin Producers Cooperative
PSP	Private Sector Partner
PVS	Participatory Varietal Selection
RFA	Request for Application
RMHC	Rabia Maryam Handicrafts Company
SPF	Small Production Farm
SSFG	Self-Selecting Farmers Group
SWG	Strategic Working Group
USAID	United States Agency for International Development
USG	United States Government
VFU	Veterinary Field Unit
2WT	Two-Wheel Tractor

# ANNUAL REPORT—YEAR 5

## PROGRAM DESCRIPTION

The U.S. Agency for International Development’s (USAID) Afghanistan country strategy includes the promotion of long-term agricultural development and alternative livelihoods for farmers that results in “a sustainable, thriving agricultural economy” and contributes to the U.S. Government’s stabilization and counternarcotics policy goals. USAID’s Office of Agriculture launched the Incentives Driving Economic Alternatives for the North, East and West (IDEA-NEW) program in March 2009. Its mission is to support the stabilization and transition of Afghanistan by expanding the licit agricultural economy in the northern, eastern and western regions of the country.

To accomplish this goal, IDEA-NEW focuses on activities that promote income generation and job creation through increased commercial agricultural opportunities for Afghan farmers in poppy-prone areas. The program also strengthens farm to market linkages in economic development corridors in its three target regions and works to grow viable agribusinesses by facilitating connections between producers, traders and buyers through market information activities and sales promotion. The program works closely with provincial- and district-level government and local communities to build strong relationships among local stakeholders.

Three partners implement IDEA-NEW. Development Alternatives, Inc. (DAI) programs in the East and West; ACDI/VOCA operates in the North, and Mercy Corps works in the Northeast. IDEA-NEW currently implements programming in seventeen provinces across Regional Commands-North, East and West.

## EXECUTIVE SUMMARY

The past year was a busy one for all three IDEA-NEW partners. It began with the fall harvest of various crops—grapes, cauliflower, cucumbers, spinach, etc.—throughout October and November 2012. Once harvesting was completed, IDEA-NEW began planning for the spring 2013 season. In January, IDEA-NEW reorganized its structure in the East as it shifted its programmatic focus away from purely production-level assistance and more towards processing and marketing. In the latter half of the reporting period, the program successfully finished activities in its wheat, vegetable, honey, orchard crops, grape and poultry value chains and began preparing for closedown. Specific highlights from the past year include:

- IDEA-NEW facilitated the export of 66.73 metric tons (MT) of Afghan-produced fairtrade certified raisins to the UK.
- 150 new commercial orchards, measuring 30 hectares (ha), were established in six districts of Faryab province.
- 230,000 Tristeza-resistant citrus root stock was produced and successfully grafted in the Eastern region
- Northeastern farmers participating in IDEA-NEW’s commercial vegetable production and summer commercial vegetable cultivation projects earned 123,687,809 AFN (\$2,150,340) from selling 16,504,341 kilograms (kg) of onions, tomatoes, cucumbers and watermelons.

- Three agribusiness-focused conferences took place in Kabul and Mazar and were attended by over 600 farmers, male and female small business owners as well as representatives from the Government of the Islamic Republic of Afghanistan (GIROA) and USAID.

Details of these and other activities carried out between October 1, 2012 and September 30, 2013 are presented below.

## **PROGRAM ACTIVITY HIGHLIGHTS**

### **RESTRUCTURING IN THE EASTERN REGION**

In January 2013, IDEA-NEW reorganized its structure in the Eastern region in order to focus more on the processing and marketing stages of its target value chains. While the program’s various support functions—grants and procurement, communications, operations, monitoring and evaluation (M&E), etc.—remained the same, its technical teams were shifted from two departments (agriculture and private sector development) into three new units:

- Agribusiness Development
- Institutional Capacity Development
- Legacy Completion

The Agribusiness Development division builds the capacity of established agriculture processors and traders to strengthen their business models, increase sales and foster long-term, sustainable growth in the sector. Agribusiness staff began their new positions on January 1, underwent orientation, received business plan training and then began drafting detailed technical assistance plans for each of their projects. There are 12 Agribusiness teams in Jalalabad and four based in Kabul.<sup>1</sup> Each team consists of a business team leader and two technical specialists. Initial criteria for selecting agribusiness clients included whether they align with one of IDEA-NEW’s eight value chains, profitability, the potential for increasing sales, job creation (male & female), and potential return on investment. Team members also work with local farmers to increase their ability to meet the increased demands of local processors. Such technical support continued the program’s previous efforts to introduce producers to improved agricultural practices, new technology and expanding their market linkages.

The Institutional Capacity Development (ICD) unit’s key objective is to understand the Government of the Islamic Republic of Afghanistan’s (GIROA) agriculture strategy, identify how IDEA-NEW can contribute towards these goals and inform other departments on how it can better meet the government’s priorities. This department also builds the capacity of the Ministry of Agriculture, Irrigation and Livestock (MAIL) and various Departments of Agriculture, Irrigation and Livestock (DAILs) to sustainably strengthen their ability to support the country’s agriculture sector. The unit manager and a specialist are based in Kabul and three additional specialists work out of IDEA-NEW’s Jalalabad office. Team members started their new positions on January 1, 2013, completed orientation and began reviewing GIROA’s agricultural strategy, assessing various MAIL and DAIL offices and planning capacity building trainings.

The Legacy Completion team focuses on finishing the primarily production-oriented activities, such as poultry projects, commercial and small production farms, etc., according to their individual timelines.

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<sup>1</sup> Hiring of the Kabul-based teams was completed in February.

This department is comprised of nine team members who work out of Badghis, Nangarhar, Kunar, Laghman, Parwan and Kapisa provinces.

## VALUE CHAIN INTERVENTIONS

Since 2009, the majority of IDEA-NEW's programming has focused around its eight value chains—grapes, orchard crops, vegetables, poultry, wheat, silk, honey and karakul (Astrakhan or Persian lamb). In May 2012, the program began shifting away from other areas to focus almost exclusively on these value chains. The purpose of this was to enable its beneficiaries to move beyond improved production and begin engaging in higher stages of the value chain, such as marketing, to add value to their efforts.

Highlights from the past year of value chain-related activities are presented below.

### Grape Value Chain

Grapes are a major crop in Afghanistan; however, existing local varieties and traditional methods of cultivation produce low yields and are susceptible to disease. IDEA-NEW's efforts in the grape value chain focus on converting traditional vines to a trellis system in order to increase the quantity and quality of farmers' yields.<sup>2</sup> Research shows that grape trellising, along with appropriate vineyard management, can double or triple production in a traditional Afghan vineyard in three years. Most traditional grape growing areas in Afghanistan now have some established and productive trellised vineyards. A private agribusiness sector is just beginning to develop that could provide farmers with key inputs and services crucial to the continued expansion of trellised vineyards. In order to support this burgeoning area, IDEA-NEW has contracted with existing concrete casting enterprises and also helped established two additional businesses and trained them to survey vineyards, estimate the materials required, manufacture the posts used in T or I trellis systems and supervise their installation. Program personnel then follow up with farmers by providing in-depth training in improved vineyard management that emphasizes correct pruning, disease control, canopy management and harvesting practices.



*A comparison field day at a demonstration vineyard in Feroz Nakhchir district (Samangan)*

Grape harvesting took place in October and November 2012 in the North and Northeast regions. IDEA-NEW staff made site visits to observe farmers' progress and provide technical assistance on various issues, including proper harvesting and post-harvest handling. Program personnel also collected yield data from 16 trellised demonstration vineyards in Samangan, Faryab, Sari Pul and Jawzjan provinces in the first two months of the quarter. A comparison of these figures with data collected from 16 neighboring vineyards that use traditional methods showed that the demonstration plots had produced an average of 37% more grapes.<sup>3</sup>

With the end of the grape harvest in November, IDEA-NEW shifted its focus to trellis post production for the 2013 season. IDEA-NEW signed purchase orders (PO) with five private businesses that manufacture concrete posts used in trellising. These private sector partners (PSPs) have been linked with vineyard owners so that farmers can procure additional posts, as well as other inputs, such as reinforced cement concret (RCC) rings, RCC pipe culverts, RCC beams and

<sup>2</sup> Farmers contribute 50% of the cost to convert their vineyards.

<sup>3</sup> Eight vineyards in Faryab had an average increase of 37%. Six Samangan-based vineyards showed an average increase of 33%, while two in Jawzjan increased by 46%.

plates, as needed. During the reporting period, PSPs produced a total of 16,470 RCC trellising posts in Balkh (5,040), Faryab (1,860), Samangan (2,500), Jawzjan (5,010) and Sari Pul (2,060), all of which were installed in new vineyards.

Between October 2012 and September 2013, 108 new vineyards, measuring 22.213 hectares (ha) were converted to trellised systems in all five Northern provinces.<sup>4</sup> IDEA-NEW's progress towards its 2013 goal of 50 ha of converted vineyards is presented below:

<i>Province</i>	<i>Target (ha)</i>	<i>Actual ha trellised as of 30 September 2013</i>	<i>Percent Complete</i>
Samangan	10	9.92	99%
Faryab	20	17.32	87%
Sari Pul	8	5.85	73%
Jawzjan	6	4.87	81%
Balkh	6	5.39	90%
<b>Total</b>	<b>50</b>	<b>43.35</b>	<b>87%</b>

In February 2013, IDEA-NEW established five one-jerib vineyard demonstration plots in Dihdadi, Chintal and Dawlatabad districts (Balkh) and the Balkh University Farm, which brought the total number of Northern demonstration vineyards to 25. These sites were used to show vineyard owners and agriculture students—many of whom will go on to work with various DAILs—the benefits of converting traditional vineyards to a trellised system. Over the past year, IDEA-NEW staff held more than 90 field days for 750 people including farmers, extension workers and agriculture retailers in all five Northern provinces on topics that included the benefits of converting traditional vineyards to commercial I and T trellising systems, disease management, grape vine shoot thinning, how to identify and prevent powdery mildew disease, irrigation and fertilization, summer pruning (shoot and leaf thinning, cluster management and tipping/topping vines) and best harvesting and post-harvest practices. Eight new demonstration plots were established in Faryab province in September to ensure that farmers would continue to receive training in trellising, pruning, irrigation, vineyard management, and post-harvest handling. A total of 429 participants attended field days at these sites in that month.

In March, IDEA-NEW's northern technical staff, with support from an international horticulture consultant, provided a Spring Vineyard Management and Grape Pruning trainings in Balkh, Jawzjan and Samangan provinces. A total of 110 individuals, including demonstration plot owners, commercial vineyard owners, agriculture retailers, DAIL extension agents, university professors and students from local agriculture faculties participated in the sessions. Two-day workshops on traditional grape bush system conversion to trellis system, trellising vineyard management and vineyard disease control also took place in all five provinces, which were attended by 39 people.



*IDEA-NEW staff and an international consultant conduct a pruning training for farmers in Balkh province*

At the request of IDEA-NEW's northeastern team, the program's northern vine management specialist traveled to Kunduz province and provided two days of vineyard management training for 45 pruners and

<sup>4</sup> July-September is the growing and harvesting season for grapes in the North so IDEA-NEW limited its trellising activities during the fourth quarter to newly established vineyards.

IDEA-NEW field staff from Baghlan, Kunduz, Takhar and Badakhshan in early June. The training session aimed to teach participants new methods of vine growing and consisted of a day of presentations and discussion on tipping and topping grape vines, fertilization, irrigation and disease management. This was followed by a second day of practical training where attendees went to a traditional vineyard managed by the Kunduz DAIL and practiced the management techniques they had learned the previous day. When asked about the training, one of the DAIL staff, ██████████, said: “This is eight years that I work with DAIL of Kunduz in Imam Sahib District and this is the first time that I attended such training. I was already familiar with vine pruning but here I learned very important and new thing about the vine pruning which will help me for a professional pruning of vine in our district. This is the first time that I heard about summer pruning.” ██████████, an experienced pruner from Jurm district (Badakhshan) agreed: “For more than 30 years that I do pruning but in very traditional methods which is usual among the people. I learned more than what I expected. This was great that we have good trainer in our own language and this is an advantage for sustainability of agriculture sector in our country.”

IDEA-NEW’s trellising activities in Faryab province ended on September 30. The program successfully converted 99 traditional vineyards (17.32 ha) to trellised systems and installed 9,590 concrete posts in Maymana, Pashtun Kot, Khwaja Sabz Posh, Dawlat Abad, Shirin Tagab and Qaysar districts between 2010 and 2013.

In the Northeast, IDEA-NEW continued working with the Parwan Raisin Producers Cooperative (PRPC) to increase its capacity and membership. Technical staff collaborated with PRPC to identify farmers who will sell their raisins to Fulwell Mill, a UK-based dried fruit and nuts buyer that placed an order for 75 metric tons of Fairtrade certified raisins for the 2012 season.<sup>5</sup> Each selected producer received a 25% down payment for their crops from Fulwell Mill in October. IDEA-NEW staff held a training that highlighted best practices of drying raisins and then conducted monitoring visits to observe the dry processing, which began in October and finished in December 2012. The wet processing and testing of raisins for Ochratoxin was done in February 2013. The PRPC producers were paid for 75 MT, from which 66.73 MT met Fullwell Mill’s export requirements and shipped in four containers to Fulwell Mill in the UK between February and May. In April, 266 PRPC members received a vineyard management training to further improve the quality of their raisins; the cooperative’s membership has since increased to reach a total of 317 members. To assist the cooperative in the preparation for its first annual Fairtrade surveillance audit, and to enhance its business management capacity, IDEA-NEW trained PRPC board members and office manager in topics including bookkeeping, membership/production recordkeeping, and compliance with Fairtrade recordkeeping requirements. In June, PRPC underwent its first annual surveillance audit by FLO-CERT, an independent international certification agency for fairtrade production processes and products. The audit examined PRPC’s production documentation, membership records, financial management and bookkeeping records including sales, and found no non-conformities with Fairtrade standards. In August 2013, the final audit report indicated that PRPC passed the audit and therefore retained its Fairtrade certification status. IDEA-NEW also assisted the cooperative in developing a computerized bookkeeping system to ensure they maintain appropriate financial recordkeeping among its members. In September, the program delivered 4,750 plastic mats for drying raisins to PRPC members and donated Ochratoxin testing kits to the Ministry of Economy’s Afghan Raisin, Fruit & Vegetable Promotion Administration in September. Ochratoxins have become a barrier

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<sup>5</sup> The program also supported the refurbishment of the Bagram raisin processing plant to meet HACCP standards so it meets the quality requirements of Fulwell Mill. Work on the Bagram plant began in late October 2012 and was completed in December 2012.

for Afghan raisin exports, especially to the European Union since in 2013 the EU increased the Ochratoxin threshold level to 10 parts per million. To build their capacity, IDEA-NEW trained GIROA employees and PSPs on how to properly use the testing equipment. Additionally, IDEA-NEW donated Ochratoxin laboratory testing equipment and provided training to Naweyan Nawen Ltd., aiming to create private sector service capacity for Ochratoxin testing. Moreover, IDEA-NEW donated a metal detector and provided training to Bagram Fruit & Non-alcoholic Beverage Company. This company, based in Charikar (Parwan) processed the raisins exported to Fullwell Mill.

In May 2013, IDEA-NEW launched two new trellising projects in the Northeast. The first, a trellising project, targets 105 farmers—30 in Badakhshan, 15 in Takhar, 10 in Baghlan and 50 in Kunduz—all of



*Vineyard trellises in Kunduz Center district  
(Kunduz)*

which have received technical training in vineyard layout preparation, trellis installation and pruning techniques from IDEA-NEW's agriculture team. After beneficiary selection was completed in July, IDEA-NEW technical teams distributed trellising tools and inputs (metal poles and cement) and helped farmers establish demonstration plots to promote grape trellising and improved cultivation methods. As of the end of September, 32 farmers had installed trellising posts in their vineyards, including eight farmers in Taloqan and Farkhar districts (Takhar) and 15 farmers in Kunduz Center, Aliabad, Khan Abad, Imam Sahib and Qala-e-Zal districts (Kunduz), seven farmers in Baharak, Kishem and Yaftal districts (Badakhshan) and two farmers in Baghlan Jaded (Baghlan). The rest of the

farmers finished trellising their vineyards in October 2013.

IDEA-NEW also launched a vineyard management project to train 50 vineyard owners in Kunduz province and 31 in Badakhshan in covering green pruning, vine tapping and thinning. In June, the Kunduz technical team held a vineyard management training for 27 pruners, seven agriculture extension workers and 11 IDEA-NEW staff from Badakhshan, Baghlan, Takhar and Kunduz provinces. Since July, 50 vineyards in Kunduz and 55 in Badakhshan were successfully pruned by farmers. In September, 35 farmers in Kunduz and 30 farmers in Badakhshan received dusters (sulfur sprayers) to start spraying sulfur on their vines and technical training in how to use the new equipment. The monitoring visits in Badakhshan and Kunduz showed that all vineyards were in good condition.

### **Orchard Crop Value Chain**

IDEA-NEW's intervention in the orchard crop value chain focuses around citrus, stone fruits, almonds, pomegranates and pome fruit, such as apples. All of these are major crops in Afghanistan; however, poor management and irrigation practices, lack of pruning skills and ineffective control of pests and disease often result in low yields. IDEA-NEW worked with farmers since 2009 to improve orchard quality by introducing new crop varieties and production practices.

Over the past year, IDEA-NEW established 30 ha of new commercial orchards in the North. Site assessments in Bilchiragh, Pashtun Kot, Shirin Tagab, Dawlatabad, Khwaja Sabz Posh and Qaysar districts of Faryab province. Site selections for 80 orchards, covering 16 ha, were completed in October and November 2012 and the remaining 70 sites were chosen in January 2013. The site selections were done in close coordination with the relevant district-level DAIL extension workers. One of the chosen

owners, ██████ lives in Khwaja Sabz Posh district and became aware of IDEA-NEW's orchard interventions last year when his neighbors' orchard was chosen to serve as an orchard demonstration plot. He noted that "The apple saplings they planted gave fruit in the same year, which is not common. They learned useful techniques for planting the saplings and this year I want to use ██████ and as an orchard demonstration and learn those useful techniques." IDEA-NEW's agriculture team began distributing 14,740 saplings and 60 bags of DAP fertilizer to 150 demonstration orchard owners in February. An opening ceremony was held on February 26 in Khwaja Sabz Posh district and attended by the Faryab district governor, Deputy DAIL Director and local farmers. Government officials expressed their deep appreciation for IDEA-NEW's consistent help in establishing orchards in Faryab over the last three years and encouraged local farmers to master and adopt the new management techniques used on the demonstration orchards. Technical staff made regular monitoring visits to all 150 IDEA-NEW supported sites Faryab throughout the spring, which is the normal growing season for newly established orchards. Monitors noted that orchard owners had properly planted the saplings and were irrigating per the guidelines specified during field days. At the end of September, more than 90% of saplings had survived and were growing normally. Program staff also provided support to orchard owners regarding proper planting of saplings as well as irrigation and weed control during the growing season.



*An IDEA-NEW trainer explains how to properly plant saplings to farmers in Pashtun Kot district (Faryab)*

Between October 2012 and March 2013, IDEA-NEW's Legacy team in the Eastern region oversaw the planting of 70 new orchards (13.6 ha) in Nangarhar, Kunar, Laghman, Kabul and Parwan provinces. One hundred percent of the costs associated with each new orchard were covered by the farmer while IDEA-



*IDEA-NEW field technician laying out an orchard in Qarghaee district (Laghman)*

NEW's contribution included technical assistance with land design and linking beneficiaries with local nursery grower associations and PSPs that will provide certified, high quality saplings.<sup>6</sup> It is worth noting that this was the first time under IDEA-NEW that farmers covered all of the costs associated with their new orchards. Farmers' ongoing interest in establishing new orchards and their ability and willingness to fully fund these efforts are significant signs of the sustainability of IDEA-NEW's orchard development efforts.

In addition, 250 samples were collected from three orchards in Nangarhar in late November 2012 and submitted for lab testing to identify the Citrus Tristeza Virus, which is prevalent in the East.<sup>7</sup> IDEA-NEW imported 50 kg of Tristeza-resistant citrus root stock seed from the United States in February 2013.<sup>8</sup> In March, the program signed memoranda of understanding (MOUs) with and distributed seeds to the Nangarhar Valley Development Authority (20 kg), Afghan National Nursery Growers Organization (10 kg) and the Kunar

<sup>6</sup> IDEA-NEW designed the orchards at no cost to farmers. DAIL staff will be responsible for providing this free service in the future and have already received training during the previous season.

<sup>7</sup> Results showed that 91 out of 747 trees (12%) were contaminated.

<sup>8</sup> New root stock increases orchards' productive capacity 30–50% and reduces waste caused by disease by 15–30%, both of which have the potential to increase sales.

and Laghman Fruit Growers Associations (10 kg each) for distribution to their members. IDEA-NEW's agriculture team visited the citrus root stock nurseries established by the Nangarhar Growers Association and Nangarhar Valley Development Authority (NVDA) in Narang (Kunar), Behsud (Nangarhar) and Qarghaee districts (Laghman) throughout May and June 2013, at which time the germination of the root stock seed was more than 90%, which is an excellent result. In September, seedlings were transplanted from NVDA- and district-managed nurseries to plots in preparation for next year's grafting process. Twenty thousand citrus seedlings were transplanted in Samar Khail, 40,000 in Farm-e-Ghazi Abad, and 20,000 in Narang. IDEA-NEW conducted a field day at a NVDA citrus nursery in Behsud district (Nangarhar) on soil treatment, bed preparation, seedling transplanting, and irrigation. Staff also made regular site visits to orchards that were established with IDEA-NEW's support in Fall 2012 and Spring 2013. All orchards were found to be in good condition and owners were advised on irrigation, weed control and how to counteract pests. Techniques include removing damaged and disease-infected branches, and preparing for white washing (coating the trunks of fruit trees in a lime, fungicide, insecticide and oil mixture).

The Northeast region's 2012-2013 orchard establishment activity was launched in January 2013. Based on needs assessments carried out in target communities in February, IDEA-NEW's agriculture teams identified 1,165 farmers in the Northeast and assisted them in laying out their new orchards.<sup>9</sup> Agriculture staff also oversaw the distribution of 76,020 fruit saplings (apricot, apple, plum and almond) to farmers who paid 50-60% of the total cost of the trees. Between April and July, technical teams visited the orchards and consulted farmers in proper orchard pruning, irrigation system, weeding and staking techniques for their newly planted saplings. Follow-up visits showed that site visits had a positive impact on farmers' orchards and all newly planted saplings were growing normally. During the farmer visits, the technical teams additionally consulted the farmers on the appropriate orchard irrigation technique (basin irrigation), fertilizer application and weeding. Additionally, 611 farmers received follow-on instruction in orchard pruning across the region. After receiving feedback, it was indicated that beneficiaries were very satisfied with their new undertaking. These activities were carried out jointly with DAIL representatives who noted the importance of such improved orchard management practices in the region. This activity was successfully completed in August.

Besides establishing new orchards, IDEA-NEW also builds farmers' capacity to better manage existing orchards and increase their long-term income-earning potential. IDEA-NEW's experience has shown that existing orchard owners struggle with inadequate fruit quality and low productivity due to poor skills and a lack of quality inputs. To address these needs, IDEA-NEW trained 73 orchard owners in Nangarhar and Kunar in late 2012 on irrigation, liming, integrated pest management (IPM), flexi flume installation, pruning, and how to properly remove dried, diseased and/or damaged trees. Using these concepts can increase production by 20-30%.

IDEA-NEW, in close coordination with local DAIL personnel, also selected instructors in all four Northeast provinces and trained them in proper dormant oil application. This activity, which began in October 2012, helped orchard growers protect their fruit trees from pests and disease during the dormant, winter season. As a result, 3,078 farmers—800 in Badakhshan, 650 in Baghlan, 578 in Kunduz, and 1,050 in Takhar—had their orchards (approximately 3,078 jeribs in total) sprayed by IDEA-NEW-trained PSPs and received training in the benefits of dormant oil use for pest and disease control.<sup>10</sup> In the Eastern

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<sup>9</sup> 345 in Badakhshan, 430 in Baghlan, 273 in Takhar and 117 in Kunduz province.

<sup>10</sup> IDEA-NEW subsidized 20-40% of the spraying services in the Northeast with the farmer covering the remaining cost.

region, IDEA-NEW linked 300 farmers who requested dormant oil spraying with nearby agriculture depots capable of fulfilling their requests. A total of 218 orchards were treated with dormant oil with farmers paying 100% of the cost.<sup>11</sup> A field day was held on



*A local service provider sprays an orchard with dormant oil in Taluqan city (Takhar)*

April 16 in Behsud district (Nangarhar) to show the impact winter oil has had on fruit trees. Eighteen farmers attended to see how trees and their fruit had been protected from pests and diseases. Agriculture depot representatives also participated in the field day since they were unfamiliar with using winter oil.

In addition, technical teams trained 21 certified pruners and 17 DAIL extension officers from various districts of Nangarhar, Kunar, Laghman and Kabul provinces on the benefits and different methods of pruning throughout January. Pruners received a tool kit that contained a pruning saw, shears and a ladder. The training was closely coordinated with local DAILs, who referred orchard owners to local pruners. IDEA-NEW's pruning project in the Eastern region closed on March 20, 2013 at which time a total of 297 orchards (354 jeribs) had been pruned in the Eastern region and Sarobi district of Kabul province.

In the Northeast, IDEA-NEW staff benefited 1,785 farmers throughout the region via its orchard management activity that trained farmers on preventative pest management options (such as spraying dormant oil), pruning, winter care, irrigation, fertilizer application, fruit thinning, disease control and weeding.<sup>12</sup> In early 2013, Northeast staff linked farmers with private pruners. These trainings were conducted at DAIL's request. One of the beneficiaries, [REDACTED] stated: "The yield from my fruit trees has increased by 100% and the quality of my produce is better than what it was before. Also, my trees and the fruits are free of any kind of disease." Not only does pruning increase orchards' production, it also supplements the income of the pruners. [REDACTED]

[REDACTED] is one of the individuals trained by IDEA-NEW in professional pruning. He stated, "Pruning farmers' orchards has become a good source of income for me. During the pruning season, I can earn up to 1,000 AFN (\$18.30) in one day which adds to my income, and I am thankful for it." All farmers targeted under the orchard management project finished pruning their orchards (apricot, peach, apple, pear, almonds, etc.) by June. In July, IDEA-NEW's technical team monitored 500 orchards in Puli Khumri, Baghlan Jaded, Bano, Dehsallah and Puli Hesar districts of Baghlan and 233 orchards, in Baharak, Kishem, Faizabad and Jurm districts of Badakhshan province and found them properly weeded and in good condition. The orchard management project was completed in August 2013.

IDEA-NEW's summer orchard pruning project targeting an estimated 2,000 orchard owners in Badakhshan (500), Baghlan (500), Kunduz (500) and Takhar (500) ran from May to September 2013. During that time, IDEA-NEW's technical teams provided training in green pruning techniques to all beneficiaries as well as 39 private pruners and 13 DAIL extension workers. Staff also oversaw the pruning of 1,051 orchards in all four provinces (252 orchards in Baghlan, 165 orchards Takhar, 229 orchards in Badakhshan and 405 orchards in Kunduz). Monitoring visits made between July and September indicated that orchards were in good condition and farmers were linked with local PSPs for future pruning. The feedback received from farmers during the field monitoring visits was quite positive

<sup>11</sup> Dormant oil costs 250 AFN (\$5) and the service fee is an additional 250 AFN.

<sup>12</sup> Five hundred orchards in Badakhshan, 421 in Baghlan, 443 in Takhar and 421 in Kunduz.

with farmers saying they were very satisfied with the quality of the pruning carried out in their orchards by private pruners.

There is significant loss during the handling and storage of produce by both traders and orchard owners during the offseason. As such, IDEA-NEW built 13 underground storage units—four in Badakhshan, five in Baghlan and four in Takhar—to assist farmers in storing excess goods, such as apples, until the crops' offseason, when produce could be sold at higher prices. Every storage unit was constructed on an existing farm and host farmers received training in reaching and maintaining proper conditions (approximately seven degrees Celsius and 85% relative humidity) before storing excess crops from their orchards as well as neighboring farms. Each unit can hold up to 20 MT of produce and units in all three provinces are currently being used. Monitoring visits to the units showed that the goods (apples) were kept in good condition. Also, sales data obtained from two farmers in Badakhshan, who sold 8.4 MT of apples for 345,450 AFN (\$6,318) during the off season (January-March), showed that they were able to earn at least two and a half times more than if they had sold their produce during the harvest season. The construction of the fifth underground cool storage unit in Badakhshan province, which had been delayed by snow for several months, was completed in June and is being used by 45 farmers. Based on communities' requests, IDEA-NEW launched the second round of additional underground cool storages in August to build 13 additional units. Baghlan's technical team completed in September the excavation of six underground cool storages in Bano, Dehsallah and Pul-e-Hesar districts. After identifying four sites in Badakhshan and three in Takhar, the excavation was completed and will be completed in October. Also during September, IDEA-NEW's technical team trained 26 farmers in Takhar province in how to properly store apples in cool storages. In addition, 600 plastic baskets were distributed to the beneficiaries of four cool storages for transporting and storing of their products. Overall, 45 farmers will benefit from each cool storage facility.



*IDEA-NEW monitors the quality of apples kept at an underground cool storage unit in Worsaj district (Takhar)*

IDEA-NEW also completed its post-harvest handling trainings in the Northeast region in September. A total of 203 farmers including 28 university students and professors, and 19 DAIL extension workers from Kunduz, Takhar, Badakhshan and Baghlan provinces received four days of training in vegetable and fruit post harvesting, sorting, grading, packaging and transportation techniques to help farmers reduce their post-harvest losses and obtain higher prices for their goods by ensuring good product quality.

IDEA-NEW assisted the Kunduz Almond Producers Cooperative (KAPC) in establishing market linkages for potential export of 20 MT of almonds to Fullwell Mill in the UK.<sup>13</sup> In February, program staff helped the cooperative identify 150 members to supply the required volume and, in March, assisted it in preparing a one MT trial purchase order of Marawaja almonds for Mountain Fruits, Fullwell Mill's partner company in Pakistan. The one MT shipment was sent in May and was deemed satisfactory for exporting.<sup>14</sup> As a result, in October KAPC, Mountain Fruits and Fullwell Mill resumed negotiations for potential supply of fairtrade certified almonds, given that KAPC gained Fairtrade certification in October 2013. In preparation for fairtrade certification, in June, IDEA-NEW delivered trainings to 16 KAPC

<sup>13</sup> KAPC is comprised of 150 farmers from Imam Sahib, Qala-e-Zal and Chahar Dara districts.

<sup>14</sup> The test results showed that the ratio of shelled to unshelled weight of the almonds was 46%.

board members and hired staff for bookkeeping and Fairtrade recordkeeping requirements. In July, KAPC's registration application as cooperative was completed with the Ministry of Agriculture, Irrigation and Livestock (MAIL) and the Kunduz DAIL. Additionally, IDEA-NEW assisted KAPC in undergoing a Fairtrade certification audit conducted by FLO-CERT which resulted in KAPC gaining Fairtrade certification issued in October 2013. This is the second Fairtrade certification issued in Afghanistan. Fairtrade certification is aimed to help the almond producers export almonds to international Fairtrade markets, including the UK, European Union and the USA.

During June, 10 groups were formed in Farkhar, Taluqan, Kalafghan, Baharak and Bangi districts of Takhar province under the farmers' group formation and market linkages project and linked with local traders to help increase farmers' sales.<sup>15</sup> A total of 6,000 plastic baskets and 150 ladders for harvest collection were distributed in collaboration with local Community Development Councils (CDCs), District Development Assemblies (DDAs) and DAIL extension officers across the region. Also, IDEA-NEW's technical team linked three vegetable (cucumber) traders from five villages of Bangi district, with local markets which resulted in farmers selling 1,940 bags (45,650 kg) of cucumbers for 438,240 AFN (\$7,722). During July-September, farmers earned 367,000 AFN from selling their products across the region. On June 23, IDEA-NEW launched a follow-on farmer group formation and market linkage project in Takhar province. The follow-on farmer group formation activity is running smoothly in Worsaj district, Takhar province. As of September 30, three of the target five fruit groups have been formed and connected to local markets.

Jalalabad-based agribusiness teams compiled a business plan, financial statement and technical assistance plan for Hamisha Bahar Agro Service Company in June. Located in Jalalabad (Nangarhar), it provides saplings, seed and equipment, such as drip irrigation, to farmers in Nangarhar, Laghman, Kunar, Nuristan and Kunduz provinces. It was established in 2005 and is hoping to expand into Balkh, Ghazni and Kandahar. IDEA-NEW assistance will include capacity building in business management, accounting, pesticide management, preparing greenhouses and development of marketing materials.

In September, 103 orchard owners and citrus nursery growers in Nangarhar and Kunar provinces were trained in pomegranate harvesting, post-harvest handling, grading and packing, and citrus transplanting. Twenty one students at the National Agriculture & Education College (NAEC) were trained in nursery design and establishment, citrus seedling, transplanting, pest and diseases control, and pruning in established orchards.

Also IDEA-NEW learned that the seedling budding process that took place in the Badghis fruit nursery in spring 2013 was unsuccessful, so a second attempt was made in September. A total of 30,000 saplings of apricot, almond, and pistachio were budded using improved certified buds, in addition to 20,000 grape plants. The 50,000 certified saplings and improved grape plants will be ready for distribution in spring 2014. These saplings and grape plants will cover 74 ha of land in Badghis province in 2014.

### **Vegetable Value Chain**

IDEA-NEW's intervention in the vegetable value chain is built around growing farmer demand for improved crop quality and productivity as well as the need for establishing and strengthening

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<sup>15</sup> Under this activity, IDEA-NEW supports farmers in establishing five vegetable grower groups and five fruit grower groups (each consisting of 15 farmers) in each of its four target provinces. Groups are linked to local markets and will receive improved post-harvest tools such as harvest baskets, ladders and capacity building training in improved production, harvest, post-harvest handling and marketing techniques which will improve their income-earning potential.

relationships between farmers and other key value chain actors, such as input suppliers and buyers. Through its community-initiated projects, IDEA-NEW introduced high-yield, locally adapted vegetable varieties (cauliflower, tomatoes, cucumbers, onions, greens, etc.) and worked on building farmer capacity by training them in modern cultivation practices. By linking farmers to local suppliers of quality inputs (seeds, tools, etc.), IDEA-NEW aimed to stimulate market relations that are critical to the sustainability of the vegetable value chain fostered by the program since 2009.

In the Northeast, IDEA-NEW offered a comprehensive training program on improved vegetable farming techniques at each stage of the crop cycle (planting, growing, harvesting, and post-harvest management) to farmers and managed a vegetable voucher program that offered beneficiaries subsidized high quality seeds and fertilizer.<sup>16</sup> In October 2012, with local farmers in Badakhshan, Takhar, Kunduz and Baghlan held trainings in demonstration plots on irrigation, fertilizer application, weeding and post-harvest care of summer vegetables. Field days were also conducted across the northeastern region to help farmers understand the impact of using new farming practices so that farmers will have enough information before they choose what crop varieties to plant for the upcoming seasons. IDEA-NEW coordinated closely with local DAIL extension workers when planning each event.

IDEA-NEW also trained 128 farmers in Baghlan and 139 in Kunduz province on post-harvest handling and marketing techniques. These farmers were members of 32 self-selecting farmers groups (SSFGs) in Baghlan, Takhar, Badakhshan and Kunduz.<sup>17</sup> Follow-up visits to six SSFGs in Kunduz showed that farmers were using post-harvest tools and, as a result, had fewer losses than the preceding season. IDEA-NEW also offered SSFGs technical assistance regarding how best to approach buyers and input suppliers, and provided harvest baskets (up to 100 baskets per group) to help them reduce post-harvest losses as they transported their produce to markets and/or packing centers. IDEA-NEW's agriculture team conducted regular monitoring of SSFGs in Kunduz to ensure that produce—fruit, including apricot, plums and persimmons and vegetables, such as tomato, okra, eggplant, etc.—was being properly handled to obtain better market prices and that tools were being adequately maintained during winter. In April, IDEA-NEW's marketing team linked two SSFGs from Bangi district (Takhar) with buyers in Faizabad (Badakhshan). The sales data collected during the year indicated a total sales volume of 16,504,341 kg of produce that generated 123,687,809AFN. Total sales reached in the Northeast are higher and will be reported after the endline survey is completed in November 2013.



*A vegetable cultivation demonstration plot in Aliabad district (Kunduz)*

Under its commercial vegetable cultivation project, IDEA-NEW aims to increase agriculture production and sales by mobilizing farmers with one jerib of land to start using high quality inputs—improved vegetable seeds and fertilizers—and to participate in capacity-building trainings. By the end of March 2013, IDEA-NEW, in close coordination with local DAIL representatives and community shuras, had identified 6,882 farmers (1,895 in Baghlan, 1,646 in Takhar, 1,484 in Badakhshan and 1,857 in Kunduz province). Capacity building trainings in seed

<sup>16</sup> Farmers cover 50-65% of inputs' costs, depending on the activity.

<sup>17</sup> SSFGs are crop-based interest groups (each with 10–15 members) that aim to facilitate better access to markets by allowing farmers more leverage with buyers and negotiate better prices with input suppliers. IDEA-NEW assisted farmers with their initial mobilization into groups and offered ongoing technical support as needed to each group.

cultivation, irrigation techniques, and spacing between vegetable crops, land preparation, seedling transplanting, weeding, harvesting and fertilizer application were held for 5,209 farmers and 38 government extension officers in Kunduz, Takhar, Badakhshan and Baghlan between March and June. [REDACTED] from Khanadab district (Kunduz) was one of these trainees. He said, “cucumber cultivation is the only income source my family has. Before I used to cultivate vegetables the traditional way and would earn little money from it. But since IDEA-NEW introduced me to quality seeds and taught me about improved cultivation ways, my income has doubled!” Once farmers completed the trainings, they received seeds and DAP/UREA fertilizers by local PSPs.<sup>18</sup> Additionally, program staff helped 121 farmers (42 in Badakhshan, 48 in Takhar, 21 in Baghlan and 10 in Kunduz) establish demonstration plots on their land between March and June. Such sites allow local community members to see and learn about improved vegetable production methods and the impact these practices can have on vegetable yields and, subsequently, farmers’ incomes. In July and August, the technical team in Baghlan province monitored 1,128 vegetable plots (710 watermelon and 418 tomato plots) including 16 demonstration plots, which are growing normally. At the same time, farmers were trained in irrigating, fertilizing and weeding of plots in Puli Khumri, Baghlan Jaded and Doshi districts. IDEA-NEW’s agriculture team organized five field days followed by an exposure visit for 318 farmers in Badakhshan, two exposure visits and farmer field days for 361 farmers in Takhar, 18 field days for 312 farmers and 24 agriculture extension officers in Kunduz, and four field days for 120 farmers in Baghlan province. These field days facilitated the exchange of experiences and train the farmers in how to appropriately transplant onion seedlings to large land plots, irrigation methods, harvesting techniques, sorting and seed production. In Takhar, 138 farmers received agriculture training in harvesting, packaging, sorting and weeding in Taloqan, Bangi and Baharak districts. This project ended in August.

In May, ahead of the summer season, IDEA-NEW launched a summer commercial vegetable production project targeting 3,300 beneficiaries in Badakhshan (500 farmers), Baghlan (1,200), Kunduz (600) and Takhar (1,000). Identifying beneficiaries ran from May to July after which IDEA-NEW began training selected farmers in land preparation, raised bed preparation, seed cultivation, and transplanting seedlings and distributing vegetable seeds—turnip, cauliflower, cabbage, lettuce, cucumber, carrots and watermelon—and fertilizer (20 bags DAP and 20 bags UREA).<sup>19</sup> This project ended on September 30, at which time, 26 farmers in Baharak, Kishem and Argo districts (Badakhshan) had already transplanted cauliflower seedlings to their main land plots. In Baghlan, the agriculture team monitored 547 watermelons, cauliflower, cabbage and lettuce farms including nine demonstration plots which were in good condition. Ten other farmers had transplanted cauliflower, lettuce and cabbage seedlings to their demonstration plots. In addition, 248 farmers were linked with PSPs in Puli Khumri, Baghlan Jaded, Bano and Dehsallah districts who can continue supplying them with seed and fertilizer. Kunduz’ technical team launched a field day for 30 farmers, which was a good mechanism for beneficiaries to exchange ideas and experiences. Moreover, 662 farmers from Takhar and 252 farmers from Badakhshan province received training in proper harvesting, sorting, grading, packaging of products, controlling pests and farm weeding.

IDEA-NEW’s home-based greenhouse farming project targeted 85 women in all four northeastern provinces by providing them with offseason vegetable cultivation training (planting, weeding, irrigation, fertilization, harvesting and post-harvest handling) and improved input materials (seeds and plastic

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<sup>18</sup> Distribution was overseen by IDEA-NEW’s provincial agriculture teams. Farmers were responsible for 55% of the seeds’ cost and 65% for fertilizer.

<sup>19</sup> Farmers are responsible for 60% of the cost.

sheeting). Crops planted in the greenhouses included lettuce, radish, coriander and cress, tomatoes, cabbage, cucumber, spinach, eggplant and pepper. All greenhouses were built by the end of December and beneficiaries were trained in land preparation and seed cultivation. Technical staff regularly monitored farmers' progress and provided them with assistance regarding construction, layout, proper fertilizer application, pest and disease control, weeding, irrigation and soil management. Beneficiaries also received thermometers and training in how to regulate the temperature in their greenhouses. In April, IDEA-NEW organized a field day for 30 female farmers in Taluqan district and facilitated site visits among 45 women from several villages in Faizabad district that enabled farmers to share their experiences in greenhouse management. This activity ended in Kunduz in March and in the remaining three provinces in June. One of the greenhouse owners, ██████████ was unfamiliar with greenhouse cultivation methods until she was trained by IDEA-NEW and started growing vegetables. A few months later she said, "I sold 140 kg of cucumbers and earned 2,100 AFN (\$36). I also sold 80 heads of lettuce and earned an additional 1,600 AFN (\$28)." ██████████ was very happy with these results and said that she could manage her greenhouse by herself and could train other women on what she had learned.

Building off the success of its female greenhouse vegetable production activity, IDEA-NEW launched a follow-on, home-based greenhouse establishment project in June that targeted 140 beneficiaries across the Northeast—20 women in Baghlan province; 40 women in Kunduz; 40 women in Badakhshan; and 40 women in Takhar. This project enabled female farmers to earn income through offseason crop production in medium-sized greenhouses.<sup>20</sup> Beneficiary selection began in all four provinces in June and was finished in July. In August, IDEA-NEW staff trained 171 women in land preparation and greenhouse installation, seed cultivation, and compost preparation. During September, 40 women beneficiaries in Takhar, 40 in Badakhshan, eight in Kunduz, 20 in Baghlan received greenhouse establishment inputs (poles, steel bars, rope, plastic, vegetable seeds, pipe, mold sprinkler, cement and gravel). The remaining farmers will receive their inputs in October. The installation of greenhouses began shortly after input distribution and, by September 30, six greenhouses in Puli Khumri district (Baghlan), 40 greenhouses in Faizabad and Baharak (Badakhshan) and 35 greenhouses in Taloqan, Farkhar and Bangi (Takhar) were successfully installed.

IDEA-NEW ran a low tunnel vegetable cultivation pilot project in Takhar province between November 2012 and March 2013. This project was designed to test a low cost greenhouse design for offseason vegetable cultivation, and targeted 20 female farmers in Taluqan district who are members of Community-Based Savings Groups (CBSGs) previously established with IDEA-NEW's support. Farmers built the low tunnels and contributed 50% of the cost using funds they had saved via the CBSGs. Based on the success of the women's pilot project, IDEA-NEW selected 607 farmers in April to participate in its low tunnel commercial vegetable cultivation project.<sup>21</sup> Farmers constructed their tunnels in April and planted vegetable seeds, which were purchased via IDEA-NEW's voucher program.<sup>22</sup> Between April and June, farmers grew tomato, cucumber, zucchini, squash and watermelon in their low tunnels and received regular training in low plastic tunnel maintenance, vegetable cultivation, irrigation, weeding, proper ventilation and fertilizer application. ██████████, a farmer in Argo district (Badakhshan), said "I own 0.4 hectares of land and farming is my only business. In the past, my yields were low because I was using

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<sup>20</sup> The greenhouses are five meters wide and 10 meters long.

<sup>21</sup> One hundred and fifty farmers in Badakhshan, 27 in Baghlan, 130 in Kunduz and 300 in Takhar. The planned target number in Baghlan was 150 farmers; however, due to limited farmer interest in the proposed vegetable cultivation method, the program was able to mobilize only 27 farmers.

<sup>22</sup> Farmers contributed 45-60% of the cost

old ways of cultivation. But since I started working with IDEA-NEW, positive changes have taken place in my farming. Vegetable cultivation under low plastic tunnel enabled me to sell my goods at a higher price than usual because there were few other sellers at the market. I am very happy with what I have achieved and am thankful to IDEA-NEW for having such a nice program.” Agriculture staff from each province monitored the tunnels regularly and all of them were found to be in good condition. On April 10, the Takhar team organized a farmer field day in Bangi district for 27 farmers from Baharak, Bangi, and Taluqan districts. The event was also attended by a representative from the Department of Economy (DoE) and three DAIL officials. Monitoring visits of 24 low plastic tunnels in Puli Khumri district of Baghlan province and 43 low plastic tunnels in Takhar province in July and August showed that crops were growing normally and were in good condition. IDEA-NEW staff also gave follow up training to farmers as needed in fertilizer application, irrigation, weeding, harvesting, sorting and grading of products. Additionally, the program staff for Baghlan organized an exposure visit for 22 farmers to further train them in appropriate vegetable cultivation methods under low plastic tunnels.

In June, IDEA-NEW launched its offseason high plastic tunnel project targeting 22 agricultural cooperatives across the Northeastern region—eight in Baghlan, four in Badakhshan, five in Takhar and five in Kunduz with a total of 550 individual members. Through this project, farmers will receive trainings and inputs for constructing high plastic tunnels for vegetable cultivation. Each tunnel is 40 meters long and six meters wide, large enough to include crops (tomatoes, sweet pepper, cucumber, summer squash, muskmelon and eggplant) grown by multiple cooperative members. Beneficiary selection was completed by late August and was immediately followed by the installation of high plastic tunnels. This work targeted all four target provinces and concluded in October.

One of IDEA-NEW’s major vegetable activities in the Eastern region is the establishment of three jerib commercial production farms (CPFs) and supplying their owners with subsidized quality inputs for various seeds.<sup>23</sup> Between October 1, 2012 and September 30, 2013, 11 rounds of staggered planting for the Fall/Winter 2012 season (broccoli, cauliflower, lettuce, cabbage and red radish), Spring/Summer 2013 season (okra, tomato, eggplant, squash, cucumber, peppers, watermelon, bitter gourds, green beans) and four rounds for Fall/Winter 2013 (broccoli, cauliflower, cabbage, lettuce, red and white radishes) were completed at all 16 CPFs in Nangarhar, Laghman and Kunar provinces and eight CPFs in Parwan, Kapisa and Panjshir provinces.<sup>24</sup> During the past year, IDEA-NEW technical staff held a total of 2,179 field days for 181 farmers. Trainings focused on modern farming techniques, such as soil preparation, basal fertilization, direct seeding, field layout, raised beds, integrated pest management (IPM), staggering planting and correct harvesting and post-harvesting handling procedures.<sup>25</sup> All beneficiaries were also linked with private input suppliers capable of providing quality seeds in the future. One CPF farmer beneficiary, ██████████ ██████████ said, “With IDEA-NEW support and training my income as a farmer has doubled. Specifically, I earned around 100,000 AFN (\$1,764) from three jeribs of land but after IDEA-NEW intervention it increased to almost 280,000 AFN (\$4,940) for a year.”

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<sup>23</sup> IDEA-NEW has been phasing out its subsidies throughout the Eastern region since fall 2011; however, SPF and CPF farmers continue to receive subsidized seeds as part of their ongoing training. IDEA-NEW contributes 40% of seed costs with farmers providing the remaining 60%.

<sup>24</sup> The 2012 agreement between IDEA-NEW and Nangarhar, Laghman and Kunar province CPFs ended in June 2013 and the 2013 agreement began immediately thereafter. According to the new agreement, IDEA-NEW staff will continue offering technical assistance to all 16 CPFs; however, input distribution will cease as all farms have been successfully linked with local PSPs and are able to obtain inputs on their own.

<sup>25</sup> The application of these practices can increase production by 30–50% when compared with farms that utilize traditional farming methods.

IDEA-NEW staff made regular supervision visits and offered on-farm technical assistance to CPFs throughout the reporting period.

Implementation of IDEA-NEW's women's CPF project in Parwan, Panjshir and Kapisa for 266 farmers, which was launched in May 2013, continued in June with input distribution (one bag of fertilizer and vegetable seeds) to beneficiaries in all three target provinces. IDEA-NEW's technical and gender teams conducted trainings on basic IPM and land preparation throughout July and August. In addition, 100 (out of 200) female CPF beneficiaries were chosen in Nangarhar and Laghman provinces in August and the remaining 100 were identified in September. On September 1-3, 2013, IDEA-NEW's gender team delivered the second phase of capacity building trainings to 266 women CPF owners from Mahmood Raqi and His-e Awal districts (Kapisa), Dolana, Dasht Ofyan, Said Khel (Parwan) and Mala district (Panjshir). Topics included instruction in fertilizer application, irrigation management and weed control.

Yield data for IDEA-NEW's CPF activities in the East are summarized below:

<b>Eastern Region: Women's Commercial Production Farms</b>					
<i>Province</i>	<i># of Farmers</i>	<i>Crop(s) Grown</i>	<i>Amount Harvested (kg)<sup>26</sup></i>	<i>Total Sales (AFN)<sup>27</sup></i>	<i>Total Sales (\$)<sup>28</sup></i>
Kapisa	107	Spinach, turnip, carrot and cauliflower	30,208	214,802	\$3,905
Parwan	118		9,537	185,304	\$3,369
Panjshir	41		6,336	133,370	\$2,424
<b>Sub-total</b>	<b>266</b>		<b>Sub-total</b>	<b>46,081</b>	<b>533,476</b>
<b>Eastern Region: Commercial Production and Small Production Farms</b>					
Parwan	9	Broccoli, cabbage, cauliflower, tomato, eggplant, okra and lettuce	13,855	148,667	\$2,703
Kapisa	3		4,618	49,556	\$901
Panjshir	1		1,539	16,518	\$300
Kabul	6		9,237	99,111	\$1,802
Nangarhar	300		461,839	4,955,564	\$99,111
Kunar	144		221,683	2,378,671	\$47,573
Laghman	93		143,170	1,536,225	\$30,725
<b>Sub-total</b>	<b>556</b>		<b>Sub-total</b>	<b>855,941</b>	<b>9,184,312</b>
<b>TOTAL</b>	<b>822</b>	<b>TOTAL</b>	<b>902,022</b>	<b>9,717,788</b>	<b>\$192,813</b>

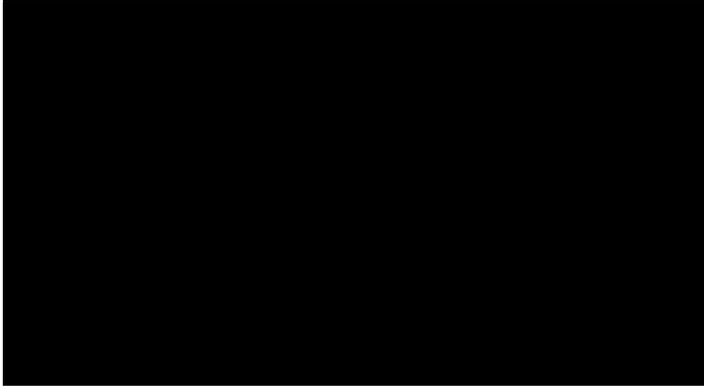
In the Eastern region, IDEA-NEW also held a four-day training course for 40 DAIL field and internal staff in Parwan province. This took place in early January and responded to DAIL's request for supplementary training on modern farming techniques, such as raised beds, staggering planting, fertilizer application, plug seedling production, proper harvesting and post-harvest handling as well as an introduction to marketing. DAIL field staff disseminated this knowledge to vegetable farmers in their respective districts.

During the reporting period, agribusiness teams in Jalalabad gathered and analyzed financial data, market information and a breakdown of competitors to draft comprehensive business plans for the following vegetable value chain-related businesses:

<sup>26</sup> Please note that these figures may change slightly after the 2013 Annual Survey is completed.

<sup>27</sup> Please note that these figures may change slightly after the 2013 Annual Survey is completed.

<sup>28</sup> Please note that these figures may change slightly after the 2013 Annual Survey is completed.



The business plans identified the strengths and weaknesses of each company and served as important reference tools for the agribusiness teams as they began working on targeted technical assistance plans, which will form the basis of IDEA-NEW's future support for each firm. Documents for all of these agribusinesses were approved between June and August and in-kind grant agreements signed. Throughout August, procurement, communications and agribusiness personnel also worked closely with the owners of Javan Chips Production Company, Masroor Food Processing Company, Hussain Zada Agriculture Company, Haseeb Noori Limited, and Sail Food Items Production Company to develop new promotional materials, including banners, brochures, business cards, signboards and radio advertisements.

Agribusiness and M&E staff conducted taste tests on several Masroor Food Processing Company and Gift Food Production Company products to gauge consumers' reactions regarding products' (jams, pickles, ketchup, tomato paste and juice) taste and appearance in April. Tasters' comments were shared with agribusiness team leaders and Masroor's management and plans are underway to adapt products' flavor profiles and develop new packaging and labels. The following month, agribusiness and Gift Food Production Company staff took a sample of ketchup—whose taste had received few good reviews among taste testers—to the Nangarhar Olive Factory laboratory for help in developing a new recipe, which resulted in a much better tasting product. The company is now producing ketchup with its new formula. IDEA-NEW also organized record keeping training for Gift Food staff and helped facilitate new relationships between the company and distributors in Laghman and Kunar. IDEA-NEW also assisted Masroor Food Processing Company in organizing an internal taste test of its recipes for apple and mango jams, apple juice and mixed pickles in August. Twenty Masroor Food employees shared their thoughts on how to improve the products' flavors to better compete with competitors' products. Masroor Food is currently developing new recipes based on their feedback.



*Masroor Food employees developing a new recipe in Jalalabad (Nangarhar)*

Between June and September, IDEA-NEW's agribusiness team delivered a wide range of assistance to several food production companies, both in the form of procuring new materials to aid companies' production and processing of their goods as well as training to strengthen their employees' capacity. Representatives from Masroor Food Processing Company, Gift Food Production Company, Himat Arman Non-Alcoholic Beverages Limited, Hussain Zada Agriculture Company, Khalid Faizan and Khalil Raihan Food Production Company participated in a business management and accounting training conducted by IDEA-NEW on June 17–19 in Jalalabad, a basic hygiene training on June 24 and the second round

accounting training on August 20. The hygiene session aimed to improve firms' awareness of health and safety procedures and provided an overview of food safety and hygiene best practices, how good hygiene can impact sales, food safety and international markets, general manufacturing practices and how to implement them in food processing. Program staff conducted site visits to attendees' businesses to see if they were properly applying what they had learned in the training. IDEA-NEW also distributed hygiene materials, such as uniforms, sandals, gloves, masks, and hair nets, to Gift Food Company, Khalil Raihan Food Production Company, Masroor Food Processing Company and Himat Arman Non-Alcoholic Beverages Limited.

Agribusiness personnel also linked Sail Food Items Production Company with a local farmer in Qarghaee district (Laghman) who sold the company approximately 1,750 kg of potatoes. In July, program staff also introduced seven farmers to Haseeb Noori Limited, the maker of Dara-i-Noor potato chips, to establish a sustainable supply chain between the firm and potato producers and the firm purchased roughly 2,800 kg of potatoes from these farmers. The company, with IDEA-NEW support, also finalized an agreement with Bashir Afghan Food Items Production Company to acquire 55.4 kg raw slanty per day. Haseeb Noori consumes this amount on a daily basis and their inability to procure enough raw materials was one major impetus to increasing their production. In July, agribusiness teams also linked Gift Food and Khalid Faizan Food Production Company with, respectively, a local farmer in Kama and Surkhrod districts (Nangarhar). In July, Gift Food purchased 500 kilograms (kg) of fresh pepper from the farmer and is planning to repeat this purchase in the future. Gift Food also received an order for 1,800 cartons of jams, ketchup and vinegar from Finest supermarket in Kabul. This was the first time Finest had purchased Gift Food's products and there is the possibility of future orders. Agribusiness staff also linked Finest with Khalil Raihan Food Production Company, who provided the supermarket with samples of different flavored jams. Two field days were organized in Sarobi (Kabul) and Behsud (Nangarhar) districts to raise retailers, greenhouse owners and farmers' awareness of Hussain Zada Agriculture Company. Sixty five people were introduced to the company's representatives who explained what they offer customers and handed out their contact information. A business-to-business meeting was held in Jalalabad on October 2 to link local businesses and wholesalers to Masroor Food Processing Company that was attended by 20 wholesalers and retailers.

Market surveys were conducted in June to help Gift Food Production Company and Khalil Rehan Food Company learn more about current market trends for their products and identify potential retailers in Nangarhar, Laghman and Kunar. Data on brand recognition, market share, competitors' positions, demand growth rate, quality and quantity were collected. As a result of the survey, Gift Food identified several prospective distributors for its products in Jalalabad and distributed free samples of various products to each of them. In Kunar, the company identified a new wholesaler that expressed interest in purchasing 150 cartons of jams, pickles and ketchup per day. The company also learned that there was strong demand and little supply for garlic pickles, which they do not currently produce. With IDEA-NEW's help, the owners approached Nangarhar Olive Factory Food Technicians for assistance in developing a garlic pickle product. Information on Gift Food's current raw material needs was also collected and a survey of local growers, commercial farms and greenhouses was done to produce an up-to-date raw material production schedule. Agribusiness staff also visited local food markets to compare prices and then arranged a meeting between Gift Food representatives and local growers to discuss potential contract farming agreements. IDEA-NEW also delivered 25 product racks to Gift Food Production Company in September in preparation for the opening of a new supermarket in Jalalabad that will carry the company's goods. Racks will also be placed in other retail outlets to attract customers to Gift Food's products. Agribusiness staff also assisted Gift Food in negotiating contracts with two

Jalalabad market brokers to supply it with fresh apples. Gift Food Company placed an initial order of 4,000 kg of apples and will purchase another 10,000 kg later in its processing season.

Like Gift Food, Khalil Raihan Food Production Company decided to expand their product line to include garlic pickles—as market demand cannot be met by a single company—and is working with the Nangarhar Olive Factory Food Technicians for product development assistance. The market survey also revealed that Khalil Raihan has very poor brand recognition in its target markets (Nangarhar, Kunar, Kabul and Khost provinces) as its products were being sold under another name. Survey results encouraged the owner to begin selling products under Khalil Raihan’s name. New product labels were subsequently designed with IDEA-NEW’s assistance and 100,000 labels printed.

The Khalil Raihan Food Production Company was experiencing technical problems with some \$10,000 worth of equipment (a juice conveyor and pulping machine). Together with a local mechanic, IDEA-NEW’s Agribusiness team identified the mechanical problems and made the necessary repairs. The machinery is now functioning normally and production is continuing smoothly.

Product racks were also delivered to Haseeb Noori Limited in Nangarhar to improve their displays in local shops and Sail Food Items Production Company received face masks, gloves, coats and hair nets for their employees. Faizan Food Production Company received 25 drums for storing raw materials. This will help avoid wastage of both food and funds. Himat Arman Non-Alcoholic Beverages Limited also received various food processing equipment, such as plastic tarpaulin, two water tanks, water pots and drums, a water pump, a water mixer motor, a digital scale, plastic carpeting and three fire extinguishers. To increase their products’ appeal to consumers, IDEA-NEW’s agribusiness team organized product sensory analysis training and taste tests on September 9 in Jalalabad. Nineteen people participated and learned how to conduct sensory tests.

### **Poultry Value Chain**

IDEA-NEW’s poultry value chain work started in 2009 with in-kind grants of birds and feed that were designed to encourage new farmers to enter the sector. The program expanded its intervention in 2011 with in-kind grant support to broiler and layer farms. IDEA-NEW expanded its broiler production project to two new provinces—Kapisa and Parwan—in August 2012. Seven existing private farms in the two provinces were selected to serve as demonstration farms. IDEA-NEW poultry specialists and DAIL Director selected an additional three broiler farms in Sarobi district (Kabul), three in Parwan and four in Kapisa. Trainings were held for all host farmers in October that focused on recordkeeping, feeding, lighting, bio-security and farm management. IDEA-NEW staff visited farms to monitor progress on the construction of solid coops with raised floors and large ventilation windows and to offer additional support as needed. Coop construction in Sarobi district was completed by the end of October and in Parwan and Kapisa in February 2013. Memoranda of understanding were signed between IDEA-NEW and the Kapisa, Parwan and Sarobi district DAILs. A three-day training session on poultry management, vaccination and medication took place in mid-April in Bagram district (Parwan) and was also attended by five DAIL staff from Parwan, Kapisa and Kabul provinces. Solar lighting systems were installed in May and feeders, drinkers and water tank drums were distributed by IDEA-NEW legacy staff in June. In August, IDEA-NEW technical staff and DAIL representatives delivered 2,000 day old chicks, 120 bags of feed, a solar panel for lighting, batteries, digital thermometer, a water tank (1,200 liter capacity), feeders, drinkers and water filters to 14 commercial broiler farmers in Parwan, Kapisa, Panjshir and Sarobi district of Kabul province. Program personnel offered technical assistance on applying vaccinations, proper feeding techniques and installing the lighting system. Technical teams also administered vaccines against

Newcastle disease, hepatitis, infectious bronchitis, feed toxicity, enteritis, omphalitis and chronic respiratory disease at 10 broiler farms in Sarobi, Parwan and Kapisa. Program staff also supplied 238 day old chicks, 12 bags of quality feed, one light, five drinkers, 13 feeders and a digital thermometer to 12 women-run broiler farms in Nangarhar and Kunar and applied the first course of infectious bronchitis vaccine to farmers' flocks.

IDEA-NEW's technical experts also made regular site visits to 90 commercial poultry farms in Kunar, Laghman, Nangarhar, Sarobi district (Kabul), Kapisa and Parwan provinces to check on flocks' health, provide vaccinations and offer on-site assistance, as needed, to farmers.<sup>29</sup> Between October 2012 and September 2013, these farms added a total of 131,820 chicks to their flocks and sold 278,324 chicks for a total of 30,664,462 AFN (\$584,712).



*Egg stock at the Afghanistan Social Poultry Farm Association in Kabul*

Kabul- and Jalalabad-based agribusiness team drafted financial statements, business and technical assistance plans for the Afghanistan Poultry Farmers Association in April and all documents were approved in June. Established in 1998, the association produces eggs, day old chicks, layers and broilers and feed and provides technical assistance and equipment to poultry farmers. An in-kind grant agreement was signed with the Afghanistan Poultry Farmers Association in July and its employees received business management training in Kabul on August 20. The following month, two days of training were held in Kabul for nine staff from the Afghanistan Social Poultry and Animal Farmer

Association and Mohammad Morib Poultry Farm. The main topics included types of poultry farms, feeding programs and feeding systems, sustaining poultry farm climate, bio security, and sanitation for poultry farms. IDEA-NEW also purchased 10 small scale hatchery machines for Morib Poultry Farm and delivered them in September. A chiller machine, also purchased in September, will be delivered in October 2013.

IDEA-NEW also signed an in-kind grant agreement with Omaid Khalid Poultry Equipment Production Company in June. Omaid Khalid has worked from Behsud district (Nangarhar) since 2012 and wishes to expand its current operations from the Eastern region, Kabul, Kunduz and Balkh provinces to the entire country. Its owner also participated in the accounting training held on June 17–19 at IDEA-NEW's Jalalabad office.

In the Northeast region, IDEA-NEW implements home-based poultry-rearing projects which are essential income generating opportunities for Afghan women. Poultry is traditionally considered a women's responsibility in the home and has been done for generations with local varieties that are disease resistant but have very low productivity. Besides the breed, other constraints facing farmers is poor traditional coop designs, lack of proper veterinary care and the low quality of feed. IDEA-NEW has successfully worked towards removing these production constraints since 2009.

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<sup>29</sup> All layer farms are located in Shinwari, Khas Kunar, Behsud, Momandara, Rodat (Nangarhar), Noorgal district (Kunar), Sarobi district of Kabul province, Hisa 2 and Mahmood Raqi in Kapisa province and Jabal Saraj, Bagram and Charikar districts of Parwan province. IDEA-NEW-supported broiler farms are located in Achin, Shinwari, Behsud, Rodat, Chaparhar districts of Nangarhar province and Qarghaee district in Laghman.

IDEA-NEW's women's home-based egg production project in Baghlan province ended in October 2012 and in Badakhshan, Kunduz and Takhar provinces in December. This activity, which began in March, provided 40 pullets (three month old chicks) to 80 female farmers in Baghlan, Badakhshan and Kunduz and to 78 farmers in Takhar and supported them with ongoing technical assistance on topics such as pullet rearing best practices during winter, feeding, hygiene, disease management and vaccinations. The program's small flock project also closed in December in all four northeastern provinces. This activity, which ran for five months, provided 120 pullets to five female beneficiaries in Baghlan, six in Badakhshan, seven in Kunduz and eight in Takhar. Poultry farmers received training on winter feeding and how to protect their flocks from cold weather in October and pullet disease, vaccination, coop hygiene and proper feeding techniques in November. For example, the production data in Badakhshan showed that beneficiaries earned 168,000 AFN from selling 24,000 eggs under home-based egg production and 126,000 AFN from selling 18,000 eggs under Small Flock activity.

Two new poultry activities were launched in the Northeast in March 2013. The first was the women's backyard poultry farming project that works with 370 unemployed women in Badakhshan (80), Baghlan (90), Takhar (100) and Kunduz (100). Each of the farmers received 40 pullets and 100 kg of balanced feed in addition to capacity building trainings and being linked to local PSPs, such as veterinary field units (VFUs), to ensure adequate future access to veterinary care for their flocks as well as input suppliers. Beneficiary selection was completed in all provinces by April and farmers received trainings on coop construction, pullet management, chicken breeds, drinker and feeder provision, vaccination, balanced feed, hygiene and disease control in April and May. Coop construction was completed in all provinces in June and pullets and feed were distributed to Kunduz- and Baghlan-based beneficiaries in June and to farmers in Badakhshan and Takhar in July, after which all beneficiaries received training in pullets rearing, poultry vaccination and disease control and farm management. Moreover, beneficiaries were linked with poultry feed suppliers in local market to purchase poultry feed. In Kunduz and Badakhshan, the livestock team visited 190 farms in Imam Sahib and Qala-e-Zal districts (Kunduz) and Faizabad district (Badakhshan). They found that pullets were well managed and in good condition. About 40% of chickens had started laying eggs in Kunduz, Badakhshan and Baghlan provinces. In Takhar, IDEA-NEW distributed 40 pullets to each beneficiary. Additionally, female poultry farmers in Takhar and Baghlan were linked with veterinary field units (VFUs) to vaccinate pullets against diseases. Over 3,200 pullets were vaccinated in Baghlan against Newcastle Disease which is prevalent in the region. In Badakhshan, 80 beneficiaries in Faizabad received 3,400 pullets and 8,000 kilograms of balanced poultry feed.

A second round of the backyard poultry project was launched in May in Takhar, Kunduz, Baghlan and Badakhshan provinces, which targets an additional 400 women (100 per province), all of whom have been identified in coordination with local community leaders. In June, technical teams helped the beneficiaries find suitable ground for coop construction, which was finished in July (Takhar and Badakhshan) and August (Baghlan and Kunduz). IDEA-NEW's technical teams then began in each province began delivering inputs (chicks and feed) and technical trainings in pullet vaccination and disease control. Each beneficiary was also linked to nearby VFUs for poultry vaccination across. Follow up visits showed that pullets were in overall good health and that 5,898 were vaccinated against Newcastle disease in Baghlan. The women's backyard poultry farming activity successfully ended in October.

Between March and August 2013, IDEA-NEW implemented the first round semi-commercial poultry activity targeting 60 female beneficiaries in the Northeast.<sup>30</sup> Beneficiary selection was finished in Baghlan, Takhar, and Kunduz in March and in Badakhshan in April. All 60 women completed their coop construction and underwent poultry rearing training that included vaccination and appropriate disease control by June and received inputs (120 pullets and 100 kg of balanced feed per person) by the end of July. IDEA-NEW linked all farmers to local VFUs and emphasized their services as an important resource that will be available after IDEA-NEW's support. Site visits in August to farms in all four target provinces showed that pullets were in good condition and 30% of hens had started laying eggs.

Based on high interest by local women and DAILs, IDEA-NEW launched a second round of its semi-commercial poultry farming project in June that targeted 80 vulnerable women in Kunduz, Takhar, Baghlan and Badakhshan (20 per province). During July, the IDEA-NEW's livestock team completed the selection process and advised beneficiaries on how to design and construct coops, rear pullets and farm management. Also, local pullets and balanced feed suppliers were identified in all provinces aimed to distribute pullets and feed to female farmers.<sup>31</sup> Coops were finished in Takhar, Baghlan and Kunduz provinces in September and in October for Badakhshan. Once their coops were ready, each farmer in Takhar, Baghlan and Kunduz received 120 pullets and 100 kg balanced feed and were linked with VFUs to vaccinate their pullets against diseases. Both rounds of this activity ended in October.

### **Wheat Value Chain**

Afghanistan's northern region produces approximately 30 percent of the country's national wheat production; however, traditional cultivation methods apply too much seed, leading to waste and overcrowding and yields are extremely low. This is particularly true on rain-fed land, which amounts for 75% of the North's wheat-planted land.<sup>32</sup> Heavy losses also occur from weeds, fungal disease, insects and drought. Based on wheat production figures from 2009, it has been calculated that a 15% increase in yield within the region would close the national deficit in grain. As a result, in 2011 IDEA-NEW launched a two-year demonstration and improved agronomy training project to introduce northern farmers to improved wheat cultivation methods.

To mark the beginning of the 2012-13 annual crop growing season in October 2012, IDEA-NEW held a one-day training in Mazar-e-Sharif for 16 DAIL extension workers from different districts of Balkh, Jawzjan, Samangan and Sari Pul provinces to introduce them to its demonstration and improved agronomy training project for wheat farmers. Between October 2012 and September 2013, IDEA-NEW held 18 field days—one at each of its demonstration plots in Balkh, Faryab, Jawzjan, Samangan and Sari Pul provinces—for more than 350 farmers.<sup>33</sup> These events were done in four stages throughout the past year and covered, in order, planting, weed control, harvesting and post-harvest. Planting field days focused on the advantages of using improved seed varieties, seed treatments and fertilizer. All participants learned about different types of weeds; how weeds decrease wheat yields, weed transfer elements including seeds, water, dust and animals, as well as proper application of chemicals using an IDEA-NEW developed backpack sprayer system. In addition to distributing two backpack sprayers to field day attendees (one per village to be shared among all farmers), 30 sprayers were sold to agriculture retailers.<sup>34</sup>

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<sup>30</sup> Twenty each in Badakhshan and Takhar provinces and 10 each in Baghlan and Kunduz.

<sup>31</sup> One hundred and twenty pullets and 100 kg of feed per beneficiary.

<sup>32</sup> The remaining 25% is irrigated.

<sup>33</sup> IDEA-NEW has five demonstration plots each in Balkh and Faryab provinces, three each in Jawzjan and Samangan and two in Sari Pul.

<sup>34</sup> Retailers paid 40% of the sprayer's cost while the remainder was subsidized by IDEA-NEW.

May marked the beginning of the wheat harvesting season in northern Afghanistan and IDEA-NEW staff organized harvesting field days so farmers could see a two-wheel tractor (2WT)-powered reaper and thresher harvest the wheat. Yield comparison field days began in August and featured program staff presenting harvest figures from each demonstration plot and comparing them to data collected from neighboring, traditional farms. Data in Hazrat Sultan and Khuram Sarbagh districts (Samangan) showed 644 kgs and 630 kgs wheat respectively was harvested in the demonstration plot as compared to 175 kgs and 126 kgs per jerib from neighboring farms. Every field day was conducted in close coordination with the local DAIL.

Also in September, 16 yield comparison field days were conducted by IDEA-NEW-trained DAIL extension workers in participatory varietal selection sites across five Northern provinces for 328 farmers. DAIL staff followed the same agenda as IDEA-NEW's comparison field days. Training GIRoA to offer the same services provided by IDEA-NEW helps ensure that farmers will continue receiving training once IDEA-NEW's programming ends.

In December, IDEA-NEW staff decided to establish three additional one hectare demonstration plots in Balkh, Samangan and Faryab provinces to showcase zero-tillage methods, in which seed is sown directly into the soil without plowing. This approach helps farmers in arid regions maximize soil moisture while planting annual crops. Agricultural staff from IDEA-NEW conducted a land preparation and planting field day at all three zero-tillage demonstration plots in January and early February that taught farmers about direct seed drilling, certified seeds and seed treatments. Participants returned for weed control training in January 2013, harvesting field days in May and post-harvest yield comparison in September. Participants learned about the reduction in water waste when using zero-tillage methods instead of hand seeding and that zero-tillage farms used only 22 kgs of reformed seeds during the planting season as opposed to 42 kgs in traditional farms. Plus, demonstration plots had 25% higher yields than traditional farms. IDEA-NEW staff also compared the cost of farming using a 2WT and other equipment to that of using only human and animal resources. The comparison showed that a 2WT costs only 300 AFN (\$5) per hour while bulls cost 700 AFN (\$12) per hour. IDEA-NEW sold five zero-tillage seeders to PSPs in Balkh, Samangan and Faryab provinces. These private companies will rent these machines to local farmers who have seen the benefits of using the equipment at field days held at the program's zero-tillage demonstration plots. One hundred farmers attended the field days held at each site.

Advanced weed control training was conducted for 43 DAIL extension workers and agriculture retailers from Balkh, Jawzjan and Samangan provinces in January 2013. The training included a theoretical session that covered different types and varying qualities of herbicides (with an emphasis on those that are imported into Afghanistan from Pakistan, China and Iran), and the importance of correct herbicide, water and chemical calibration and application. The second section was practical and allowed participants to observe various stages of wheat growth and practice calibrating and spraying herbicides. IDEA-NEW trained DAIL personnel and PSPs to help ensure that this knowledge continues to reach farmers in the long-term. Additionally, in January, IDEA-NEW selected 62 groups of farmers—five in Sari Pul, 10 in Samangan, 10 in Faryab, 12 in Jawzjan and 25 in Balkh—to serve as weed control trainers. During the quarter, each group, which consists of 12–14 farmers, completed a three-day training session. The first day focused on the advantages and disadvantages of using Urea and DAP fertilizer and the best time to apply it to crops. The second day centered on types of weeds, how they can affect crop yields, different methods of controlling weed (mechanical and chemical) and proper application practices. The last day was spent in the field where attendees could practice what they had learned during previous two days. Each group also received an herbicide sprayer kit to be used by members as they replicate the two-day

training to local farmers in their respective districts in order to enhance their weed control skills. A leader was selected by each group to ensure that the kit was shared equally among all the members.

In April, IDEA-NEW received a request from the International Wheat and Maize Improvement Center (CIMMYT) to provide weed control training for 25 extension agents in Balkh province. Program staff conducted the training on April 24. Topics included different types of weed, their detrimental effects on wheat and how to safely spray crops with herbicides. Program staff also conducted two days of conservation agriculture and weed control training in April to 42 agriculture students and faculty from Samangan University. Participants learned the key principles and financial benefits of conservation agriculture and visited an IDEA-NEW demonstration plot and saw zero-tillage drilling and rain fed trails. The second day focused on weed control and showcased the backpack sprayer developed by IDEA-NEW. At the end of the training, the program donated two sprayer kits to the agriculture faculty.

In the East, Jalalabad-based agribusiness teams gathered and analyzed business and financial data for several wheat-related companies that sought IDEA-NEW's technical assistance to increase their sales, develop employees' technical capacity, improve marketing efforts and/or expand into new regions of Afghanistan. Business and technical assistance plans for each firm were drafted, reviewed and approved between February and June. IDEA-NEW organized a business management and accounting training on June 17–19 for its various Jalalabad-based agribusiness beneficiaries and a hygiene training on June 24. Agribusiness personnel conducted post-training site visits to agribusinesses to see if businesses were applying what they had learned in the training and to offer technical support as needed.

IDEA-NEW signed in-kind grant agreements in July with Dastagir Shamshad Noodles and Vermicelli Production Factory, Kunar Agriculture Company, Majnoon Food Production Company, Sharq Improved Seed Production and Agri-Services Co. Ltd and in August with Kabul Improved Seed Production and Agro-Services Company, Kaliwal Oil, Soap and Cotton Seed Cake Manufacturing Company, Sailab Sohail Agriculture Machinery Company Limited and Waheed Kamawal Oil, Cotton Cake and Soap Factory. Per the terms of each company's agreement, IDEA-NEW staff began drafting and released requests for quotations for radio advertisements, printed promotional materials and equipment. Agribusiness and communications staff also worked closely with Mohammad Hussain Food Production Company representatives in September to determine specifications for banners, product racks, promotional materials as well as updated product packaging. A vendor was selected for radio advertisements and wall chalking for Kaliwal Oil, Soap, and Cotton Seed Cake Manufacturing Company. Original plans to provide billboard advertising were abandoned due to unaffordable municipality fees; however, wall chalking went up in 50 locations in Jalalabad, Behsud, Surkhrod, Khas Kunar, Khogyani and Momandara (Nangarhar), Noorgal and Asadabad (Kunar) and Qarghaee district (Laghman).

Javed Afghan Threshers Manufacturing Factory's new smelting machine, which was obtained under an IDEA-NEW grant, became operational on July 16. A test run went perfectly and Javed Afghan has been using the machine regularly since then. This is the first smelting machine in Eastern Afghanistan (only the second one in the whole country) and will enable Javed Afghan to produce parts, such as square bars, flat and angled irons for threshers, trolleys, rice and corn shellers that they would normally have to import from Pakistan or India. In addition to allowing Javed Afghan to manufacture approximately



*Parts produced with Javed Afghan's smelting machine in Jalalabad (Nangarhar)*

half of its required steel parts in-house, the smelter will also reduce their annual operating costs by 30%.

### Silk Value Chain

Household silk production is a traditional activity in the northern and northeastern regions of Afghanistan, where silk is processed and used to manufacture carpets and textiles. In October 2012, IDEA-NEW supported its silkworm beneficiaries in Kunduz and Baghlan provinces as they harvested their cocoons. Activities in this value chain stopped in November and December because the cold weather was not conducive to rearing silkworms.

Silk-related activities in the Northeast began again in March 2013 with the selection of 652 beneficiaries in Baghlan and Kunduz provinces to participate in the next cycle of cocoon production. In Baghlan, the program identified a DAIL silkworm production coordinator in Puli Khumri to train 50 women in improved silkworm-rearing techniques. In Kunduz, 602 women in Kunduz Center, Imam Sahib and Aliabad districts were trained in April and May. Once training was completed, IDEA-NEW supplied each beneficiary with 10 wooden beds and three bamboo mats to help them jumpstart production.<sup>35</sup> Input



*Farmers dry their coons in the sun in Kunduz Center district (Kunduz)*

distribution was carried out jointly with local DAIL officials. In June, farmers in Kunduz collected 3,250 kg of cocoons. In Baghlan, only two of the 50 farmers collected 15 kg of cocoons which they sold for 6,000 AFN; the remaining farmers reported that their silkworms were unable to produce cocoons because of the Grasseria disease with which their silkworms had become infected. This activity ended in both provinces in June 2013.

IDEA-NEW's activities in the North restarted in March with the provision of 11,560 mulberry saplings to over 1,000 women in Balkh, Faryab, Samangan, Jawzjan and Sari Pul provinces. All of the recipients had participated in basic silkworm rearing training in 2012 and would use leaves from their mulberry trees as silkworm feed. Having a long-term food supply for their silkworms will help ensure the sustainability of their production efforts. IDEA-NEW partnered with the Balkh-based ██████████ Handicrafts Company (RMHC) to distribute the trees. Founded by ██████████—a businesswomen who, with IDEA-NEW support, turned a small home-based enterprise into a sustainable manufacturing business in just two years—RMHC operates throughout northern Afghanistan and currently employs over 900 women. By having RMHC manage the sapling deliveries, IDEA-NEW linked the company with more than 1,000 new silkworm producers, a fact that was not lost on its founder. ██████████ noted that by the following year these women's trees will have enough leaves to allow each silkworm colony to produce 15-20 kgs of silk, which is worth approximately 10,000 AFN (\$184). She stated "For a farmer woman, 10,000 AFN is a very good sum of money and my own company will buy the silk from them." One of the recipients, Gulzada from Mazar-e-Sharif (Balkh), stated "I received 15 saplings and can now feed my silkworms. The money I earn will support my children and pay for their school courses."

Also in March, 20 women received a 12-day chawki rearing training by an international sericulture expert.<sup>36</sup> The training was both theoretical and practical and focused on best practices regarding silkworm

<sup>35</sup> Farmers will pay for all other necessary inputs (silkworm eggs, gas for heating, feed, etc.) at 100% their own cost.

<sup>36</sup> Chawki rearing refers to the process of raising silkworms from eggs to the second molting stage, when the eggs turn into pupa.

hatching, feeding techniques, molting and the importance of properly controlling temperature and humidity. Each beneficiary received a certificate of completion and one box of improved Indian hybrid silkworm eggs from IDEA-NEW. They were then assigned to one of 10 chawki training centers where they replicated the training to another 500 women (50 per center) in Balkh, Faryab, Samangan, Jawzjan and Sari Pul. IDEA-NEW then distributed a box of Indian hybrid silkworm eggs to each trainee as well as wooden trays, plastic sheets, black cloths and foam pads to be used during the hatching process, which began in April. Cocoon production training was offered in May at all of the training centers before beneficiaries began collecting cocoons. In June, members of IDEA-NEW's women's development team finished collecting production and sales data from all 500 silkworm farmers. Production data was also gathered from 480 women who received imported hybrid silk eggs in March. Results showed that between March and May 2013 beneficiaries harvested a total of 12,333 kg of silkworm cocoons, which were sold for a total of 7,009,250 AFN (\$124,079). This means each beneficiary earned 7,152 AFN (\$126) which is almost 80% more than what women normally earn when using domestic silkworms.<sup>37</sup>



*Women in Balkh at IDEA-NEW's chawki rearing training*

In late June, IDEA-NEW began training 22 women from all five northern provinces on how to convert silkworm cocoons into silk yarn (also known as reeling cocoons) using a charkha machine, which was imported from India. Afghan women normally use a piece of wood and any wheel-like object they can find (broken bicycle wheels, etc.) to reel, which makes the process both difficult and time consuming. Charkha wheels are made out of wood and metal and not only speed up the reeling process but also produce a thinner, higher quality yarn. Trainings ran until mid-July after which IDEA-NEW granted seven imported Charkha machines to beneficiaries—two to trainees in Balkh and Faryab and one each to women in Jawzjan, Sari Pul and Samangan provinces. Production data collected by program staff showed that Samangan-based beneficiaries reeled 25 kg of silk yarn and sold it for 2,200 AFN (\$38.80) per kg. Women reeled 85 kg and 78 kg in Sari Pul and Balkh, respectively. Both groups produced a kilogram of yarn from three kilograms of cocoons. Women from all three provinces sold their silk for 2,200 AFN/kg (\$38.80).

### **Honey Value Chain**

In an attempt to increase the local production and sale of honey, IDEA-NEW engaged with new beekeeping entrepreneurs in the Northeast region and provided them with subsidized inputs and ongoing technical assistance.<sup>38</sup> In October 2012, IDEA-NEW conducted yield assessments of 30 beekeeping beneficiaries in Baghlan Jaded district (Baghlan). Results showed an average production rate of 10 kg/bee hive, which beekeepers sold at local markets for an average of 600 AFN (\$11). This was slightly higher than market prices and could potentially motivate beneficiaries to increase their number of beehives in the upcoming year. IDEA-NEW also surveyed beekeeping cooperatives in Puli Khumri and Baghlan Jaded districts to identify areas where they would benefit from technical assistance. The program

<sup>37</sup>Data shows that female silkworm farmers typically harvest six to eight kg of cocoons per box of domestic silkworms and traditional methods. Using the hybrid worms and modern rearing techniques they learned in IDEA-NEW's trainings, farmers harvested 12-14kgs of cocoons per box.

<sup>38</sup> Beneficiaries cover up to 50% of the cost.

selected four cooperatives who wanted assistance to improve the quality of their honey and increase their ability to market their products.

Also in October, IDEA-NEW trained 68 Kunduz-based beekeepers in preparing sugar syrup for bees during winter. Two vendors were found that could supply beekeepers with 5,000 jars with labels and three sealer machines. Farmers covered 50% of the cost of these materials. Technical staff also began visiting beneficiaries in Takhar and Badakhshan provinces to advise them on winter preparedness. During these visits, which continued in November and December, staff found that beneficiaries routinely used poor materials when packaging and branding their products for transport, which resulted in their honey selling at lower prices than imported honey. Consequently, IDEA-NEW linked beneficiaries in both provinces to local suppliers of quality jars, labels, cap pressings, etc. Trainings were also organized in August so beekeepers can learn more about proper packaging and marketing.

IDEA-NEW launched its honey production project in March that aimed to increase the production and quality of locally-produced honey, for which there is high demand domestically. The program selected 350 beneficiaries in February and March and then distributed vouchers for inputs (three beehives, three empty boxes and a beekeeping toolkit).<sup>39</sup> Trainings in improved beekeeping practices, such as proper feeding, disease control, honey extraction, packaging and labeling began in April and ran through May. IDEA-NEW worked with local DAIL representatives to link beekeepers with PSPs who can fulfill farmers' future input requirements.



*Honey producers extract honey in Imam Sahib district (Kunduz)*

In addition to working with individual beekeepers, IDEA-NEW implemented a beekeeping business development project that helped 14 cooperatives with a total membership of 350 beekeepers in the Northeast improve the production and quality of locally-produced honey, for which there is high demand domestically.<sup>40</sup> The Takhar portion of this activity ran from December 2012 until April 2013; during which, IDEA-NEW's technical team offered marketing training and distributed a jar sealing machine, glass jars and labels.<sup>41</sup> Cooperative members were also linked to PSPs and to wholesale buyers in larger markets such as Kabul. Program staff also made regular site visits to monitor their progress and gather sales data. Feedback obtained from the Takhar cooperatives was positive, with members expressing appreciation to IDEA-NEW for helping them improve the quality of their product to better meet market demands. This activity was launched in IDEA-NEW's three other northeastern provinces in February. Trainings and input distribution was replicated for Badakhshan beneficiaries in April and Kunduz and Baghlan in May and June. IDEA-NEW's business team monitored the beehives of 242 beneficiaries in Baghlan, Badakhshan and Takhar provinces throughout the following two months, all of which were found to be in good condition. Kunduz staff continuously checked beekeepers' hives and provided assistance to farmers in using their new machines and properly applying labels. In total, IDEA-NEW distributed one wax foundation machine, 10 jar sealing machines, 20,200 labels and 16,000 jars to

<sup>39</sup> IDEA-NEW selected 90 beekeepers in Badakhshan, 60 in Baghlan, 100 in Takhar and 100 in Kunduz. Each beneficiary covers 50-60% of inputs' cost.

<sup>40</sup> Three cooperatives in Badakhshan, four each in Baghlan and Takhar and three in Kunduz.

<sup>41</sup> Inputs were made available to beneficiaries through IDEA-NEW's cost-share voucher system, with beekeepers covering 50% of the total cost.

beneficiaries across the region. Technical teams also advised beekeepers on how to rear bees during winter and guided them in combining, splitting, and creating new bee colonies. In total, 2,281 kg of honey were produced by beekeepers in all four provinces during July-August. This project ended in August.

In November 2012, IDEA-NEW approached Finest Supermarket in Kabul about carrying honey produced by the three cooperatives in Badakhshan, in its stores.<sup>42</sup> A formal agreement between the cooperatives and Finest was finalized by IDEA-NEW in January 2013. The following month, Finest purchased a sample stock of 300 kg, which sold out within the first two weeks of its arrival and accounted for 30% of the store's total honey sales during that period. Consequently, Finest ordered an additional 863kg of honey from the cooperatives in late February and a third order of 600 kg in June. As of September 30, total sales generated by the cooperatives' honey—branded 'Our Product, Our Pride'—to Finest earned IDEA-NEW's beneficiaries 705,200 AFN (\$12,260).

In the Eastern region, agribusiness staff produced business and technical assistance plans in March for Season Honey Processing and Packing Company (Nangarhar), which wishes to increase its annual sales from 26,000 kg to 36,000 kg by the end of 2013 and are looking for support to improve their packaging and marketing. IDEA-NEW will assist them in increasing their web presence and developing print and radio ads to connect them with more farmers in their area of operations. Season Honey's documents were approved by senior project management in June and a grant agreement was signed; its employees also attended June's business management and hygiene trainings in Jalalabad. In July program staff and Season Honey representatives met with Amini Sadary Ltd.—a Kabul-based company that exports fresh and dried fruits and vegetables to Canada and the Middle East—to discuss the possibility of partnering to export processed honey from Afghanistan. A sample was provided to Amini Sadary Ltd. which was sent to Dubai for quality control and testing. Results are expected in October and, if acceptable, the parties will meet again to negotiate a contract. In August, IDEA-NEW issued a request for proposals for glass honey jars. Season Honey worked with agribusiness staff to review applications throughout September and expect to have an agreement in place in October.

### **Karakul Value Chain**

Karakul pelts (Astrakhan fur or Persian lamb) are a major and valuable export commodity produced in northern Afghanistan that are used to make luxury items such as fur coats and hats. IDEA-NEW's activities in this value chain focus on increasing the export value of Afghan karakul pelts. As such, the program provides regular veterinary care to two DAIL-run, pure-bred karakul farms in Balkh and Jawzjan provinces. In addition, IDEA-NEW-assigned paravets visit karakul farms throughout both provinces and offer regular animal healthcare services. During the past year, paravets at 89 veterinary field units (VFUs) in Balkh, Samangan, Jawzjan and Faryab provinces treated 2,036,385 animals for various ailments and/or vaccinated them against diseases, including Enterotoxaemia and foot and mouth disease. Paravets also offered training courses to livestock owners (including 1,590 men and 520 women) in insecure and remote areas. Each session focused on small ruminant health and production, with a particular emphasis on karakul. IDEA-NEW staff regularly observed vaccinations and medication registration services while extension support was being provided.

IDEA-NEW staff trained four extension teams—each consisting of a man and a woman—in Balkh and Jawzjan provinces in Fall 2012. Each new team participated in an eight day long livestock extension course before replicating the trainings to karakul farmers in their respective districts. The new teams

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<sup>42</sup> The cooperatives are Raihan Cooperative, Baharistan Cooperative and Wahdat Cooperative.

started the trainings in October and, in the course of two months; trained 1,571 karakul farmers, including 600 males and 971 females. Extension workers also visited their trainees at least once a month to see how effectively they had adopted the improved herd management techniques.



*IDEA-NEW staff testing the Namibian drying method on karakul pelts in Balkh*

In January, IDEA-NEW technical staff tested a Namibian method of drying karakul pelts on a metal frame using burlap cloth and no salt.<sup>43</sup> Initial results were promising as the pelt was clean and retained its luster and, as a result, IDEA-NEW ordered 1,500 metallic frames for distribution to karakul producers. In mid-March, IDEA-NEW provided 22 female extension workers on the Namibian drying method. Extension staff will replicate this training to karakul farmers once the frames arrive. This will allow a select number of karakul producers and traders to adopt the new drying method

and see what effect its use has on Afghan pelt prices. On April 1, IDEA-NEW conducted a day long practical training in Balkh on the Namibian drying method. A total of 50 people, including VFU staff, attended this session. The same training was conducted on April 3 in Faryab for 24 paravets. Meanwhile, 1,500 frames with burlap cloth were distributed to karakul farmers in Faryab, Jawzjan and Balkh and local extension workers are currently replicating the Namibian drying training in their respective province.

A workshop on cashmere harvesting took place on April 17 in Aybak district (Samangan). Attended by 36 participants, including 13 paravets from 18 different VFUs in Samangan, three DAIL staff, one representative from the DoE and a trader from the Herati Cashmere Processing Plant, this training focused on how to collect cashmere with improved combs in order to produce higher quality cashmere. Participating paravets then repeated the training to 931 local farmers (including 75 women) and distributed cashmere combs to participants. Unlike the common hair combs normally used by Afghan farmers, these combs are specifically designed for cashmere collection and result in a higher quality of cashmere. In June, an American-based cashmere trader purchased 11 kg of combed cashmere from Nahr Shahi and Kaldar district VFUs in Balkh at \$23/kg. VFUs had collected the cashmere from farmers who had received cashmere combs from paravets in May and June. The cashmere is currently undergoing quality testing in India and, pending a positive result, the trader may place additional orders.

## **NON-VALUE CHAIN PROJECTS**

IDEA-NEW's work in non-target value chains either continues long-running projects or addresses significant opportunities to develop value-adding processing and marketing. During the first quarter of the reporting period IDEA-NEW continued its collaboration with the Balkh Livestock Development Union (BLDU) to operate village milk collection and processing centers throughout the Northern region. Local dairy farmers sell their excess milk to the centers that then process it with hand-operated equipment into cheese, butter and yoghurt and sell it. Between October and December 2012, a total of 69,541 liters of milk was purchased from 891 members for 1,176,333 AFN (\$22,823), averaging 16.9 AFN (\$0.32) per liter. IDEA-NEW staff also made regular monitoring and supervisory visits to every center. The following table presents each center's income and expenses for October through December 2012:

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<sup>43</sup> Karakul is a highly developed sub-sector of the livestock industry in Namibia and Afghan pelts attract lower prices than Namibian pelts, due in large part from poor handling and grading.

<i>Center Name</i>	<i>District</i>	<i>Province</i>	<i># of Members who Brought Milk to the Center</i>	<i>Milk Collected (in liters)</i>	<i>Price Paid per Liter (AFN)</i>	<i>Total Paid to Members (AFN)</i>	<i>Total Income (AFN)</i>	<i>Total Expenses (AFN)</i>
	Aybak	Samangan	99	8,235	14	115,290	184,754	173,150
	Sholgara	Balkh	100	6,850	16	98,380	125,405	112,080
	Balkh	Balkh	133	13,510	15	191,930	234,905	215,130
	Aqcha	Jawzjan	87	5,458	15	81,870	91,371	87,270
	Faizabad	Jawzjan	93	5,830	16	85,340	104,005	96,230
	Pashtun Kot	Faryab	155	13,978	22	299,763	505,430	439,128
	Sari Pul	Sari Pul	85	5,850	19	107,160	174,218	160,462
	Shibirghan	Jawzjan	139	9,830	20	196,600	319,038	290,598
<b>Total</b>			<b>891</b>	<b>69,541</b>	<b>N/A</b>	<b>1,176,333</b>	<b>1,739,126</b>	<b>1,574,048</b>

IDEA-NEW's two and a half year sub-grant with the BLDU ended in December 2012.

Over 400 farmers in Takhar and Badakhshan provinces participated in a poplar cultivation training held in December that focused on best practices in cultivation and harvesting. Afterwards, IDEA-NEW staff helped beneficiaries design their plots and farmers planted either a half-jerib (20 meters x 100 meters) of open space or a quarter-jerib of closed space of poplars on good quality, well irrigated land. Beneficiaries covered 100% of the cost of their saplings and fertilizer. IDEA-NEW's agriculture team monitored poplar plots in Takhar throughout December to ensure that farmers were abiding by the best practices taught in the training sessions and provided technical support as needed.

In the West, representatives from IDEA-NEW and the Badghis Fruit and Vegetables Wholesalers Association met in January with the manager of the Badghis Chamber of Commerce and Industries and successfully registered the association with the chamber. The association's 72 members then elected six men to serve as board members—four members, one from the municipality and one representative from the Badghis DAIL.

Building off the previous success of its potato demonstration plots in Pashtun Kot and Bilchiragh districts in Faryab province, IDEA-NEW established 30 additional one jerib demonstration plots in January 2013 to show local farmers new cultivation methods. Improved potato seeds from Bamyan province were used and 15 tons of seeds and two sacks of UREA and DAP fertilizers were distributed to demonstration plot owners in February. For the first time, beneficiaries committed to returning 10% of their harvest to IDEA-NEW so those potatoes could be used as seeds in the future. Thirty land preparation and planting field days were conducted in March and April and were attended by 584 farmers. In May, IDEA-NEW technical personnel monitored each plot and found that potatoes were growing as expected and advised farmers on weed control and irrigation practices. Thirty potato hailing trainings were conducted in June that was attended by 444 farmers. Topics also included fertilizer application, irrigation, potato blights and different ways (mechanical and chemical) to control insects and diseases. Harvesting field days were held at each plot in August for 439 farmers. Covered topics included the best time to harvest potatoes and how to sort and transport them with minimal losses. Program staff also collected yield data from all plots as well as neighboring, traditionally run farms in preparation for comparison field days which will begin once harvesting is completed. This data will be used to compare the yield of improved potato seed to that of the local potato variety; results will be available early in the coming quarter.

Agribusiness teams in Jalalabad and Kabul worked with the following companies during the reporting period:

- The Kapisa Farm Service Center is the only private supplier of agricultural inputs (seeds, fertilizer, tools, veterinary supplies, etc.) and equipment (land laser leveler, threshers, tractors, and reapers/binders) in Kapisa province. It is capable of serving both rural and urban farmers and will work with IDEA-NEW to develop a marketing campaign to reach more farmers. The program will also provide business and financial management training to the center's staff. Business plans, financial statements, executive profiles and technical assistance plans were begun for all three companies.
- The Kabul-based Mashal Dairy Production Company produces yogurt, chakka (5% milk fat yogurt) and whey from milk it purchases from local female dairy farmers. Mashal Dairy currently sells its products to wholesalers in Kabul, Mazar-e-Sharif and Gardez and is hoping, with IDEA-NEW's assistance, to streamline their processes, increase production and reach new consumers in their current markets by developing marketing and advertising materials.
- Bahar Biscuits Manufacturing Company produces eight different types of cookies and sells them at Kabul's wholesale market. IDEA-NEW will support Bahar via hygiene, Hazard Analysis and Critical Control Points (HACCP), and advanced production training as well as helping the firm's management develop standard operating procedure and improve its packaging and marketing efforts.

IDEA-NEW senior management approved business plans, financial statements and technical assistance plans for all three of these businesses in June 2013 and submitted them to the grants and procurement department for processing. Grant agreements were signed in July and agribusiness and procurement teams worked continuously on drafting purchase requests and requests for quotations for all three companies throughout August. In addition, representatives from all three businesses participated in the second phase of business management training that took place on August 20 in IDEA-NEW's Kabul office. In September, IDEA-NEW purchased and delivered 500 bouffant caps, 50 white coats, 2,000 disposable gloves, and 250 face masks to Bahar Biscuit Manufacturing Company. IDEA-NEW also purchased a spice drum, potato slicer machine, production and expiration date label maker, thermometer, timer and other processing equipment for Javan Chips Production Company.

## **INPUTS AND SERVICES**

Access to a commercially sustainable supply of high quality equipment, tools, and chemicals is essential if farmers are to successfully adopt the improved methods of agronomy promoted by IDEA-NEW across its selected value chains. Due to a lack of quality seed suppliers in the northeastern province of Badakhshan, IDEA-NEW held discussions in January 2013 with two PSPs in Kunduz and Takhar provinces regarding farmers' need for quality inputs. Subsequently, the Kunduz PSP opened a seed distribution outlet in Faizabad district (Badakhshan) in February. Farmers participating in IDEA-NEW's vegetable value chain projects began purchasing seeds from the center almost immediately and are continuing to buy inputs from the supplier.

In the North, IDEA-NEW supports a network of 122 agricultural retailers through six legally registered associations.<sup>44</sup> Members pay monthly dues that are then used to procure materials on more favorable

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<sup>44</sup> Sabz Baba Yadgar (Balkh), Balkh Bastan (Balkh), Kawsar (Jawzjan), Bahar (Sari Pul), Motmayean (Samangan) and Bawar (Faryab).

wholesale terms through bulk orders. Through these associations, retailers have received business training, materials (tools and chemicals) for subsidized sale to farmers and technical training in vineyard trellising, pruning, and basic pesticide safety and application methods.<sup>45</sup> Associations' board members and IDEA-NEW's business development team held monthly coordination meetings that focused on associations' progress to date, the collection of outstanding loans from members, groups' future goals and how best IDEA-NEW could support these plans over the coming months. IDEA-NEW extended its MOUs with all six associations by one month, to September 30, 2013, to ensure a smooth handover of training materials and tools from program staff to association leaders

In January 2013, business development staff attended the annual general meetings of four northern agricultural associations—Balkh Bastan (Balkh), Kawsar (Jawzjan), Bahar (Sari Pul) and Motmayean (Samangan). The main purpose of these meetings was to review the preceding year's activities, discuss any outstanding problems and lay out plans for the upcoming year. Each association also elected new leadership for 2013 and memoranda of understanding were extended until June 2013 for Balkh Bastan, Kawsar and Bahar associations to allow for shop upgrades.<sup>46</sup> Business development team members made site visits to all six associations throughout the reporting period to spot check their records and reconcile stock book balances with the stores in their warehouses. On-the-job training was also conducted for finance officers to strengthen their familiarity with bookkeeping best practices, using invoices, receipts, payment vouchers and managing an accounts receivable.

Crop yields in the north are significantly affected by fields' unevenness, which cause wasteful water distribution. In order to combat this issue, IDEA-NEW granted four laser land levelers (on a 'use and return' basis) in 2010 to four associations—Sabz Baba Yadgar and Samerqandyan in Balkh, Sanawi Almar in Faryab and Asiabad in Sari Pul to allow each group to offer commercial land leveling services to local farmers, which can increase water efficiency by up to 30%. Between October 2012 and September 2013, these associations leveled 41.7 ha of land, bringing the total to 109.8 ha.<sup>47</sup>

IDEA-NEW offers subsidized two wheel tractors (2WTs) for sale to farmers participating in its Training of Farmers on Improved Agronomy of Annual Crops project.<sup>48</sup> During the reporting period, 70 farmers from Samangan, Balkh Jawzjan, Sari Pul and Faryab provinces purchased 2WTs. Since 2010, 259 farmers have purchased 2WT from IDEA-NEW. Each beneficiary underwent five days of operation, maintenance and safety training before taking possession of their equipment. They were also linked with an IDEA-NEW established 2WT repair shop that can provide any necessary future maintenance support. An additional 104 2WT owners from all five Northern provinces received follow-up training on how to operate the machines between October and December. Small group training was also conducted in April and May for 24 farmers in Balkh, Jawzjan and Samangan provinces



*Farmers stand by their new 2WT holding their certificates of completion for the operation and maintenance training*

<sup>45</sup> Association members received a total of 21 inputs. The exact percentage they paid varied by item; however, in general farmers supplied 50–70% of an item's price.

<sup>46</sup> IDEA-NEW's extension with Motmayean association was signed earlier.

<sup>47</sup> June and July are the growing season for summer crops so no land leveling was done. Land leveling began again in August after harvesting was completed.

<sup>48</sup> Farmers contributed 65% of the tractor's cost.

who bought 2WTs from the Afghanistan Vouchers for Increased Production in Agriculture (AVIPA) project. The farmers requested this practical training from IDEA-NEW, which was happy to help them. At the end of the sessions, each participant received three liters of engine oil for their 2WT.

Many farmers who wish to purchase 2WTs find the costs prohibitive; therefore, IDEA-NEW took the opportunity provided by bazaar days—where farmers from neighboring villages gather to sell their products and purchase new supplies and equipment—to spread the word about its subsidized 2WT program. Members of IDEA-NEW’s mechanization team brought two tractors to bazaar days in Sholgara (Balkh) and Shibirghan and Faizabad districts (Jawzjan) Fayeze Abad, Dawlat Abad and Aqcha districts (Jawzjan), Khulm, Char Bolak (Balkh), Aybak (Samangan) and Andkhoy (Faryab) between January and June. Staff briefed over 300 farmers on the benefits of using 2WTs and passed out business cards so interested farmers could follow up. In early September, a five-day training in 2WT was held in Mazar-e-Sharif for 18 extension agents from Nahri Shahi, Dihdadi, Balkh, Chintal, Dawlat Abad, Char Bolak, Sholgara, Kishindih, Zari, Khulm, Marmul, Char Kent, Kaldar, Shore Tapa districts (Balkh).

## **STRENGTHENING AGRICULTURE INFRASTRUCTURE**

During the past year, IDEA-NEW successfully finished 19 Community Constructed Infrastructure (CCI) projects throughout its three target regions. On October 20, work on a super passage in Muhajir Qashlaq village in Bangi district (Takhar), was completed. This structure was built to provide a regular water supply for 290 ha of agricultural land and orchards for 2,038 farmers. IDEA-NEW’s community mobilization team worked with local residents and the CDC to develop a long-term management and maintenance plan. A closing ceremony took place on October 22, 2012 where IDEA-NEW officially handed over responsibility of the structure to the community. This event was attended by the District Governor, representatives from DAIR and the Ministry of Rural Rehabilitation and Development, local elders and residents.

Three projects were completed in November, one in Badakhshan and two in the Western province of Badghis. The Sultanha canal improvement in Qades district built five new karez wells and rehabilitated four others. These karezes will benefit 300 families by irrigating 143.6 ha of land. The Zade Salih karez improvement project, also in Qades district, excavated 170 cubic meters (m<sup>3</sup>) of new karez wells and 2100 m<sup>3</sup> of a new channel. Stone masonry (285 m<sup>3</sup>), backfilling (1800 m<sup>3</sup>), gabion box weaving (179 boxes) and stone masonry (322 m<sup>3</sup>) was also completed.

The Sakha irrigation canal in Badakhshan province, which provides water and hydro-power for 647 ha of land in Baharak district, was IDEA-NEW’s largest infrastructure project in the Northeastern region. The project began on April 20, 2011 and the handover ceremony was held on November 22, 2012. This was a priority project for USAID and IDEA-NEW because the existing canal structure was badly damaged by several seasons of flooding, leaving it filled with silt and debris. Without a functioning canal, local farmers struggled to irrigate their crops. IDEA-NEW assistance funded the dredging, further excavation and widening of the entire canal, reinforced its lining, and covered two kilometers of the canal with stone masonry. A 140 meter retaining wall, six culverts, two super passages and two spillways were also constructed. This activity generated 114 full-time jobs for local laborers and a total of \$215,014 was paid out in wages.

In December, IDEA-NEW finished five CCI projects—four in the Western region and one in the North. The latter was the completion of a project in Faryab province that built two new root cellars, one each in Kata Qala and Nishar villages, located in Pashtun Kot and Bilchiragh districts, respectively. The cellars’

construction complemented IDEA-NEW's ongoing potato cultivation project in that it allows 60 farmers to each store enough seed potatoes for one jerib of land (up to 15 tons of potatoes). This supports the preservation of improved potato varieties distributed by IDEA-NEW in 2012 providing an alternative to traditional storage methods—burying them in soil or keeping them in a darkened room—which resulted in high losses. This project began in August 2012 and was officially handed over to the local communities on December 12, 2012 in closing ceremonies that were attended by both district governors as well as the heads of CDCs, local DAIL representatives, elders and community members. At the request of residents in Bilchiragh and Pashtun Kot districts of Faryab provinces, IDEA-NEW's northern team began building two additional root cellars in July. Each cellar has the capacity to store 1,500 kg of potatoes and will be used by up to 100 potato farmers to store seed potatoes to be used in the upcoming season. IDEA-NEW engineers began the work, using locally hired skilled and unskilled labor in September. As of September 30, construction in Bilchiragh was 95% completed and 80% in Pashtun Kot.

The construction of an onion root cellar in Kar Malik village of Dihdadi district (Balkh) was completed in August. This site provides up to 10 metric tons of storage space for farmers to store excess crops until the off-season when market prices will be higher. A handover ceremony was held on August 27 where IDEA-NEW officially turned over the site to the local agriculture cooperative, who will be responsible for the management and future maintenance of the cellar. This event was attended by USAID and IDEA-NEW representatives, GIRoA officials and Dihdadi leaders.

In Badghis province, IDEA-NEW completed the repair of the Takak karez and Mohammad Ali Khan irrigation canal structures improvement projects, both based in Qades district, on December 15 and 31, respectively. Together, these CCI activities will irrigate 229.5 ha of land and benefit 720 families. The Mashwani irrigation canal project in Abkamari district will irrigate 151 ha of land and support the agriculture efforts of 510 neighboring families.

The construction of the Badghis wholesale market finished on December 16, 2012 after nearly two years of work. Before the project's launch in July 2010, wholesalers operated in an undeveloped area of downtown Qala-e-Naw district. Fruit and vegetables were exposed to damage from sunlight and changing weather conditions. During rains and snowing seasons, the previous location flooded and would be impassible due to excessive mud. In addition to environmental threats, there was no space for farmers to store, stack or sort their products. IDEA-NEW facilitated the building of 74 covered stalls, a fully furnished office for the wholesalers association, and a large open space in the middle of the market for loading and unloading of trucks. Other facilities include toilet facilities and a water supply system composed of a well, water pump, elevated water reservoir and improved surface water drainage outside the market building. After work was completed, the Badghis Municipality filled 1.5 meters of free space next to the back wall of the market with mixed material. This put added pressure on the back wall, which had been designed and built as a free standing wall; it quickly became clear that the wall needed to be strengthened. As a result, IDEA-NEW began building a 100 meter long stone masonry protection wall on September 1 and, as of September 30, was 95% complete.

IDEA-NEW made little progress on its CCI activities in January 2013 because of poor weather conditions. In February, IDEA-NEW completed the rehabilitation of the Pekha-Abdul Khail Bridge, which is located in Achin district of Nangarhar province. The bridge connects 12,920 families by connecting Pekha and Abdul Khail valley with the rest of the district. Work included the construction of a 50 meter long cutoff wall, 50 m long and 14 m wide boulders placed down- and upstream from the cutoff wall and a 30 meter long wing wall. IDEA-NEW also renovated the Landai canal intake and a road side wall in Chalgazi, both of which are near the bridge.

Ground was broken on two new work sites in Nangarhar province on April 1. Both of these projects supported the NVDA, which approached IDEA-NEW for assistance in repairing two buildings that house water pump stations in Surkhrod.<sup>49</sup> The first pump station was repainted, space made for future generator installation and minor repairs made to the pump itself. The second station suffered from silting, which limited the flow of water to 2,000 ha of land. Repairs to both sites were finished on September 30, 2013. In addition to repairing the two pump station buildings, shade for a generator was constructed and all water pumps and metal pipes were repainted. The second activity begun was a rehabilitation of two sub-canal in Behsud district that irrigate 4,106 ha of land. IDEA-NEW received several requests from the NVDA Director and his team to rehabilitate two sub-canal in Surkhrod (Nangarhar). Together, the sub-canal irrigate 4,106 hectares of agricultural land. Work began on April 1 and was completed on September 30, 2013 and included constructing 150 meters of canal retaining walls, constructing a culvert (six meters by two meters) as well as cleaning and reshaping 13,850 meters of the canals.

Minor repairs to the Naghlo canal and intake in Sarobi district (Kabul) were carried out between April 3 and September 30, 2013. The super passage, which was built in 2008 by the Sarobi Department of Irrigation, required strengthening in order to provide sufficient water for farm land located at the end of the canal. IDEA-NEW strengthened the super passage with reinforced cement concrete slabs and placed boulders downstream to increase water pressure in the canal. The program also built a 100 meter stone masonry wall to prevent water from leaking out of the canal. This was classified as a priority project because, once completed, the canal will provide sufficient water for 1,500 jeribs of land that support 5,000 families.

The renovation of the Laghman DAIL conference hall was completed in June 2013. Located in Mehterlam district, the hall was built by MAIL several years ago but the finished building was never sufficiently equipped to hold meetings or workshops and quickly fell into disrepair. IDEA-NEW replastered the hall, painted the entire building and provided chairs, tables, a podium and other relevant equipment. Since repairs were finished, the hall has been used by DAIL staff, thematic working groups as well as local wholesaler, poultry, fruit, nursery and vegetable associations.

IDEA-NEW completed two infrastructure projects in August in the Western province of Badghis. The first activity was a road improvement, also in Qala-e-Now (Badghis). This activity was requested by the Qala-e-Now municipality in order to prevent the seasonal flooding of the main road and neighboring side streets, all of which affected the Badghis wholesale market as well as smaller stores and residences. IDEA-NEW paved a 220 meter long road with reinforced cement concrete and included drains to divert rain water away from the market and to the river. This project was begun on April 24, 2013 and finished on August 31. The second project was a flood diversion structure in Qala-e-Now that will divert rain water to the river. The construction of a 100 meter long reinforced cement concrete drainage structure will help prevent serious flooding in the city, which houses the IDEA-NEW built Badghis wholesale market. This activity began on May 16, 2013 and completed on August 31.

After receiving a request from the Department of Women's Affairs (DoWA) to dig a 30 meter deep tube well to provide drinking water and irrigation existing demonstration plots and green houses on their compound in Nangarhar, IDEA-NEW agreed to make these repairs and also rehabilitate two guard rooms to provide safer accommodation for Afghanistan Public Protection Force and local guards. This work was included as part of the overall assistance IDEA-NEW has been providing DoWA and was considered vital

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<sup>49</sup> The NVDA is tasked with irrigating 31,000 ha of farmland in Surkhrod, Behsud, Batikot, Shinwar and Momandara districts.

to the successful outcome of the capacity building and training being provided to their staff. The project began on August 8 and was completed on September 30, 2013. The two rooms (78 m<sup>2</sup>) were constructed; as was 50 meters of RCC road and the requested well was dug.

IDEA-NEW engineers in the Eastern region also began reconstruction work on the Abezai Bridge in Mehterlam district (Laghman) on August 21. The Alternative Development Program for the Eastern Region (ADP/E) built this bridge in 2007 and handed it over to the local community in July 2009 with the support of IDEA-NEW; however, it was attacked by insurgents on February 12, 2013 and rendered impassable. The Abezai Bridge is critical for local transportation as it is the only way for residents to reach the Mehterlam market by truck. IDEA-NEW agreed to repair the bridge after receiving a request for assistance from the Laghman Rural Rehabilitation Department and approval from USAID. The bridge is 84 meters long, six meters wide and four and a half meters high. IDEA-NEW is reconstructing two girders (17 meters long each); rebuilding a 17 meter long reinforced concrete slab and a pier cap; reconstructing guard rails and double sided curb walls; and repaving the damaged asphalt. At the end of the reporting period, work was 30% completed.

As of September 30, IDEA-NEW has six ongoing infrastructure activities.

## CROSSCUTTING THEMES

### Gender

IDEA-NEW's gender work focuses on increasing women's participation in Afghanistan's agriculture sector by supporting women-led and -owned agricultural production and businesses across its target regions. This is accomplished through capacity-building trainings and supporting culturally appropriate income-generating livelihoods for women, such as pickle making, vegetable cultivation, poultry farming and silkworm rearing. IDEA-NEW also provided cattle management training to 500 female household dairy farmers in its five northern provinces so they could increase their milk production. Training on best practices in cattle husbandry ran throughout October, November and December. All participants received milking hygiene and cowshed improvement kits and IDEA-NEW specialists conducted individual follow-up visits with every trainee to ensure that farmers were practicing what they had learned. Program staff also offered technical support and advice to 116 farmers as they remodeled their sheds to include new windows, ventilators and mud plastered walls to prevent ecto-parasites. Household dairy production is one of the few opportunities available to Afghan women—particularly those living in remote areas—to generate income for their family. IDEA-NEW expects that female farmers will sell their excess milk to their local BLDU-run milk collection and processing centers. This link supported the sustainability of both activities, which ended in December 2012.

Also in the North, IDEA-NEW supported household silk production—one of the few employment opportunities that is both profitable and culturally appropriate for rural Afghan women—by providing silkworm rearing trainings for women in all five of its target provinces. One of its beneficiaries, [REDACTED] is a Balkh-based businesswoman who has been working with IDEA-NEW since 2010. She is a dynamic woman who, with IDEA-NEW support, turned a small, home-based enterprise (she initially produced silk using two looms in her house) into a sustainable manufacturing business that employs almost 1,000 women. In early December, with logistical support from IDEA-NEW's regional staff in Mazar-e-Sharif, [REDACTED] was able to attend the South Asia Women's Entrepreneurship Symposium in

Dhaka, Bangladesh.<sup>50</sup> She is a strong example of the impact that IDEA-NEW's programming can have on female beneficiaries.

As part of its poultry value chain activities in the Northeast region, IDEA-NEW established community-based savings groups (CBSGs) that allow 10–20 women to pool their extra income. Each group requires its members to contribute a minimum of 50 AFN (\$1) per month. A chairwoman, secretary and treasurer are elected to collect and manage dues and the group unanimously decides on what to do with their resources. Since the start of this activity in October 2011, CBSGs in Takhar have collected 223,904 AFN (\$4,478). In Badakhshan, 14 CBSGs in Badakhshan have saved 472,300 AFN (\$8,647) and helped eight women start their own small businesses by loaning them 160,000 AFN (\$3,200). The groups also served as an important social outlet, allowing women to gather to discuss their businesses, share successes and obstacles, brainstorm on solutions and collaborate on future plans.

Women also benefited from various field days organized by IDEA-NEW to facilitate experience sharing between attendees. For example, in mid-April IDEA-NEW held a field day in Taluqan district (Takhar) for 30 female farmers. The event allowed participants to discuss various vegetable cultivation techniques and technologies promoted by IDEA-NEW as they continued cultivating vegetables in their greenhouses for personal consumption and supplemental income. Per beneficiaries' request, IDEA-NEW started the pickle making project in four provinces in August which will run through October 2013. During August, IDEA-NEW staff introduced pickle making to local NGOs, private sector actors and other attendees at a business exhibition in Balkh province. Within the pickle and jam-making project, IDEA-NEW delivered three days of training in pickle- and jam-making to 45 women seeing to start their own businesses. The program also provided the beneficiaries with the required equipment, promotional material and market development support. The small factories, which have been introduced to potential buyers, have already started producing goods. In Kunduz, it was reported that 15 women have produced 80 bottles of pickles and 10 bottles of jam during September. They sold each bottle for 50 AFN (\$1).

In addition to its value chain-related gender activities, IDEA-NEW staff in the Eastern region managed Taraqi Saba (development for tomorrow), a business skills training course designed for high school students throughout the past year. The course teaches basic business principles, such as finance, marketing, and management in order to increase participants' capacity to increase their future economic opportunities by starting and managing a small business. In October 2012, IDEA-NEW trained 15 new Taraqi Saba instructors—13 of them women—to teach the course. An initial exam was given to 45 high school teachers and the top 15 (three Kunar, three Laghman and nine Nangarhar) were then selected as trainees. Instructors completed the same curriculum as students, including small group exercises and individual work assignments and met twice a week for 10 weeks. IDEA-NEW staff then conducted exams in 15 high schools in Nangarhar, Kunar and Laghman and selected the top 307 students to participate in the course.<sup>51</sup> Thirty six Taraqi Saba classes were held between December 23, 2012 and March 20, 2013. IDEA-NEW gender staff made regular monitoring visits to ensure that the curriculum was being followed and to gauge the quality of the teachers. Approximately 60 business plans were developed by students, who were grouped together according to their business interests, at the end of course. These plans focused on beauty parlors, poultry and food processing activities. On June 9, 303 young women graduated from

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<sup>50</sup> Rabia Maryam was invited to the symposium, which was held from December 8–10, 2012, by the U.S. Department of State. She was also mentioned in a write up of the symposium on the State Department's official blog: <http://blogs.state.gov/index.php/site/topic/category/South%20and%20Central%20Asia>.

<sup>51</sup> Exams were held from November 15 through December 15, 2012.

Taraqi Saba.<sup>52</sup> One graduate, ██████████ an 18 year old student from Bibi Hawa High School in Jalalabad (Nangarhar), shared what she had learned during the three month long course: “I started a beauty parlor business to overcome the economic situation of my family. I did not know how to improve my business. After getting Taraqi Saba training now I know how to expand my business and attract customers. I can write business plans and know keeping reasonable prices can increase number of my customers.” The ceremony was held in the Kerzai Conference Hall in Jalalabad City and was attended by various GIROA officials, including the Deputy Governor of Nangarhar and the Nangarhar DoWA Director.



*Students from Qazi Khil High School in Kapisa province attend Taraqi Saba*

Various meetings were held in January 2013 between IDEA-NEW and senior level Department of Education staff in Parwan, Kapisa and Panjshir to launch Taraqi Saba for up to 400 girls. Initial exams for 52 prospective instructors were administered on February 2, 3 and 9 in, respectively, Sadiqi Girl’s High School (Parwan), Kapisa’s Department of Education and Panjshir’s Department of Education. Twenty individuals—all women—were selected based on their scores and attended an intensive 11-day training in Kabul in late March. The training agenda was based on that completed by instructors in Nangarhar, Kunar and Laghman provinces. In April, 600 students from 20 high schools in Parwan, Kapisa and Panjshir provinces took the Taraqi Saba entrance exam. Of these, 401 were selected based on their scores to participate in the first ever Taraqi Saba course in these provinces. Classes ran from May 11 until August 2 with students learning about marketing and finance, the importance of business networking, inventory and budget management and tracking cash flow.

Gender staff also worked closely with the Kabul, Kapisa and Panjshir DoWAs to establish demonstration plots on their compounds in May. Three additional demonstration sites will be established in early October on the DoWA compounds in Jalalabad (Nangarhar), Asadabad (Kunar) and Mehterlam (Laghman).<sup>53</sup> These sites will be used by each DoWA to train women in modern agriculture techniques, such as land preparation and irrigation management. To date, 25 women—12 in Kabul, eight in Kapisa, five in Panjshir—have been trained.



*Women working on the floriculture demonstration plot at the Kabul DoWA compound*

The Eastern region’s agribusiness teams also worked with several women-owned and/or –focused businesses throughout the reporting period. Business and technical assistance plans were prepared for Firdous Baren Wheat Starch Production Company, which is based in Surkhrod district (Nangarhar) and processes starch and bran for sale in

<sup>52</sup> Four students were dismissed from the course for not abiding by IDEA-NEW’s strict attendance policy.

<sup>53</sup> The Kabul demonstration plot is focused on floriculture while the Kapisa and Panjshir DoWAs chose to establish vegetable plots. The Nangarhar, Kunar and Laghman plots will focus on both floriculture and vegetable cultivation.

Nangarhar, Kabul and Mazar-e-Sharif. They wish to expand their business into Kunar and Laghman provinces. IDEA-NEW will support these efforts by offering financial training to staff, assisting them with the development of promotional materials and advertising campaigns, and providing them with quality packaging materials. In June, the company set up new equipment (press machine, net filter, etc.) it purchased to help move it away from manual production and increase its production capacity. Their documents were approved in May and an in-kind grant agreement signed in June 2013.

In June, agribusiness team members completed a financial statement, business and technical assistance plans for Ali Sahil Wool Spinning, a private women-owned company established in 2007. The firm currently employs 200 women to spin the wool, each of whom receives 50 AFN (\$0.92) per kg of thread. This business would like to expand its production capacity by purchasing new spinning machinery. These were approved in July and a grant agreement signed in August.

IDEA-NEW's purchase order with PARSA, a Kabul-based women's non-governmental organization that works with networks of women's training centers throughout the Eastern region, was approved by USAID on November 29, 2012. This new partnership is the crux of IDEA-NEW's Women in Agriculture Advancement Initiative, which will engage women via a three-pronged approach:

1. Pre-value chain capacity building—supporting literacy, business training, health and food safety;
2. Value chain capacity building—introducing the skills and start up kits to participate in the relevant value chains in the area, i.e. vegetable, poultry production, etc.;<sup>54</sup> and
3. Facilitating women's access to markets—through PARSA's role in establishing Trade Afghan, a wholesale and retail outlet that will provide an opportunity for women to sell their goods in various domestic markets.

In December, PARSA began its initial assessments of 17 women-run and -focused non-governmental organizations (NGOs), cooperatives, associations and businesses in Nangarhar, Panjshir, Kapisa and Parwan provinces.<sup>55</sup> Their staff measured organizations' potential for participating in IDEA-NEW's Women in Agriculture Advancement Initiative while also gathering information on the various commercially viable products could be produced in each province and marketed locally as well as nationally under the Trade Afghan brand. Special priority was given to agricultural products in IDEA-NEW's existing eight value chains. PARSA also reached out to relevant Department of Women's Affairs (DoWA) directors in each target province. Assessments were completed in February 2013 with reports summarizing background information on each organization and a concise evaluation of their current abilities to implement the Trade Afghan project. In March, PARSA completed its product development assessment of 41 potential products in Parwan, Kapisa and Nangarhar. This evaluation categorized organizations' products either as primary products, i.e. those directly related to IDEA-NEW's eight value chains, or secondary products, which do not fit into an existing value chain. Items were then put into one of three categories:

1. Products that are already on the market,
2. Products that would meet current demand, and

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<sup>54</sup> PARSA will assess local need and schedule the trainings while IDEA-NEW will provide technical trainings and assistance in its eight value chains.

<sup>55</sup> Three cooperatives (one each in Nangarhar, Parwan and Kapisa provinces); two women's associations in Kapisa, six in Nangarhar and one in Parwan; one business in Nangarhar; and four non-governmental organizations (NGOs) in Nangarhar, Parwan and Kapisa. PARSA examined one NGO per province; the fourth NGO has regional offices in each of the three target regions.

### 3. Products that are not yet in production.

Of these 41 products, 23 were recommended as being suitable for the Trade Afghan brand. In April, market research was conducted on each of these products, which will be used to develop targeted marketing and sales strategies. At the end of the reporting period, a total of 105 products were certified as Trade Afghan products

The second phase of the Trade Afghan project began on May 1. PARSA hired and trained new staff and, in collaboration with relevant IDEA-NEW staff, finalized its financial and communications systems as well as a detailed M&E plan. PARSA also sent out teams to visit 27 potential women-run partner organizations from Kapisa, Parwan, Panjshir and Nangarhar provinces to begin a gap analysis for each organization. PARSA, with IDEA-NEW's assistance, used these analyses to develop eight practical trainings as part of its capacity building offers to Trade Afghan agribusinesses. Each session lasts two days and covers leadership, entrepreneurship, marketing, quality control, agricultural planning, hygiene and finance. In September, PARSA staff trained 210 representatives from 20 Trade Afghan agribusinesses in Kabul, Parwan, Kapisa and Nangarhar provinces. The first type of training offered targeted women business leaders in how to expand their sales and marketing efforts and to develop and implement plans that aim to increase the viability of their companies beyond donors' initial investment. The second workshop supports an organization's leadership to train its workforce, establish contracts to support production and sales and to expand local marketing activities. Pre- and post-tests showed an increase ranging from 43-56% in participants' knowledge after trainings. As of September 30, PARSA has held 560 training sessions for Trade Afghan beneficiaries.

On July 6, representatives from 20 women-led businesses and cooperatives from Kapisa, Parwan, Panjshir, Nangarhar and Kabul provinces joined 65 guests at the official launch of Trade Afghan at PARSA's Afghan Garden Kitchen. In addition to introducing the products certified under the Trade Afghan brand, the event generated \$4,000 in sales and future orders for Trade Afghan businesses. IDEA-NEW's Deputy Regional Manager for the North and Business Development team also met several times with PARSA to discuss ██████████ Handicrafts Company joining the Trade Afghan project as ██████████ is the only domestic producer of high quality, handmade scarves and shawls that can meet the needs of the export market (500 or more pieces per month). PARSA is currently negotiating with three international buyers to confirm their interest in Afghan handicraft products. IDEA-NEW's northern staff also facilitated the sale of 90 scarves from ██████████ and 25 Trade Afghan leather bags to Focus on Women in Maryland, USA. These items were shipped in August for a gross sales amount of \$2,109.

IDEA-NEW staff conducted its food safety and hygiene training to nine members of PARSA's technical staff at PARSA's office in Kabul on July 29–30. The first day consisted of a discussion, led by IDEA-NEW's Gender Strategy Manager, on the importance of good hygiene practices and the impact it can have on a company's reputation, consumers' interest and product sales. On the second day, IDEA-NEW's Technical Specialist for Value Added Production and an Agribusiness Consultant provided trainees with an overview of general manufacturing practices and how to implement them in food processing areas. They then gave practical demonstrations of how to sterilize glass jars and hot water bath canning. IDEA-NEW personnel offered accounting and record keeping training to four PARSA Trade Afghan staff members on August 21-22.

In addition, 16 baseline reports for women-run companies in Kapisa, Parwan, Panjshir and Nangarhar provinces were completed by PARSA staff in July and August and PARSA staff worked on creating labels and packaging for the products that are currently certified under the Trade Afghan brand. One

hundred samples of Trade Afghan products (listed below) were also delivered to Finest for taste and quality testing. Twelve Trade Afghan products were selected in September as part of the ‘Made in Afghanistan’ launch in Finest Supermarkets that was initiated by the IDEA-NEW Kabul-based agribusiness team and will take place in the coming quarter.

<i>Product Name</i>	<i>Name of Agribusiness</i>	<i>Province</i>
Kidney Beans	Shorgal Village Project	Kapisa
Red Tomato Chutney	Agriculture and Animal Husbandry	Parwan
Black Pepper Spice	Shorgal Village Project	Kapisa
Mixed Pepper Spice	Dorokhshan Agriculture and handicraft Cooperative	Parwan
Green Pepper Spice	Dorokhshan Agriculture and handicraft Cooperative	Parwan
Dried Green Pepper Spice	Shorgal Village Project	Kapisa
Coriander Seeds	Social Protection Women's Association of Charikar	Parwan
Dried Mint	Social Protection Women's Association of Charikar	Parwan
Chopped Dried Tomato	Social Protection Women's Association of Charikar	Parwan
Walnuts	Shorgal Village Project	Kapisa
Raisins	Tomato Paste and Dry Foods Business	Kapisa
Sun Dried Tomatoes	Trade Afghan Product using Shorgal Village Project raw materials	Kapisa

PARSA opened a retail site for Trade Afghan products at Marastoon, located just outside of Kabul, on August 23.<sup>56</sup> So far, this store brought in sales of \$1,160. PARSA also set up an international shipping system using FedEx for mailing products to international buyers who purchase items from one of Trade Afghan’s three online stores, which are currently expected to be up and running in the coming quarter.<sup>57</sup> In addition, PARSA has two other international agencies ready to feature Trade Afghan products, all of which will be up and running in the coming quarter.

PARSA also supported four of its Trade Afghan businesses—Rooh Afza Jam and Pickles Production Factory, Firdous Bareen Wheat Starch Production Factory, Nangarhar Handicraft Products Association from Nangarhar and Kabul-based Azezana—as they completed applications for in-kind grant support to ABADE, another USAID-funded program targeting local small- and medium-sized enterprises. IDEA-NEW agribusiness and gender staff facilitated the introduction of Trade Afghan beneficiaries to Assistance in Building Afghanistan by Developing Enterprise (ABADE) during the quarter as well as to Agricultural Credit Enhancement/Agricultural Development Fund (ACE/ADF).

The gender unit also organized a conference on Advancing Afghan Women in Agriculture on September 24 in Kabul. Twenty five women-owned companies, ranging from producers of jam, pickles, fresh vegetables, wheat starch, wool spinning, textiles, clothing and handicraft companies displayed their production and marketing capabilities to potential buyers, key representatives from MAIL, the Ministry of Women’s Affairs, and financial institutions. More than 250 women participated in the conference.

<sup>56</sup> Marastoon is a government-funded institution run by the Afghan Red Crescent Society that houses and trains the homeless.

<sup>57</sup> PARSA is negotiating with One World International, Global Indigo and Far & Wide Collective.

### IDEA-NEW and GiRoA Coordination

IDEA-NEW meets frequently with local-, district- and provincial-level government leaders and representatives in each of its regions to ensure that all stakeholders are abreast of IDEA-NEW's plans and can contribute their input to activity development, implementation and, if necessary, problem solving. From October 1, 2012 through September 30, 2013, IDEA-NEW staff participated in over 270 coordination meetings with GiRoA officials from the MAIL, MoWA, DAIL, DoE, DoWA, and regularly attended AGSEM and PDC meetings in each of its target provinces.

IDEA-NEW also supports GiRoA by participating in high profile government-hosted events. MAIL, in an effort to empower Afghanistan's agricultural sector, organizes two international agriculture fairs in Kabul every year.<sup>58</sup> IDEA-NEW personnel work closely with MAIL staff to ensure that the program and its beneficiaries have a strong presence at each event. For example, in early November 2012, IDEA-NEW sponsored 21 businesses from its three target regions to participate in the 2012 Kabul International Agriculture Fair, which was organized by MAIL and held in Kabul. The three-day event (November 7–9) brought together numerous businesses from across the agriculture sector and provided an excellent forum for farmers, associations and companies to sell their goods and make new business connections.

To support participating beneficiaries in reaching out to visitors, IDEA-NEW established an information center that was equipped with multimedia and printed promotional materials (newsletters, reports, fact sheet, beneficiary-specific brochures) that introduced visiting dignitaries and business representatives to the program's various activities. IDEA-NEW beneficiaries who participated in the Agriculture Fair included, from the Eastern region:

- Eastern Region Commercial Vegetable Producers
- Eastern Region Nursery Growers Association
- Spinghar Poultry Farmers Association
- Nangarhar Textile Association
- Shamshad Noodles and Vermicelli Factory
- Gift Food Processing Factory
- Nangarhar Medicinal Herbs Producers Association
- Dari-e-Noor Potato Chips Factory
- Nangarhar Beekeepers Association
- Javed Afghan Agro Machinery Production Company
- Kapisa Farms Services Center
- Parwan Women's Agriculture, Handicrafts and Livestock Association
- Parwan Women's Farm Service Center
- Parwan Raisin Producers Cooperative and Bagram Fruit and Non-Alcoholic Beverages Company

From the Northern region:

- Rabia Maryam Handicrafts Company
- Samangan Grape Growers
- Mazar Balkh Dry Fruit Processing Association



*Afghanistan's Second Vice President, Karim Khalili, visits the Samangan Grape Growers*

<sup>58</sup> The fall fair is MAIL's largest event of the year. A smaller version is also held in the spring.

- Balkh Livestock Development Union

Northeastern region:

- Kunduz Orchard and Nursery Association
- Kalafgan Beekeeping Cooperative
- Raihan Beekeeping Cooperative

Business meetings between producers, traders and service providers took place on November 8. IDEA-NEW beneficiaries and/or staff met with the following individuals:

- Raj Kapoor, an Indian trader interested in buying Afghan pomegranates;
- Ms. Somikaa, director of the India-based MARA Trading Company of India and Sher Ali Yaqubzada Co. Ltd, who is interested in importing raisins. She received a sample of raisins from the Kapisa Farm Service Center.
- Representatives from DFL Freight and Logistics, an international fruit and vegetable delivery company.

IDEA-NEW’s Grants Specialist also met with representatives from the Agricultural Development Fund/Agricultural Credit Enhancement Program and Ghazanfar Bank to discuss finance possibilities for IDEA-NEW beneficiaries.

[REDACTED]

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

On January 14, 2013, IDEA-NEW and the Nangarhar DAIL conducted joint site visits to three activities in Kama and Behsud districts. The delegation—comprised of IDEA-NEW’s Ministry Liaison Officer, Nangarhar DAIL Director, the Plan and Program Manager and Central Jalalabad Extension Agent—first traveled to a CPF in Khakho village that was growing cauliflower, cabbage and lettuce using a staggered planting system.

DAIL representatives interviewed the farmer, [REDACTED] asking him about his sales and whether he was happy with IDEA-NEW’s assistance. He responded that his total income from his first harvest of lettuce and cauliflower exceeded 80,000 AFN (\$1,542), which was more than double what he had previously earned by growing corn, wheat and rice using traditional farming methods. [REDACTED] went on to state that he was “very happy” and is confident he can continue improving his harvests on his own because of the training he received from IDEA-NEW’s field technicians and at farmer field days. He also described how IDEA-NEW had linked him to traders who came directly to his farm and purchased lettuce and cauliflower and that several neighboring farmers were copying the layout and practices used on his farm.

The delegation then visited a citrus orchard in Nawabad village, also in Kama and traveled to Behsud district to visit a greenhouse that was growing offseason crops, such as zucchini. The DAIL Director was impressed with the work being done at each of these sites and expressed his appreciation for IDEA-NEW's strong support of Nangarhar farmers.

In early March, IDEA-NEW assisted MoWA in organizing eight International Women's Day celebrations in Kabul, Kapisa, Parwan, Kunar, Laghman, Nangarhar and Panjshir provinces. The program provided MoWA with invitations, banners and stage decorations. IDEA-NEW was pleased to honor the ministry's request for support because such collaboration strengthened the cooperation between its gender staff and MoWA personnel before the Women in Agriculture Advancement Initiative began in April. A summary of International Women's Day celebrations supported by IDEA-NEW is presented below:

<i>Province</i>	<i>Location</i>	<i>Date</i>	<i># of Participants</i>	
			<i>Female</i>	<i>Male</i>
Kabul (MoWA)	RTA Hall	March 3	1,000	500
Kapisa	Provincial Conference Hall	March 6	200	100
Kunar	District Governor's House	March 6	200	50
Parwan	Provincial Conference Hall	March 7	300	100
Laghman	Karzai Talar	March 10	200	40
Nangarhar	Karzai Talar	March 10	400	100
Panjshir	Astana Guest House	March 10	100	50
Kabul (DoWA)	Bagh-e-Sharara	March 11	150	20
<b>TOTAL</b>			<b>2,550</b>	<b>960</b>

The first major MAIL-organized agricultural event of 2013, the Farmer Festival, took place on March 21–23 in Kabul and brought local farmers, agricultural traders, companies and international buyers together. The event allowed participants to showcase their products and establish contact with various food processing companies, exporters and agriculture input suppliers. It also allowed attendees to meet and exchange experiences with their counterparts in other regions. For example, two seed suppliers and a Nangarhar-based poultry production farm agreed to look into opening branches in Takhar where there is strong farmer demand for their products. Twenty one IDEA-NEW-supported businesses participated in the fair:

- Season Honey Processing and Packaging Company
- Masroor Foods Processing Company
- Gift Food Production Company
- Shamshad Noodles and Vermicelli Factory
- Khalil Rehan Food Processing Factory
- Dari-e-Noor Potato Chips Factory
- Rooh Afza Jam and Pickles Production Factory
- Firdous Baren Wheat Starch Production Factory
- Afghan Rice Processing Mill
- Zahmat Tomato Paste Company
- Eastern Region GAP Vegetable Producers
- Kabul Fresh Fruits and Vegetables Association
- Javed Afghan Agro-Machinery Manufacturing Company

- Sartoor Agricultural Input Supplies and Veterinary Services Company
- Al Roheed Agricultural Input Supplies and Services Company
- Hussain Zada Agricultural Input Supplies and Services Company
- Parwan Bastan Improved Seeds and Agro-Services Company
- Parwan Women’s Farm Service Center
- Parwan Women’s Agricultural Cooperative
- Kapisa Farm Service Center
- Kunduz Orchard Establishment and Nursery Growers Association

As in November, each of the 21 companies received business cards, brochures and banners to help them promote their products with visitors. IDEA-NEW’s communications team also facilitated more than 25 interviews of program beneficiaries by national and international media outlets.<sup>59</sup>

IDEA-NEW beneficiaries took advantage of this event to expand their networks and search for new business opportunities. For example, Javed Afghan Agro-Machinery Manufacturing Company met with the Director of the Jafari Farmers Cooperative to discuss the possibility of providing wheat threshers to the Baghlan-based group. Representatives from Season Honey Processing and Packaging Company met with a Spinghar company who was searching for a honey dealer in southern Afghanistan. Shamshad Noodles and Vermicelli sat down with Parwan Bastan Improved Seeds and Agro-Services Company to talk about the feasibility of using the latter’s soybean flour to make vermicelli. Al Roheed Agricultural Input Supplies and Services Company agreed to provide Roots of Peace with 9,100 kg of peat moss—a deal potentially worth 327,600 AFN (\$6,011). Members of the Kabul Fresh Fruits and Vegetables Association met Indian traders interested in buying apples and also spoke with Austrotherm Company about their providing the association with quality packing boxes. The Parwan Bastan Improved Seeds and Agro-Services Company had a productive meeting with farmers from Kapisa, Panjshir and Kabul provinces regarding the provision of soybeans and wheat seed. Lastly, representatives from the Parwan Women’s Farm Service Center agreed to share technical knowledge with the Nangarhar-based Rooh Afza Jam and Pickle Factory.

[REDACTED]

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

<sup>59</sup> Tamadun TV, Kabul News, Zhwandun TV, Aryana TV, Shamshad TV, Tolo TV, RTA TV, One TV, RTA Radio, BBC Radio, Killid Radio and Azadi Radio.

IDEA-NEW staff and beneficiaries also participated in smaller, DAIL-sponsored Farmer's Day celebrations in Nangarhar (March 23), Balkh and Parwan (March 26) and Laghman (March 27) and will host 35 booths at the upcoming agriculture fair in late October 2013.

### **Sustainability and Capacity Building**

The long-term success of IDEA-NEW depends heavily on its programmatic approach—how its activities are designed. IDEA-NEW attempts to build off its previous successes wherever possible and often develops follow on projects to support previous programming. For example, to provide sustainability to its potato cultivation program in Faryab province, IDEA-NEW constructed two new root cellars, one each in the villages of Kata Qala (Pashtun Kot district) and Nishar (Bilchiragh district). Using a cash for work method that hired local laborers, stone masonry on both cellars was completed in October 2012 and roofing work was finished in November. Construction of the root cellars was completed in December and farmers began storing seed potatoes.<sup>60</sup> Simultaneously, IDEA-NEW trained 360 farmers in November in improved potato cultivation, distributed ten tons of improved seed potatoes for planting and shared the results of its data analysis that compared crop yields between its 24 demonstration plots with traditional farms. The final results showed a 43% increase in the yield of potatoes in the demonstration plots.<sup>61</sup>

Because of the high level of positive feedback from both participants and DAIL representatives, who closely monitored the farmer field days held at each demonstration plot, IDEA-NEW technical staff began planning to expand this activity to 10 other villages in Bilchiragh and Pashtun Kot. These plans



*A completed root cellar in Nishar village of Bilchiragh district (Faryab)*

began in December with the surveying of 30 one jerib sites that will be used as demonstration sites. Farmers in these villages will be able to make use of the two newly-constructed root cellars in both districts. In addition to reducing losses and providing an extended supply of potatoes for household consumption and markets, using the cellars supports the preservation of the improved potato varieties distributed by IDEA-NEW. In late December 2012, the Faryab DAIL Director requested that IDEA-NEW build additional root cellars in Bilchiragh and Pashtun Kot districts. At the request of residents, IDEA-NEW's northern team oversaw the building of two additional root cellars in July and August 2013 that will be used

by 100 farmers. In this case the trainings and root cellars were mutually supportive of each other, hence the high demand and support for both activities by GIRoA and farmers. Communities' willingness to maintain the cellars also ensured that these sites will continue to be utilized to their full extent without IDEA-NEW's support.

As IDEA-NEW entered its final year, its staff members were increasingly focused on plans to ensure that farmers' primary needs—inputs, sound technical advice and market access—continue to be met once the

<sup>60</sup> The finished root cellars allow 60 farmers to each store enough seed potatoes for one jerib of land (up to 15 tons of potatoes).

<sup>61</sup> After the 2011 harvest, IDEA-NEW purchased ten tons of the resulting crop to store for planting in its demonstration plots in the 2012 season. IDEA-NEW staff compared 24 one jerib demo plots' yields with 24 neighboring one jerib plots that used traditional techniques. Data comparison showed up to a 100% increase in the demo plots' production compared to the traditional plots, with an average increase of 43%.

project ends. Therefore, IDEA-NEW linked beneficiaries to strong PSPs across all of its regions who could provide high quality inputs and technical training to farmers. Using a voucher program, which requires farmers to contribute between 10-100% of the cost of their inputs, allows IDEA-NEW to avoid some of the dependency problems that arise when farmers expect to be provided inputs at no cost. For example, Kunduz-based farmers participating in IDEA-NEW's vegetable value chain activities began purchasing quality seeds from a new PSP-run seed distribution outlet in February 2013 only weeks after the site opened. IDEA-NEW linked its vegetable chain beneficiaries in Taluqan district (Takhar) to ██████████, a PSP who supplied them with improved seeds. He said, "I am happy to be supplying farmers with good quality seeds and feel proud to be serving my country in my own way. Before farmers would buy low quality seeds on the market and suffer the consequence of their poorly informed purchase, but now they come to my shop to buy good quality seeds. I also appreciate IDEA-NEW's efforts to connect local farmers to reliable suppliers so that we learn about each other and stay in contact even long after the program has ended. Winning the farmers' trust in the quality of my seeds has also helped me win their interest in buying other goods from me. My business is doing much better than it was before." With farmers in half of its target value chains (grapes, orchards, vegetables, wheat and silk) paying 100% for inputs and services, IDEA-NEW is confident that demand for unsubsidized, high quality inputs and proven commercial services—trellising, pruning, dormant oil spraying and land leveling to name a few—will continue beyond the life of the project.

IDEA-NEW's January 2013 restructuring in the East was also designed with sustainability in mind in that IDEA-NEW's new approach focuses heavily on strengthening relationships between agricultural producers, processors and retailers based on cost/benefit analyses. Beneficiaries, regardless of what stage of the value chain they are on—production, processing or marketing—have regularly shown a strong willingness to continue following ideas or approaches introduced by IDEA-NEW if they result in increased profits. For example, improving farmers' knowledge and skills via theoretical and practical trainings, such as March's Spring vineyard management and grape pruning training in Balkh, Jawzjan and Samangan provinces, can have an immense impact on farms' productivity and profitability, which results in farmers—direct beneficiaries as well as neighboring farmers—adopting these techniques even if the associated out-of-pocket costs are higher than those associated with traditional methods.

During the past year, IDEA-NEW also emphasized building the capacity of GIROA—particularly MAIL and DAIL—to begin providing services to farmers independent of IDEA-NEW support. Whenever possible, program staff include GIROA personnel in farmer field days at its various demonstration plots. For example, after attending planting field days as trainees, DAIL extension workers in the North took over trainings for farmers at PVS that had previously been led by IDEA-NEW. In August, IDEA-NEW business development staff in Baghlan, Kunduz and Takhar provinces delivered business skills, marketing and business development trainings to 20 GIROA officials, 588 farmers, 79 lead farmers, nine cooperative directors, six input suppliers and 24 wholesalers and traders. Training government staff to understand the design and rationale behind the program's interventions as well as its private sector-driven approach makes them better placed to continue IDEA-NEW's work on their own.

In February 2013, IDEA-NEW turned over the management of a 2012 women's poultry-rearing project to the Badakhshan DAIL. Through this activity, IDEA-NEW distributed 120 hens and 173 kg of feed to six female beneficiaries and trained them in appropriate poultry-rearing techniques and linked them to local VFUs and feed suppliers. Having gained new skills, the farmers expressed their intention to expand their chicken farms and DAIL personnel have taken on the responsibility of managing these plans. It is successful transitions such as this—coupled with its management of field days and other capacity

building events—that allow GIRoA to show their ability to meet farmers’ needs once IDEA-NEW programming has ended. This then bolsters the general population’s faith in the government’s abilities and their willingness to engage with its representatives, both of which will be crucial to GIRoA’s future success.

IDEA-NEW also hosts events in order to strengthen agricultural markets by facilitating connections between traders, buyers and producers that will hopefully continue to meet producers’ and processors’ needs once IDEA-NEW’s programming ends. To this end, IDEA-NEW held an Agriculture Value Chain Conference, Exhibition and Business Network Day in Kabul on July 7. This event brought together the

agriculture producers, food processors, wholesalers and packaging companies together on a single platform where different key players in the market could be linked with each other in order to strengthen IDEA-NEW’s specific value-chains, and in the long run, sustain Afghanistan’s agriculture and economic sectors. More than 180 representatives from different businesses, organizations and institutions encompassing the food processing sector, packaging companies, traders and exporters, wholesalers and financial sector attended the event. In addition, GIRoA officials from MAIL, the Ministry of Public Health, Afghanistan Investment Support Agency and



*MAIL’s Director of Private Sector Development addresses conference participants in Kabul*

Afghanistan Chamber of Commerce and Industry participated. Four panels discussed regional demand for Afghan products and opportunities in Dubai, India, Russia, Kazakhstan and Tajikistan; the importance of food safety, quality control, developing Afghanistan’s processing industry and challenges and opportunities; the public and private support services available to agribusinesses, and the need to better coordinate production efforts. After each discussion, panelists answered audience members’ questions. The event also featured an exhibition of over 80 locally produced food items from 17 IDEA-NEW supported agribusinesses. IDEA-NEW’s communications staff arranged 45 business to business meetings for producers, processors, traders, exporters and wholesalers in order to facilitate new connections amongst these key value chain players. These resulted in five provisional deals among companies that had not previously worked together.

Various national and international media outlets covered the event and conducted nine interviews with panelists, participants, GIRoA officials and IDEA-NEW staff that were later broadcast on Zhwandon TV, Khorshed TV, Ariana TV, Radio Killid, Radio Azadi, Radio BBC, Bakhtar News Agency and Pajhwok News. When asked what he thought about this event, the president of Khalil Rayhan Food Processing Company, [REDACTED] shared “This is a unique event for the agribusiness sector in Afghanistan. I have never participated in an event of this type before. This program brings together all of the key players of the agricultural economy to a single platform to help rehabilitate the broken agricultural infrastructure in Afghanistan. I liked the Business to Business meetings session because the producers got a chance to discuss their demand requirements and the quality of their products directly with their clients.”

On August 18, IDEA-NEW organized an Agro-Processing Conference and Exhibition in Mazar-e-Sharif (Balkh) that brought together representatives from the Balkh Governor’s office, Provincial Council, Provincial Departments of Agriculture, Irrigation and Livestock and Women’s Affairs and international

donors. Attendees participated in a series of discussions on the challenges and opportunities of processing agricultural products, and the way forward for expanding agro-processing enterprises in Afghanistan. In addition, 30 Afghan businesses displayed their products at an exhibition. Over 200 people came to the event, which was praised by participants for successfully connecting farmers to new markets and food producers.

The Institutional Capacity Development (ICD) unit, which was created under the program's new structure to coordinate capacity building efforts for MAIL and DAIL in the Eastern and Western regions, manages the bulk of IDEA-NEW's capacity building efforts. A wide range of projects funded by the international donor community are focused on building the institutional capacity of MAIL and DAILs throughout Afghanistan. As such, the ICD team initiated a GAP analysis in February to identify areas where there is a clear need for assistance that current efforts are not addressing. As part of its research, ICD spoke with various GIRoA representatives from the Directorates for Development of Agriculture Cooperatives; Production and Development of Cereal Crops; Human Resources; Programs; and the Parwan, Kapisa, Nangarhar and Laghman DAILs. In addition a number of coordination meetings were held with other agriculture projects, including Comprehensive Agriculture and Rural Development–Facility (CARD-F), Horticulture Cooperatives Development Project, National Horticulture and Livestock Program, Agriculture Market Infrastructure Project, Capacity Building Change Management Program as well as the European Union. The purpose of these meetings was to discuss the current MAIL and DAIL capacity building initiatives and areas for improvement. The ICD team completed its gap analysis of DAILs in Badghis, Parwan, Panjshir, Kapisa, Nangarhar, Laghman and Kunar provinces in late March. Their evaluations found that DAIL staff lacked knowledge in: vegetable production, price discovery, project management, technical training for newly hired district staff (pruning, grafting, etc.), agribusiness- and agriculture-focused marketing, finance and procurement. These results formed the foundation for the



*Training DAIL extension workers in Panjshir*

unit's annual work plan, the majority of which includes training of trainer sessions to ensure that DAIL staff receive the knowledge they need to understand and address farmers' needs. The work plan, which also includes study tours and support to the agriculture faculties of various universities (whose students often go to work for DAIL after graduation), began in early April with a five-day advanced training on vegetable production for Kapisa DAIL personnel. Thirty three extension workers—30 men and three women—attended the training, which was hosted in the DAIL office and focused on land preparation, fertilizer application, sowing seeds, growing and transplanting of plug seedlings, integrated pest and disease management

and chemical hazards. This training was replicated in early May for 25 DAIL extension workers from Panjshir.

In response from requests from the agriculture faculties at Nangarhar and Al Beroni (Kapisa) Universities, the ICD team established a one jerib demonstration plot at each university in April. The vast majority of Afghanistan's university curricula focuses heavily on theory and lacks any practical component. In addition, many departments rarely update their programs to match recent advancements in their field. These plots, and the practical training series they will host over the coming months, are an

attempt to remedy this issue. Introducing agriculture students to modern farming techniques plays an important role in ensuring the long-term adoption of these methods because many graduates will go on to work for DAILs and will be responsible for training local farmers across the country. Al Beroni University's Dean of Agriculture, ██████████, said, "This is the first time that Al Beroni students are exposed to new techniques of agriculture practices. This [plot] is going to be a sustainable source of knowledge for the students and the knowledge gained will be promoted as soon as they graduate." A student, ██████████ echoed these sentiments, stating: "It is my fourth year and throughout my education I have not received such kind of training. It is a great experience for me and I learned a great deal of information from these demonstrations. I wish I had this opportunity from the beginning but I am happy that others will have it from now on." To date, ICD personnel have trained a total of 400 students on proper nursery establishment, citrus production, the various citrus root stocks recommended for the Eastern region, tristeza virus symptoms and effective preventive measures, land preparation, sowing and planting techniques.

Comprehensive project management training for GIRoA officials from Kapisa and Parwan provinces were held in IDEA-NEW's Parwan office from May 19–23.<sup>62</sup> The course is designed to strengthen trainees' knowledge of project management practices and includes a week of in-class training that covers the importance and best practices of needs assessments, project planning and implementation as well as M&E. This is then followed by a week of practical on the job coaching and mentoring in each province. Twenty five Parwan staff and 26 from Kapisa participated, including 15 women who demonstrated a very strong interest in the training's topics. The Parwan Provincial Governor, ██████████, stated "this course is essential and important for civil servants at the provincial level and mainly for those who are involved in the different parts of project management. The low level of the government's budget for such training at the national and sub-national levels is a strong sign of the insufficient knowledge and skills that civil servants have in the area of project management. By providing such capacity development programs, IDEA-NEW is helping civil servants in different directorates at the provincial level to be able to execute developmental projects with maximum results." Based on his feedback, which was strongly echoed by other participants, the ICD unit decided to offer this course to other provinces, training 27 GIRoA officials in the Panjshir DAIL from June 16-27. IDEA-NEW replicated this training for 31 DAIL participants in Nangarhar (September 29-October 3) and will train 25 people in Laghman in early October.

Also in May, IDEA-NEW began training DAIL staff on how to request and receive up-to-date prices for various products and supplies on their mobile phones using Malomat.<sup>63</sup> . The objective of the training was to equip district level DAIL employees with knowledge about Malomat services, and thus enabling them to assist farmers and traders in obtaining current prices of agricultural commodities. The training was conducted by ICD team members at the Laghman DAIL on May 26 and the Kunar DAIL compound on May 28; each session had 20 participants. Thirty three Badghis DAIL extension workers received Malomat training in early June. The same 33 DAIL staff also participated in an advanced vegetable production training course from June 9–13. Covered topics included vegetable seedling production, transplanting and planting; integrated pest and disease management, land preparation and fertilizer application. Also in Badghis, the ICD staff repeated both the Malomat session and a day-long version of

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<sup>62</sup> This training is designed for 10 representatives from DAIL, five from DoWA, five from the DoE and five from the Provincial Governor's office.

<sup>63</sup> Malomat is a mobile price information system currently managed by Roshan, one of Afghanistan's most popular cell phone providers. It provides users with up-to-date prices for 42 agriculture commodities in 14 Afghan markets as well as one in Peshawar, Pakistan.

the vegetable production training for 39 lead farmers, both of which took place on June 15.<sup>64</sup> The latter training focused on producing cauliflower, cabbage, potatoes, cucumber and eggplant. From September 8 to 11, the ICD team conducted Malomat trainings on the DAIL compounds in Kapisa, Parwan and Panjshir province for, respectively, 20, 25 and 20 extension staff.

A two-day study tour to Nangarhar and Laghman was organized by IDEA-NEW on June 21-22 for eleven representatives from DAIL, the Badghis municipality, the Badghis Fruit and Vegetable Wholesalers Association and Badghis University's agriculture faculty. Attendees made 11 site visits to learn about association regulations, establishing and maintaining linkages between farmers and the municipality and providing facilities for retailers and consumers in order to improve market activities in the province. Sites included Samsor Ban fruit nursery production farm (Laghman), a vegetable demonstration plot in Mehterlam (Laghman), the Nangarhar and Laghman wholesale markets, where they also met with officials from both wholesaler associations, and spoke with members of Nangarhar University's agriculture faculty. This tour allowed Badghis officials to learn from the experiences and knowledge of their Nangarhar and Laghman colleagues.

A four-day training session was conducted for 20 Laghman DAIL personnel, including the director. Training topics were an introduction to agribusiness, value addition in agriculture, agricultural marketing, entrepreneurship and management, developing a business plan, an overview of food quality and safety as well as farm management economics. The training was designed to provide participants with a basic understanding of agribusiness and marketing and encourage them explore newer dimensions of agriculture so that they are better placed to assist farmers and local businesses as they continue to develop in Afghanistan. At the beginning of the training the Badghis DAIL Director, [REDACTED], emphasized his department's willingness to learn about these emerging concepts. Attendees' feedback was quite positive, with one participant, [REDACTED] from the Laghman DAIL, stating "the information provided in this training was very current [and] the methods were based on various examples with which the attendees were very comfortable. The practical work such as grading, sorting, waxing, and cleaning were so helpful and the attendees appreciated it very much. Altogether, I would say that this is a top-class training." The session started on June 30 and ran through July 3.

IDEA-NEW limited the number of its capacity building trainings during Ramadan; as such, the ICD unit did not conduct any sessions in July and early August. Their efforts during the reporting period centered on preparations for trainings scheduled for late August and early September in Nangarhar, Parwan, Kapisa and Panjshir. This included coordinating with relevant officials at local DAILs. In early September, ICD staff conducted two days of training for agriculture students from Al Beroni University in Kapisa province. The training is part of a series of trainings planned for students of Agriculture Universities in Nangarhar and Kapisa provinces. The trainings are designed and conducted in close coordination with university faculty. The Chancellor of Al Beroni University highlighted the importance of extra activities that supplemented the university's curriculum and thanked IDEA-NEW for taking the initiative to arrange such practical trainings. This training was attended by 219 students and included presentations and video sessions on good agriculture techniques, fruit nursery classification, seedling, grafting and budding, bud wood collection, sapling, packing and pulling, seedling, transplanting and pulling, seed stratification, integrated pest management, hazardous chemicals and biological control.

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<sup>64</sup> Every DAIL designates a few local farmers as lead farmers based on their years of experience, level of exposure to and adoption of new agriculture methods and equipment and the size of their farms.

In early September 2013, ICD staff also held an agribusiness and marketing training for 19 Nangarhar DAIL employees at the DAIL compound. Sessions focused on topics that are relatively new to Afghan farmers and GIRoA staff, such as a general introduction to agribusiness; adding value; agricultural marketing, entrepreneurship and management; business plan development; an overview of food quality and safety and farm management economics. A practical component on grading, sorting and packing was added to the theoretical section so trainees could get hands-on experience in these areas. By strengthening DAIL workers' knowledge of these areas IDEA-NEW hopes to encourage them to promote these concepts to farmers and business owners in their districts. In the coming weeks, the same training will be conducted for Parwan and Kapisa DAIL staff.

IDEA-NEW's Northern agribusiness team conducted two days of for 35 beneficiaries on September 15-16. Participants represented businesses from Samangan, Balkh, Jawzjan, Sari Pul and Faryab provinces. Topics included an introduction to business planning, how to develop business plans and financial statements, how to conduct business environment and market analysis, etc.

A study tour to Nangarhar province was arranged for DAIL employees in Parwan, Kapisa and Panjshir provinces from September 22-25. Twelve officials, including three lecturers from Al Beroni University, participated in the tour. The overall objective was to transfer IDEA-NEW's best experiences with agriculture and agribusiness from Nangarhar province to DAIL and university representatives. In addition, the study tour aimed at enhancing participants' appreciation of new agriculture production technologies in vegetable cultivation, green house farming, fruit nursery, forestry, ornamental nursery, citrus and stone fruit orchard production.

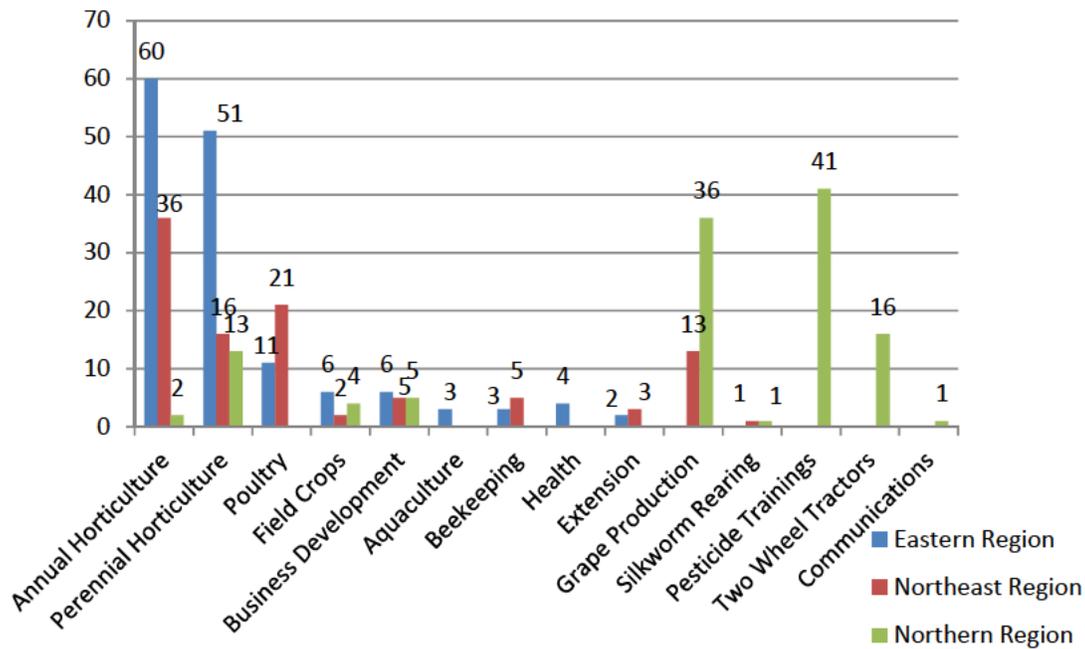
IDEA-NEW also works collaboratively with local DAILs to enable government staff to learn about the design and rationale behind the program's interventions as well as its private-sector driven approach to sustainable development. Engaging DAIL representatives in key project implementation stages, from beneficiary selection, PSP identification, input distribution, farmer trainings to field monitoring visits, has proven to be an effective capacity building exercise in that GIRoA personnel gain exposure to farmers and are encouraged—both by beneficiaries' feedback as well as seeing the positive impact modern techniques have on harvests and subsequent sales—to continue endorsing the best practices promoted by IDEA-NEW. For example, in April, a DAIL representative in Badakhshan was invited to participate in input distribution to the members of three beekeeping cooperatives in Baharak district. Having seen firsthand the attention IDEA-NEW devotes to the quality of inputs, he was able to appreciate the important role they played in increasing product marketability and was able to convey this point effectively to farmers. IDEA-NEW also involves community leaders, such as CDC and DDA members, in beneficiary selection to ensure a joint effort between GIRoA and local authorities to provide assistance to targeted beneficiaries. It is hoped that after collaborating together successfully during IDEA-NEW, these stakeholders will continue working together to meet farmers' needs once IDEA-NEW ends.

## **KNOWLEDGE MANAGEMENT**

### **COMMUNICATIONS**

IDEA-NEW's knowledge management department is made up of communications and M&E. IDEA-NEW's communications teams in the North, East and Northeast are each tasked with sharing the various programmatic successes from their respective provinces with implementing partners, GIRoA, external stakeholders and the general development community. To help further that goal, the program's three communications teams, led by the North, pooled IDEA-NEW's technical resources from the past four

years into a single library to ensure easy access by all staff across its three regions. Three hundred and forty seven documents were collected spanning all three regions; the breakdown by topic is presented below.



In January 2013, Northern communications staff consulted with agriculture faculties from Balkh University, Balkh Vocational Agricultural School, Shibirghan Agricultural Institute and the Sari Pul Agricultural Vocational High School to gather feedback on which of the collected materials would be most useful as teaching and/or reference tools. Based on their responses, over eight gigabytes of information were collected and translated into English, Dari and/or Pashto. New technical tools, such as a guide on plants for honeybees and silkworm-rearing that was produced in April and three manuals, (entitled *Biosecurity of Poultry Farms*, *Neurological Diseases in Poultry* and *Identifying Layer Hens*) that were developed for poultry farmers in July-September by IDEA-NEW’s Kunduz livestock team, were also transferred to DVD and shared with relevant academic and GIRoA stakeholders in all three regions. In September, IDEA-NEW delivered five English language knowledge management CDs to NAEC and agreed to deliver 100 copies of the Dari version, once translation of the various manuals is completed. A knowledge management toolkit and CD were also given to USAID and the Agricultural Research and Extension Development (AGRED) project. As of September 30, 2013, over 350 copies of IDEA-NEW’s knowledge management DVD have been distributed. Agriculture toolkits for IDEA-NEW’s eight value chains were also designed and will be distributed with hard copies of the most useful materials once the translation of various manuals is completed. By collecting and sharing these resources, IDEA-NEW hopes to ensure that best practices acquired during its five years of implementation will remain available to farmers and implementers after its programming comes to an end.

Over the past year, the program submitted 50 success stories to USAID, finished the design and printing of its 2013 calendar and brochure, unveiled its redesigned website and produced four editions of its trilingual e-newsletter, which were distributed to 529 subscribers. It also developed a training video on converting traditional vineyards to trellis systems, an agribusiness video success story of Masroor Food Processing Company and, in September, began filming a video success story of modern agriculture

techniques. All three teams also organized various opening and closing ceremonies for its respective projects and managed the communications needs for their respective beneficiaries who participated in the Kabul Agriculture Fair in November 2012 and March's Farmer Festival as well as and drafted press releases for and arranged national and international media coverage for the three agribusiness conferences that were held in Kabul and Mazar between July and September 2013.

Additionally, in the North, IDEA-NEW organized a USAID media tour that visited three projects on October 15: Koshkak milk collection and processing center, a 2WT training center and a female-run VFU in Mazar-e-Sharif. Stories on these two projects appeared on Radio Killid on October 16 and 18, 2012 and on Tolo TV on October 20 and 29. Reporters interviewed beneficiaries at each site, including [REDACTED] a resident of Ali Chopan village in Balkh province who said, "I was losing livestock in the past, but after attending training at this clinic, I learned how to keep the space for animals clean, vaccinate them on time and prevent their dying. Now I can keep several cows, sell their milk and make a living." IDEA-NEW facilitated another visit to the VFU by Voice of America and Afghan National TV (RTA) personnel on November 27. Voice of America broadcast its report on 30 November 2012 as part of its Karwan program. Northern communications personnel also facilitated a media tour by RTA and Voice of America television to Maymana City and Khawja Sabzposh districts (Faryab) in late February, to film the distribution of 15,000 fruit saplings to 150 farmers. Film crews videotaped the distribution as well as a training provided by IDEA-NEW's agriculture team to sapling recipients on how to properly plant the trees. Both stations' reports aired on March 1.

In the East, IDEA-NEW's Karkila Aw Maldari (agriculture and livestock) radio show aired 212 live radio shows on Sharq Radio in Nangarhar and Kawoon Ghag station in Laghman between October 2012 and September 2013.<sup>65</sup> During the shows, 786 listeners called in to their respective radio station to ask the experts about various topics, including: barn hygiene for livestock, pest and disease prevention in nurseries and vegetable crops, orchard establishment and maintenance, raised bed preparation, vaccination and/or disease prevention for poultry, livestock and honey bees, June budding in fruit nurseries, intercropping, maize cultivation, staggering planting, handling pesticides, beekeeping, animal food security, disease prevention and control in poultry farms, pest management with vegetables and orchards, making jam and pickles, foot and mouth disease and growing pomegranates, transplanting seedlings, cashmere collection and how to prevent and treat sunstroke in animals.

Communications staff also worked closely with agribusiness staff and owners to develop logos, banners, brochures and other marketing tools for agribusinesses per their individual technical assistance plan. During the reporting period, design work was completed for the following companies:

Name of Business	Type of Promotional Material(s)
Season Honey Processing and Packaging Company	Billboards
Kapisa Farm Service Center	Billboard, brochures
Afghanistan Social Poultry & Animal Farmers Association	Brochure

<sup>65</sup> Each show runs for 45 minutes, and begins with market price updates and then an expert who talks about a particular topic before fielding calls from 3-5 listeners live on the air. The number of callers is limited by the length of the topic discussed, nature of questions asked and the fact that each station only has one phone line. It is worth noting that the shows provide practical education to thousands of listeners, many of whom have minimal access to formal education. An impact survey conducted by RSI Consulting in 2012 estimated that the radio shows reach 16,850 regular listeners in Nangarhar and 15,540 in Laghman.

Bahar Biscuits Manufacturing Company	Brochure, signboards
Green Organic	Brochure
Mashal Dairy Production Company	Billboard, brochure, branded clock
Majnoon Food Production Company	Posters, stand banners, business cards
Rooh Afza Jam & Pickle Production Company	Labels
Mohammad Hussain Food Industry	Stand banners, business cards
Hussain Zada Limited	Radio ads, billboards
Sail Food Items Production Company	Stand banners, business cards
Sailab Sohail Technical Equipments Production Company	Billboards
Haseeb Noori Foods Items Production Company	Signboards, roll banners, wrappers, point of purchase displays
Masroor Food Processing Company	Clock sticker, shopping bags, pen, keychain, CD label and caps
Hamesha Bahar Agro-Services Company	Brochure, lighted signboard and business cards
Gift Food Processing Company	Point of purchase displays, stickers, signboards and banners
Omaid Khalid Poultry Rearing & Production Company	Signboards and brochure
Firdous Baren Wheat Starch Company	Packaging for four different flavors of wheat starch
Khalid Faizan Food Production Company	Fruit carton packaging
Sail Food Items Production Company	Product racks (45x29 cm), roll banners, potato chip packaging, slanty wrappers and a billboard
Kunar Agro-Services Company	Brochure, plastic bags for seeds (25 kg capacity), writing pad and brochure
Shamshad Dastagir Food Production Company	Brochure, carton packaging, business cards, three signboards, branded plastic bags and a billboard
Khalil Rehan Food Production Company	Banners, signboards and point of purchase displays sticker
Kabul Agriculture Company	Brochure
23 shops/agribusinesses	Carbon copy writing pads for 23 shops/agribusinesses to record their sales and provide copies to buyers and IDEA-NEW

## MONITORING AND EVALUATION

IDEA-NEW has a robust M&E system that includes regular data collection, assessments and field visits to ensure that program achievements are appropriately documented and utilized by senior management and technical teams in implementation and planning decisions.. All three M&E teams conducted regular field missions to activities across their respective regions to record yield and sales data, provide quality assurance and capture beneficiaries' feedback. This information was then relayed to technical staff members who used it to refine each activity's approach, as needed. During the past year, IDEA-NEW's M&E field monitors visited 406 sites and released the same number of field monitoring reports in the Eastern region. The program's M&E teams for Kunduz, Takhar, Baghlan and Badakhshan provinces made 944 site visits and drafted 493 periodic summary reports. The M&E team in the North made 135 field visits (each visit included two to three project sites) across Balkh, Sari Pul, Faryab, Jawzjan and Samangan and produced a monitoring report for each visit.

In October, IDEA-NEW released an impact assessment of its Taraqi Saba business skills training in Kunar, Laghman and Nangarhar provinces. The objective of the course is to provide high school aged young women with the skills and knowledge necessary to operate successful, sustainable businesses by teaching them basic business principles, such as finance, marketing, and management. IDEA-NEW contracted RSI Consulting to conduct a focus group, interview, and survey between June and October of 2012 to assess the impact of the training program on the female participants. A random sampling method was employed for the survey, targeting the 470 female graduates of the program from 2011 and 2012.<sup>66</sup> Thirty three of the girls responded, representing a response rate of 14%. Nine young women, ranging in age from 17 to 19, participated in the focus group.

Feedback conveyed a high regard for the course content, detailing lessons learned from the training that will aid them in starting their own business.<sup>67</sup> One respondent stated: “I learned how to think about natural and human resources and how to get capital: how to calculate profit and loss of one day as well as of one week. Where the shop should be located—it should be located where people have easy access to it. It should be open until late evening.”<sup>68</sup> Another added: “I learned that we should take people’s customs into consideration. For example, in tailoring, the cloth people put on here in Jalalabad shouldn’t be tailored in Kabul since the cloths will not have a market in Kabul.”<sup>69</sup> Some of the lessons learned were more practical than technical: “there is both profit and loss in trading. We should not buy things with all of the money we have in case of loss we should save some money and be patient and not stop the business.”<sup>70</sup> While some of the focus group participants critiqued the quality of the instructors, the actual teaching method was viewed positively by all survey respondents, with 21% rating it “excellent,” 45% rating it “very good,” and 33% “good.” The consensus from the group was that Taraqi Saba equipped them with the skills and confidence they needed to start a business; skills they did not previously possess.

The impact of the program has clearly surpassed the 495 participants to date, with many of the young women initiating consultations with members of their community to train others on their newfound business skills. Others are informally sharing the information with friends and family, including other young girls, who do not have easy access to business skills training.

The effectiveness of Taraqi Saba can be judged in part by the ability of graduates to put the training into action. By this measure, 97% of graduates surveyed had not started a business since graduation; likewise, none of the focus group participants had directly applied their skills to a business, although they were aware of two classmates who had been able to start businesses—one tailoring and the other an egg business. Given the social, financial, and environmental challenges facing young women in Afghanistan, it is understandable that it will take some time for participants to be able to apply their newly learned skills in the marketplace. However, this does not mean that the program is not successful. As many testified, they have been able to apply many of the skills that they learned at the household level—making better purchasing decisions, bargaining in the market, and improving the organization of the household.

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<sup>66</sup> One hundred and ninety six girls participated in 2011; by 2012 that number had grown to 299. Of those 495 participants, 25 did not complete the course do to IDEA-NEW’s strict attendance requirements.

<sup>67</sup> When queried, 70% of survey participants felt that the curriculum was “easy” to understand. The curriculum is designed to be practical in nature, combining both theory and practice. The course culminates with the development of a business plan; an exercise intended to equip the students with a practical plan to start a business upon graduation.

<sup>68</sup> Female Graduate, 19, Charahi Marastoon Village, Jalalabad City District.

<sup>69</sup> Female Graduate, 18, Zone 2, Jalalabad City District.

<sup>70</sup> Female Graduate, 18, Qasaba Village, Jalalabad City District.

In order to utilize their newly gained business skills, respondents expressed the need for greater security and access to capital. They uniformly agreed that the training had equipped them with the technical skills that they would need to run a business but that the other issues would need to be addressed before they could put the training to use. As one girl summarized, “A friend of mine has money and would like to start a business but conditions of our country are not appropriate for female workers.”<sup>71</sup> Ultimately the effectiveness of the program is dependent, in part, on changes to the social and environmental norms of the region. These changes take time; however, in the meantime, it is the consensus of Taraqi Saba participants that this project empowers young women with the hope that, in time, they will face fewer constraints to be able to put their new skills and knowledge to use.

In late November 2012, program staff in the East also liaised with PARSAs and RSI Consulting to create a suitable M&E framework for the Women in Agriculture Advancement Initiative. It was agreed that monitoring visits, output tracking and an impact assessment would all be utilized. Monitoring visits would enable the collection of photographic evidence of activities, environmental compliance, track progress and gather beneficiary quotes throughout implementation. IDEA-NEW currently tracks 25 different output indicators as part of its USAID-approved performance management plan. Five of those are relevant to PARSAs’ planned activities. Eastern region M&E staff provided standard forms for both monitoring site visits and output tracking to PARSAs staff and trained them in how to complete them. Baseline assessments were then conducted by PARSAs with support from RSI Consulting. The impact assessment will also be carried out by RSI in conjunction with PARSAs, who is responsible for identifying either individuals or producer groups that can be tracked closely throughout implementation in order to highlight best practices and successes.

IDEA-NEW launched its 2012 annual survey for household income, production and sales data in December. Technical staff from all three implementing partners interviewed a total of 1,739 beneficiaries—1,321 from its orchard, vegetable and poultry value chains and 418 from CCI activities.<sup>72</sup> The survey included a section that asked respondents to identify the skills that women in their households have, the skills they utilize, the skills they use as sources of income, and other work in which they engage. The results from the survey’s gender section were analyzed in order to provide a broad overview of the economic role that women play in households in the Eastern region, namely in Kunar, Laghman, and Nangarhar provinces. The following is a brief summation of RSI’s report, which was released in February 2013.

The survey found that raising poultry and/or livestock and sewing clothes are the skills that most women are likely to have while the chore most women do is collect water. The skills the fewest women have are carpet making and beekeeping, and that no women plow land. The survey’s findings suggested that women are likely to have some common farming and homemaking skills but are less likely to have skills that require specialized training, such as midwifery. In addition, women are less likely to use their skills to make money. Although almost half of respondents reported that women in their households work, only about 5.5% of total annual income can be attributed to women. This is most likely because women have low earnings—the median annual income for women is 14,000 AFN (\$255), less than 12 times the median for men.

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<sup>71</sup> Female Graduate, 19, Charahi marastoon Village, Jalalabad City District.

<sup>72</sup> DAI personnel conducted 521 value chain interviews. ACDI/VOCA and Mercy Corps each interviewed 400 value chain beneficiaries as well as, respectively, 278 and 140 CCI beneficiaries. All interviews were finished in January 2013.

Assessing the impact of education, household size, and location on women’s skills and income found mixed results. The survey showed that women from educated households are more likely to be skilled but that they do not necessarily earn more income from their work. This suggests that living in educated households influences what women know and can do, but does not necessarily translate to higher earnings. Results were varied for household size but the data indicated that women’s median income increases as family size increases. Women are more likely to work the more family members they have, perhaps out of necessity.

Given the above findings, the following recommendations were made for future intervention:

- Create work opportunities for women based on the skills they already have;
- Link women who have technical skills to people, companies and institutions that need them;
- Connect women to non-local markets that may pay more for their goods and services; and
- Promote the education of men in addition to women.

IDEA-NEW’s M&E team shared these findings with technical personnel who worked to incorporate these recommendations into its current and future activities wherever possible.

IDEA-NEW also collected information on beneficiary households’ annual sales, production and income information as part of its FY2012 survey. The survey used a sample of 1,200 participants stratified by province and program, over a total of 15 provinces and all three of the program’s implementing partners. RSI Consulting then analyzed this data to measure the relative increase in household income that was supported by IDEA-NEW activities.<sup>73</sup> Heads of households provided data on their annual household income, which in most cases came from more than one income source, as well as on the portion of household income that was generated from IDEA-NEW’s assistance.

RSI Consulting released its annual income analysis report in April 2013. Results showed that, in FY2012, IDEA-NEW program beneficiaries in the Eastern region reported an average net total household income of 189,825 AFN (\$5,796). This household income was mainly from farming, livestock, small businesses, and formal and government sector employment. Out of the reported household income per year, IDEA-NEW support resulted in an average, net contribution of 68,384 AFN (\$1,367) or 36% of the household’s income. This proportion of income attributable to IDEA-NEW can therefore simultaneously be considered an increase in household income that would not be realized without IDEA-NEW. A breakdown of IDEA-NEW’s relative contribution to total annual household incomes in each Eastern province is presented in the following table:

<i>Province</i>	<i>Number of households interviewed</i>	<i>Average reported household income in FY2012 (AFN)</i>	<i>Total average income resulting from IDEA-NEW assistance (AFN)</i>	<i>Proportion of Total Income (%) Attributable to IDEA-NEW</i>
Badghis	120	136,347	59,019	43%
Kunar	87	171,179	48,132	28%
Laghman	98	224,675	63,793	28%
Nangarhar	134	224,334	93,276	42%
<b>TOTAL</b>	<b>439</b>	<b>189,133</b>	<b>68,384</b>	<b>36%</b>

<sup>73</sup> This information is then used to measure the program’s progress towards its annual performance indicator, “Average annual household income from licit economic activities,” a self-reported income by the head of household.

In Nangarhar, Laghman, and Kunar provinces, IDEA-NEW's contribution to total household income can mainly be attributed to its vegetable training and related programs, whereas in Badghis the net contribution is due to livestock programming.

Program beneficiaries in the Northeast reported an average net household income of 166,383 AFN (\$3,327) that stemmed mainly from farming, livestock, small businesses, and formal and government sector employment. IDEA-NEW supports households primarily via vegetable value chain activities, livestock, cash for work and other projects, such as enterprise development. A provincial breakdown is as follows:

<i>Province</i>	<i>Number of households interviewed</i>	<i>Average reported household income in FY2012 (AFN)</i>	<i>Total average income resulting from IDEA-NEW assistance (AFN)</i>	<i>Proportion of Total Income (%) Attributable to IDEA-NEW</i>
Badakhshan	100	162,973	22,323	14%
Baghlan	100	207,177	32,437	16%
Kunduz	100	151,664	34,929	23%
Takhar	101	143,946	28,513	20%
<b>TOTAL</b>	<b>401</b>	<b>166,440</b>	<b>29,548</b>	<b>18%</b>

In Kunduz, the highest contribution to the household income was recorded in vegetable training and related programs, crops and fruits and orchards programs. In Takhar province, higher income contribution was recorded among orchards farmers, followed by vegetable farmers. The main contribution to household income in Baghlan province was from vegetables crops, and some from fruits-orchards, and cereal crops.

In its five northern provinces, IDEA-NEW's beneficiaries reported a net household income of 133,353 AFN (\$2,667) from farming, livestock, small businesses, and formal and government sector employment. Across all five provinces, beneficiaries in almost all areas (livestock, cereal crops, fruits and orchards, cash for work, and enterprises development) reported that IDEA-NEW support contributed between 55%–80% of their household income. The maximum contribution to the household income was reported by livestock farmers, cereal crops farmers, and those beneficiaries who received assistance from IDEA-NEW to start a new enterprise or improve an existing enterprise.

<i>Province</i>	<i>Number of households interviewed</i>	<i>Average reported household income in FY2012 (AFN)</i>	<i>Total average income resulting from IDEA-NEW assistance (AFN)</i>	<i>Proportion of Total Income (%) Attributable to IDEA-NEW</i>
Balkh	74	125,989	87,622	70%
Faryab	94	146,981	101,381	69%
Jawzjan	43	107,789	55,426	51%
Samangan	45	106,262	62,998	59%
Sari Pul	44	169,312	137,927	81%
<b>TOTAL</b>	<b>300</b>	<b>131,266</b>	<b>91,003</b>	<b>68%</b>

Several assessments of various project activities were also released during the past year, independent of the FY2012 annual survey. In January 2013, a cost/benefit and sustainability analysis of its Global GAP project was released that surveyed three of the nine GAP farms in Nangarhar province that were active in

FY2012.<sup>74</sup> The main purpose of this activity was to produce vegetables according to global standards for international buyers. IDEA-NEW provided inputs seed, fertilizers, fencing equipment and technical assistance. The analysis showed that GAP farms appeared to be earning sustainable revenues for their owners; earning an annual average net profit of \$3,768 for a three jerib farm, or \$1,256 per jerib.<sup>75</sup> In general, GAP farmers obtained higher than average market prices for most of their crops, especially tomato, cabbage and cauliflower and none of the GAP farmers cited obstacles to marketing their produce, which is a great achievement in Afghanistan.<sup>76</sup> However, no GAP farms sold to international buyers, one of the stated objectives of the program. The report recommended that if selling internationally is still a priority then linking farmers to suitable buyers should be incorporated into future programming. Results suggested that the produce is of high quality and that prices obtained at these farms are a potentially replicable best practice and should be investigated further and then applied to other IDEA-NEW projects.

Another evaluation was completed in February on IDEA-NEW's greenhouse farms project, which works with 39 greenhouses in Nangarhar, Laghman and Kunar provinces to help women start sustainable agribusinesses and promote using plug seedlings for vegetable production rather than direct seeding.<sup>77</sup> When seedlings are not produced, the greenhouses can also produce herbs and vegetables for consumption and sales, particularly during the off-season. The total cost of establishing a greenhouse is \$7,099 and annual maintenance and inputs varied from \$1,325- \$3,000.<sup>78</sup>

Twelve IDEA-NEW-supported greenhouses were randomly surveyed, all of which had produced two cycles of plug seedlings.<sup>79</sup> The greenhouses earned an average of \$2,960; however, there is a \$1,200 seedling tray cost (\$2.40/tray) for every two cycles produced, which annihilates profits in each cycle. This issue needs to be addressed in order to ensure long-term sustainability of this activity. In addition, female beneficiaries need to be taught how to fix their plastic when it is damaged and/or where to find local, low-cost replacements. Some greenhouses do not produce anything except plug seedlings. The report recommended that IDEA-NEW encourage beneficiaries to produce vegetables and herbs year-round at all locations. Furthermore, some of the greenhouses that do produce vegetables were still using traditional agricultural practices rather than modern methods, which can significantly increase yields. Greenhouse owners should be linked to IDEA-NEW's technical trainings so they can learn improved farming techniques. Overall, the report found that greenhouses have been a positive force for demonstrating a key, culturally appropriate way for women to participate in agriculture and filled a critical link in the value chain by providing farmers with high-quality vegetable inputs. However, the present cost model was shown to be far from sustainable.

A survey of orchards in the Eastern region was launched in early February. Monitoring and evaluation staff visited over 1,444—roughly 70% of total program participants—were visited at their orchards.<sup>80</sup> In

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<sup>74</sup> This was deemed a statistically significant sample size. Of these three, all had harvested and sold at least some of their vegetables in FY2012.

<sup>75</sup> As a comparison, a jerib of wheat generates only \$650.

<sup>76</sup> Average market prices are averages from Jalalabad Wholesale Market for 2011-2012

<sup>77</sup> This improves yields by using all available land in a given area, as seedlings are much more robust and likely to survive than seeds that are directly sown.

<sup>78</sup> IDEA-NEW provided beneficiaries with a greenhouse structure, plastic sheeting, two water cans, 300 trays, 50 benches, five chairs, two backpack sprayers, two plastic containers, four dishes, cash box, register book, vegetable seeds and technical assistance.

<sup>79</sup> There are usually four cycles per year.

<sup>80</sup> Interviewed farmers came from a total of 508 villages in seven districts of Kunar province (265 participants), two districts of Laghman (258) and thirteen districts of Nangarhar province (921).

addition to GPS polygon of each farm, IDEA-NEW field staff interviewed farmers on a range of topics, including the types of fruit trees and support they received, additional investments made by farmers, perceptions about the various types of support received, markets and market related challenges, and the overall effectiveness of the program as well as beneficiaries' expectations for the future. Data collection was completed in May, consolidated in a database and then submitted to RSI Consulting for external analysis in June. The report was released in August; key findings included:

- The IDEA-NEW orchard program has largely succeeded in its initial goals of distributing crop trees and assisting with their planting. Survival rates are overall good, although the high percentage of total crop failure in some crop types (particularly in Kunar province) has the potential to weaken overall production.
- Extension officers have successfully visited the majority of participating farmers, in most cases multiple times, and rates of participation in field days and listening to the radio show are substantial. Nearly all participating farmers named multiple areas in which the extension officers, the field days, or the radio show helped them, suggesting that the information side of the program is effective.
- More data is needed to accurately project the future production and sales of the IDEA-NEW orchard crop trees. Only seven percent of farmers had any yields at the time of the survey; it will take another 1-3 years to see the full yield potential of participating farms.
  - However, the currently available data shows potential for good crop yields and sales, particularly among apricot, pomegranate, and lemon trees. However, those projections are based on only a small number of farms' current production levels, and the margin of error is quite large.
  - Current trends indicate that extension visits and regular consumption of the Karkila Aw Maldari radio show improve overall crop yield. These trends should be watched as more data becomes available.
- The most commonly cited needs among participating farmers are material, not educational. Fertilizer is in high demand in all three provinces, especially in Nangarhar, and Laghman farmers consistently expressed an interest in pest, weed, and disease control, suggesting a higher-than-normal incidence of crop damage from parasites in that province.
- Access to local markets appears to be limited, especially in Laghman province, and to a lesser degree in Nangarhar. A majority of farmers still sell their products from their farm gates, rather than traveling with it to market or selling to government, NGOs, international or other markets.
- Transportation is the chief obstacle for most farmers. The expense of travel, lack of transport, and poor roads were all regularly cited barriers to selling at markets. However, substantial numbers of farmers also expressed concerns that market prices were too low, and there is no guarantee that more would sell their produce at local markets if transportation were available.

The report found that the initial projections based on available crop yield and sales data from IDEA-NEW-supported orchards are cause for cautious optimism. Compared with the expense of maintaining the crops, sales could be expected to make a profit within a single full harvest season.<sup>81</sup>

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<sup>81</sup> It is important to note that there is too little data (several crop types have not yielded saleable produce on any farms and farmers in the Kunar province have yet to make any sales) to make projections with any real certainty.

Baseline surveys were also done for all Eastern region agribusinesses with approved technical assistance plans in order to track indicators and gauge the impact of IDEA-NEW's assistance. In the Northeast, IDEA-NEW's Program Quality Assurance Team periodically reviewed program documentation in each of its provincial field offices and worked with the respective M&E teams on the accuracy and reliability of their data. Findings from these visits showed program documentation to be in good order. Per the recommendations in its most recent audit by the Office of the Inspector General, Eastern region M&E staff visited several activities in the North and Northeast in June and July 2013, respectively.

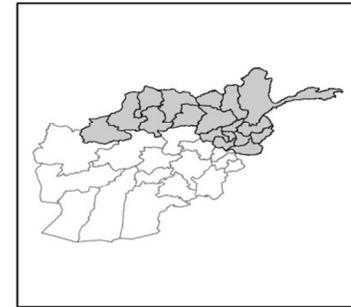
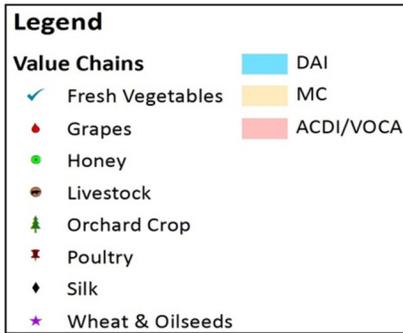
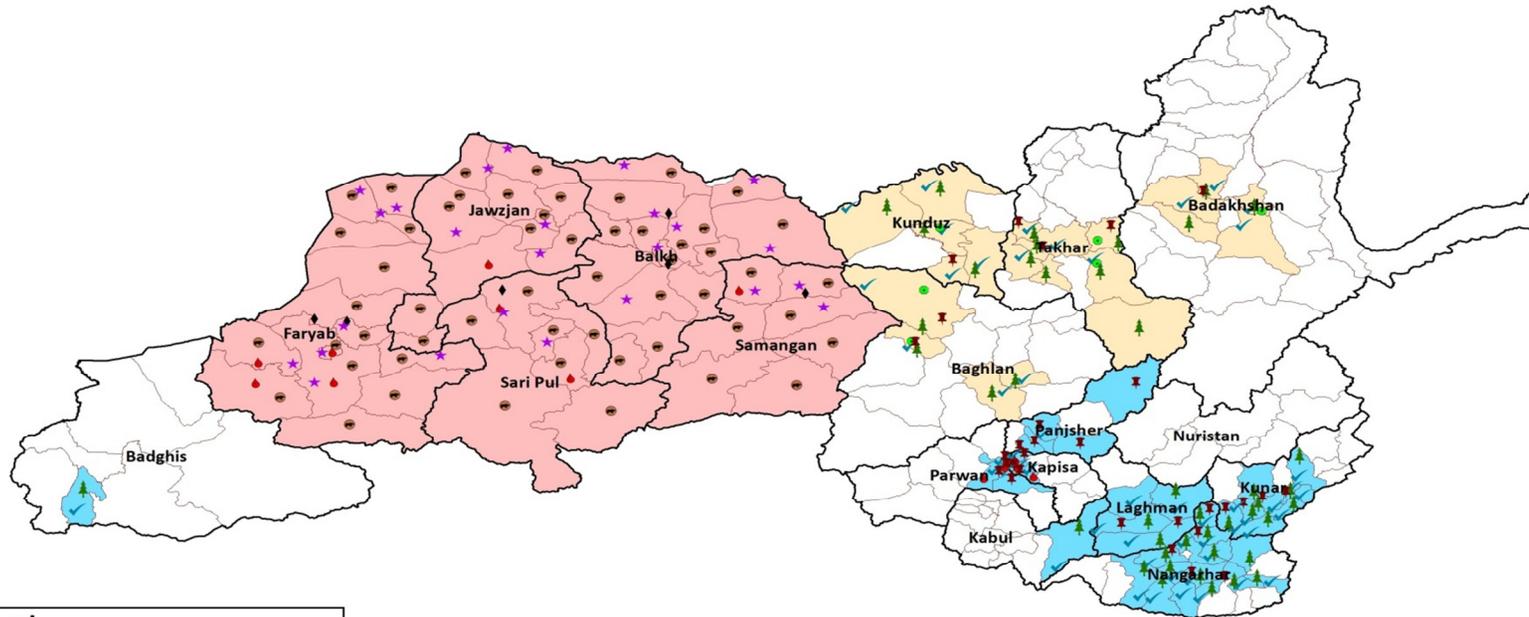
IDEA-NEW worked with RSI Consulting to develop a new Structured Query Language database that allows all three implementing partners to use a single system to manage their data.<sup>82</sup> Information stored in Access and Excel was manually transferred in January and February 2013 and staff from each region received training in how to use the new, integrated database. In late-February, the program held a five-day study tour in Jalalabad for its Northeastern-based M&E officers. The staff shared and discussed M&E methodologies and tools employed at their respective organizations; exchanged lessons learned and received follow-on training on various topics, such as environmental monitoring plans, and visited several activities near Jalalabad.

Throughout the fourth quarter, M&E specialists in all three regions worked with technical teams to double check global positioning system (GPS) polygon data for all value chain, gender, agribusiness and infrastructure activities. Data quality assessments began in September 2013 for and will be completed for all three implementing partners early in the coming quarter. Each M&E team also worked closely with RSI Consulting to preparing for the 2013 annual survey and program end-line survey, both of which will begin in the coming quarter.

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<sup>82</sup> This was done per the recommendations of the Office of the Inspector General's in its June 2012 audit report.

# ANNEX I: MAP OF IDEA-NEW VALUE CHAINS AS OF SEPTEMBER 30, 2013



# **ANNEX II: PERFORMANCE INDICATOR TABLE**

Please see the attached Excel document.

# **ANNEX III: INDICATOR/TARGET VARIANCE EXPLANATION**

Please see the attached Excel document

# **ANNEX IV: PRODUCTION AND BUSINESS SALES**

IDEA-NEW tracks sales of the farms and businesses it supports on a quarterly basis. These are usually reported at a delay, particularly for agriculture sales, in order to allow sufficient time to collect information after harvesting is completed. IDEA-NEW will submit Annex IV to USAID in January 2014.

Annex II - Performance Indicator Table, FY2013

IDEA-NEW														DA/IDEA-NEW														ACDI/VOCA/IDEA-NEW														MC/IDEA-NEW																					
No.	PERFORMANCE INDICATORS	Added this period	IDEA-NEW Total to Date	IDEA-NEW LOP Target (New targets submitted by July 2013 to USAID)	IDEA-NEW Targets By Fiscal Year										By Gender		DA Achievements By Province														ACDI Achievements By Province														MC Achievements By Province														By Gender				
					FT09	FT10	FT11	FT12	FT13	FT10	FT11	FT12	FT13	FT10	FT11	FT12	FT13	Male	Female	DA Achievements By Province														ACDI Achievements By Province														MC Achievements By Province														Male	Female
					FT09	FT10	FT11	FT12	FT13	FT10	FT11	FT12	FT13	FT10	FT11	FT12	FT13	Male	Female	Ben	Par	Jaw	Samp	Car	Sur	Male	Female	Ben	Par	Jaw	Samp	Car	Sur	Male	Female	Ben	Par	Jaw	Samp	Car	Sur	Male	Female																				
1	Number of households benefited by alternative development or alternative livelihood activities in USG assisted areas	240,641	1,070,681	965,000	20,866	116,272	434,754	265,360	45,250	22,233	215,353	197,902	108,398	118,447	39,258	39,258	This is an aggregate indicator. It adds the following provinces together: 0, 1, 13, 14, 15, 16																																										39,258	39,258			
2	USG value of total volume of fish and aquaculture farm products*	28,146,853	21,821,899	40,000,000	-	15%	4,179,464	13,000,000	13,500,000	-	9,370,070	5,504,541	7,047,293	5,365,744	30,874,981	33,693,639	Final rates of businesses are taken from business sales reports. Final sales of agricultural commodities are taken from annual sample surveys. Underreporting and underreporting possible.																																										30,874,981	33,693,639			
3	Volume of production of fish farm products (MPT)	28,000	60,276	74,854	NA	NA	NA	15,698	15,698	-	28,024	15,433	16,821	-	-	-	Production of fish farm products are taken from annual sample surveys. Underreporting and reporting possible.																																										-	-			
4	Average annual household income from fish economic activities in IDEA-NEW subsectors	4,804	TBD	NA	NA	TBD	2883	2951	-	-	-	-	0	-	-	-	2012 fiscal year ends from 2010. FY12 will be first reporting for this indicator. It is based on sample survey. Household income cannot necessarily be attributed to IDEA-NEW, as this indicator may or may not be included.																																										-	-			
5	Number of full-time equivalent (FTE) created by USG sponsored alternative development or alternative livelihood activities/enterprises/associations/BA	4,756	47,685	53,000	7,237	29,234	32,995	11,975	4,675	614	23,601	11,201	8,177	817	1,866	3,961	Form FTEs are based on estimates related to business journal. Agriculture FTEs only on reports by businesses.																																										1,866	3,961			
6	# of hectares of alternative crop/enterprises/cultivation targeted by USG projects	5,800	14,027	12,500	3,257	16,032	13,712	2,800	1,200	154	5,399	2,734	1,547	187	-	-	Form FTEs are based on estimates related to business journal. Agriculture FTEs only on reports by businesses.																																										-	-			
7	# of km of irrigation infrastructure constructed or repaired	36	179	160	-	200	40	20	10	-	65	23	9	40	-	-	Production of fish farm products are taken from annual sample surveys. Underreporting and reporting possible.																																										-	-			
8	# of participants who have received ODA/NEW supported agricultural productivity training	105,470	490,797	485,000	10,902	65,670	115,806	117,000	23,500	20,400	97,112	81,093	29,721	28,876	440,411	638,409	Possible double counting for farmers participating more than once as outlined in PMP																																										440,411	638,409			
9	# of livestock under increased technology and improved management	3,264,224	6,638,935	9,001,244	7,200,000	73,200	62,500	1,031,706	3,300,000	542,500	1,709	154,000	10,100	102,176	14,200	6,800	Livestock disaggregation available																																										14,200	6,800			
10	# of farmers using ODA-NEW supported agricultural inputs in targeted areas	72,493	255,653	268,000	15,623	63,650	156,812	83,000	32,000	1,537	61,072	29,448	13,577	15,306	228,246	7,747	Farmers receiving inputs often receive training; possible double counting.																																										15,306	7,747			
11	# of hectares under improved irrigation in ODA-NEW assisted areas	36,326	38,202	37,000	900	4,852	10,042	25,600	968	-	3,146	6,880	25,117	2,213	36,327	2,200	Farmers receiving inputs often receive training; possible double counting.																																										2,200	2,200			
12	Number of farmers planting high value crops	4,577	12,452	10,200	NA	NA	4,157	6,680	2,000	-	2,002	4,310	5,338	9,886	12,452	-	According to USAID Office of Agriculture's PMP, high value crops refer to perennial crops only.																																										9,886	12,452			
13	# of participants who have received business skills training	8,007	12,288	10,800	38	484	5,063	3,200	1,400	493	1,702	1,389	1,019	2,961	2,961	8,007	Possible double counting may occur for participants who receive other types of training.																																										8,007	8,007			
14	# of government line staff participating in ODA-NEW training activities	363	1,008	1,500	8	181	1,107	300	60	31	752	243	207	584	1,416	71	As reported by subsectors, therefore response rate is likely.																																										1,416	71			
15	# of households directly benefiting from infrastructure projects including roads, market centers, cold chain and storage facilities/enterprises	39,344	297,509	235,000	680	44,250	127,098	62,000	3,550	750	52,777	43,719	58,564	65,310	207,524	207,524																																											207,524	207,524			
16	USG value of agricultural exports as a result of ODA-NEW	364,243	6,074,054	3,400,000	380,000	2,040,000	1,324,000	380,000	350,000	1,261,477	1,378,125	22,883	382,340	4,711,621	3,654,424	3,654,424																																											3,654,424	3,654,424			
17	Number of agriculture-related organizations participating in ODA-NEW supported value chains	3,803	8,848	7,200	22	141	1,544	2,645	1,000	6	1,179	143	2,353	840	1,438	5,700																																											1,438	5,700			
18	Number of organizations / associations created as a result of ODA-NEW (post-2009)	36	23	75	NA	NA	117	18	7	-	-	13	4	4	37	74																																											37	74			
19	Number of rural infrastructure projects implemented through cash-for-work programs	63	283	260	NA	NA	82	85	30	1	57	41	60	28	212	283																																											212	283			
20	# of km of irrigation system constructed or repaired by ODA-NEW	32	79	70	-	188	101	20	-	-	38	10	23	8	72	79																																											72	79			
21	USG value of wages paid through cash-for-work infrastructure activities	1,089,074	7,798,685	7,750,000	-	-	4,650,000	3,142,300	1,100,000	190,000	-	3,634,382	2,608,610	1,076,508	227,796	7,469,220																																											7,469,220	7,469,220			
22	# of FTE created through cash-for-work infrastructure activities	580	801	5,000	1,105	2,323	750	160	-	2,480	1,627	685	138	138	4,207	90	Full-time equivalents (FTEs) are calculated at 200-hour days per FTE																																										4,207	90			
23	Proportion of females who report increased self-efficacy as the consequence of USG supported training/programming	NA	97.02%	1150/1101	79%	Added in Nov 2012	79%	-	-	-	-	1,150	1,150																																											1,150	1,150						

Rounded
Omitted
Bi-monthly (once every 2 years)



		Total number of training/program participants <i>during this reporting period</i> (including improved and unimproved)	5	1	2	-	28	12	44	-	-	-
		Total to date cumulative number of training/program participants <i>since start of the indicator</i> (including improved and unimproved)	5	1	2	0	28	12	44	-	-	-

Legend
Monthly
Quarterly
Annually
Bi-annually (once every 2 years)

# ACDI/VOCA / IDEA-NEW

Reporting Period: 1 October 2012 - 30 September 2013

Sr. No	PERFORMANCE INDICATORS	Added this period	ACDI/VOCA Total to Date	ACDI/VOCA (Now)	IDEA-NEW New LOP Targets (2012)	ACDI/VOCA Targets By Fiscal Year					ACDI/VOCA Achievements By Fiscal Year					ACDI/VOCA Achievements By Province					By Gender			
						FY'09	FY'10	FY'11	FY'12	FY'13	FY'09	FY'10	FY'11	FY'12	FY'13	Balkh	Faryab	Jawzjan	Samangan	SariPul	Male	Female		
1	Number of households benefited by alternative development or alternative livelihood activities in USG-assisted areas	Previous Period	136,643	448,328	400,000	995,000	3,947	15,788	150,000	100,000	-	85,542	55,056	149,109	136,643	21,978	132,119	139,546	63,007	50,579	41,099			
		Current Period	21,978														5,716	7,295	2,715	4,715	1,537			
		Total of Two periods	158,621														137,835	146,841	65,722	55,294	42,636			
2	USD Value of final sales of licit farm and non-farm products*	Previous Period	6,787,433	8,707,261	5,000,000	40,000,000	-	15%	2,000,000	2,500,000	500,000	-	-	273,324	6,787,433	1,646,505	3,125,951	1,472,781	796,534	1,044,354	621,957			
		Current Period	1,646,505														650,363	398,414	132,716	391,360	73,652			
		Total of Two periods	8,433,938														3,775,514	1,871,195	929,230	1,435,714	695,609			
3	Volume of production of licit farm products (MT)	Previous Period	3,996	3,996	NA	74,854	NA	NA	NA	NA	NA	-	-	-	3,996	-	-	-	-	-	-			
		Current Period	-														-	-	-	-	-			
		Total of Two periods	3,996														-	-	-	-	-			
4	Average annual household income from licit economic activities in IDEA-NEW communities	Previous Period	2,625	25%	TBD	-	-	NA	NA	2823	2951	-	-	-	-	-	2,520	2,940	2,156	2,125	3,386			
		Current Period	-														-	-	-	-	-			
		Total of Two periods	2,625														-	-	-	-	-			
5	Number of full-time equivalent (FTE) jobs created by USG sponsored alternative development or alternative livelihood activities (farm jobs = indicator 3.8) (agribusiness jobs = indicator 4.1)	Previous Period	927	3,225	3,750	53,000	90	380	1,500	1,500	150	-	558	1,130	927	610	981	626	390	322	296	1,449	1,166	
		Current Period	610														132	264	106	56	51	391	219	
		Total of Two periods	1,537														1,113	890	496	378	348	1,840	1,385	
6	# of hectares of alternative crops under cultivation targeted by USG programs	Previous Period	93	4,006	19,000	12,500	1,250	5,280	7,000	8,000	4,000	-	-	81	110	93	3,722	150	81	21	19	13		
		Current Period	3,722															1,746	303	1,568	53	51		
		Total of Two periods	3,815															1,896	384	1,590	72	64		
7	# of KM of transportation infrastructure constructed or repaired	Previous Period	-	53	52	160	-	60	-	-	-	-	-	-	53	-	1	52	-	-	-			
		Current Period	-														-	-	-	-	-			
		Total of Two periods	-														1	52	-	-	-			
8	# of participants who have received IDEA NEW-supported agricultural productivity training	Previous Period	75,749	233,495	225,000	485,000	2,500	5,000	50,000	50,000	-	85,542	34,591	36,737	75,749	10,876	67,288	48,586	45,344	34,590	26,811	220,259	2,360	
		Current Period	10,876														2,801	4,193	1,107	2,291	484			
		Total of Two periods	86,625														70,089	52,779	46,451	36,881	27,295			
9	# of livestock under increased technology and improved management	Previous Period	3,161,083	8,717,855	2,800,000	7,200,000	4,500	19,000	1,000,000	1,000,000	500,000	-	400,310	2,796,077	3,161,083	2,360,385	1,631,643	2,430,909	630,492	1,165,844	498,582			
		Current Period	2,360,385														714,402	914,942	261,282	468,936	823			
		Total of Two periods	5,521,468														2,346,045	3,345,851	891,774	1,634,780	499,405			
10	# of farmers using IDEA-NEW-supported agricultural inputs in targeted areas	Previous Period	58,922	134,095	250,000	266,000	-	6,000	100,000	100,000	25,000	-	12,682	54,492	58,922	7,999	47,181	37,307	13,938	15,351	12,319	122,524	3,572	
		Current Period	7,999														2,018	1,442	1,402	2,254	883			
		Total of Two periods	66,921														49,199	38,749	15,340	17,605	13,202			
11	# of hectares under improved irrigation in IDEA NEW assisted areas	Previous Period	18	1,146	2,700	37,000	-	1,002	1,700	-	-	-	1,044	32	18	51	1,084	1	2	2	5			
		Current Period	51														36	9	-	-	7			
		Total of Two periods	69														1,120	10	2	2	12			
12	Number of farmers planting high-value crops	Previous Period	267	742	200	10,200	-	150	50	-	-	-	-	202	267	273	111	287	3	40	39	469	-	
		Current Period	273														13	194	19	10	27			
		Total of Two periods	540														134	491	21	50	46			
13	# of participants who have received business skills training	Previous Period	1,189	4,722	3,000	10,800	6	24	1,500	1,000	-	-	828	1,862	1,189	843	1,137	683	785	583	691	780	3,099	
		Current Period	843														287	138	159	134	125			
		Total of Two periods	2,032														1,424	821	944	717	816			
14	# of government line staff participating in IDEA-NEW training activities	Previous Period	136	355	250	1,500	8	16	50	100	25	-	60	58	136	101	80	88	42	15	29	252	2	
		Current Period	101														37	18	18	20	8			
		Total of Two periods	237														117	106	60	35	37			
15	# of households directly benefiting from infrastructure projects including roads, market centers, cold chain and storage facilities projects	Previous Period	380	74,919	100,000	235,000	-	750	50,000	50,000	-	-	16,895	55,758	380	1,886	16,322	52,585	2,896	-	1,230			
		Current Period	1,886														550	1,310	10	6	10			
		Total of Two periods	2,266														16,872	53,895	2,906	6	1,240			
16	USD value of agricultural exports as a result of IDEA NEW	Previous Period	-	-	-	3,400,000	60,000	240,000	-	-	-	-	-	-	-	-	-	-	-	-	-			
		Current Period	-														-	-	-	-	-			
		Total of Two periods	-														-	-	-	-	-			
17	Number of agriculture-related microenterprises participating in IDEA-NEW-supported value chains	Previous Period	1,500	4,323	2,750	7,200	3	12	1,000	1,000	250	-	578	1,745	1,500	500	975	679	834	637	698	260	3,563	
		Current Period	500														100	100	100	100	-			
		Total of Two periods	2,000														1,075	779	934	737	798			
18	Number of organizations / associations assisted as a result of IDEA-NEW (incl. women's)	Previous Period	32	53	5	75	-	-	-	-	-	-	-	-	-	-	15	8	10	9	8			
		Current Period	3														1	2	-	-	-			
		Total of Two periods	35														16	10	10	9	8			
19	Number of rural infrastructure projects completed through cash-for-work programs	Previous Period	3	104	25	260	-	20	5	-	-	-	-	16	23	3	62	7	20	4	4	7	-	-
		Current Period	62															22	14	10	6	10		
		Total of Two periods	65															29	34	14	10	17		
20	# of KM of irrigation system constructed or repaired by IDEA-NEW	Previous Period	-	2	3	70	-	22	4	-	-	-	-	1	0	-	2	-	-	-	-			
		Current Period	-														-	-	-	-	-			
		Total of Two periods	-														2	-	-	-	-			
21	USD value of wages paid through cash-for-work infrastructure activities	Previous Period	5,570	253,422	475,000	7,750,000	-	1,100,000	200,000	75,000	-	-	190,007	43,885	5,570	13,960	131,000	91,972	2,650	6,050	7,790	239,463	-	
		Current Period	13,960														4,124	9,836	-	-	-			
		Total of Two periods	19,530														135,124	101,808	2,650	6,050	7,790			
22	# of FTE created through cash-for-work infrastructure activities	Previous Period	4	151	177	5,000	-	940	131	46	-	-	-	113	27	4	6	82	51	2	1	9	144	-
		Current Period	6															2	4	-	-	-		
		Total of Two periods	10															84	56	2	1	9		
23	Proportion of females who report increased self-efficacy at the conclusion of USG supported training/programming	Previous Period	N/A	1099/1099	-	75%	Added in Nov 2012	75%	-	-	-	-	-	-	456	182	177	179	105	-	-			
		Current Period	100%															100.00%	100.00%	100.00%	100.00%	-		
		Total of Two periods	100%															456	182	177	179	105		
Total number of training/program participants during this reporting period (including improved and unimproved)																456	182	177	179	105				
Total to date cumulative number of training/program participants Since start of the indicator (including improved and unimproved)																456	182	177	179	105				

Legend	
	Monthly
	Quarterly
	Annually
	Bi-annually (once every 2 years)

# MC/ IDEA-NEW

Reporting Period: 1 October 2012 - 30 September 2013

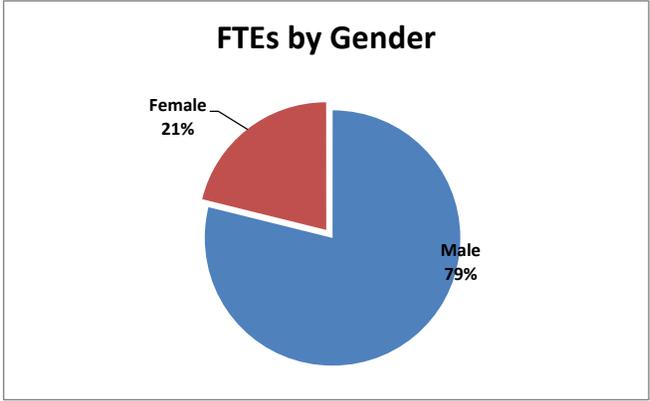
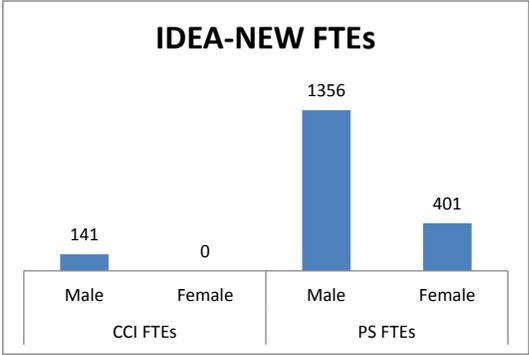
Sr. No	PERFORMANCE INDICATORS	Added this period		MC Total to Date	IDEA-NEW New LOP Targets (2012)	MC Targets By Fiscal Year					MC Achievements By Fiscal Year					MC Achievements By Province					By Gender	
		Previous Period	Current Period			FY'09	FY'10	FY'11	FY'12	FY'13	FY'09	FY'10	FY'11	FY'12	FY'13	Bdk-shan	Baghlan	Kunduz	Parwan	Takhar	Male	Female
1	Number of households benefited by alternative development or alternative livelihood activities in USG-assisted areas	Previous Period	19,370	280,683	995,000	500	23,000	119,896	79,931	28,964	8,137	81,640	78,405	19,370	93,131	49,923	50,516	11,248	-	76,903		
		Current Period	92,093													25,027	31,958	16,667	246	18,195		
		<b>Total of Two periods</b>	<b>111,463</b>													<b>74,950</b>	<b>82,474</b>	<b>27,915</b>	<b>246</b>	<b>95,098</b>		
2	USD Value of final sales of licit farm and non-farm products*	Previous Period	2,311,032	5,156,398	40,000,000	-	25%	2,179,464	1,452,976	363,244	-	4,376,096	780,302	(0)	-	942,090	726,648	741,098	-	681,499		
		Current Period	-													-	-	-	-			
		<b>Total of Two periods</b>	<b>2,311,032</b>													<b>942,090</b>	<b>726,648</b>	<b>741,098</b>	<b>-</b>	<b>681,499</b>		
3	Volume of production of licit farm products (MT)	Previous Period	17,287	30,570	74,854	NA	NA	2,724,330	1,816,220	454,055	-	17,287	3,204	10,079	-	-	-	-	-	-		
		Current Period	-													-	-	-	-			
		<b>Total of Two periods</b>	<b>17,287</b>													<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>		
4	Average annual household income from licit economic activities in IDEA-NEW communities	Previous Period	2,663	TBD	NA	NA	NA	2823	2951	-	-	-	-	-	-	3,259	4,144	3,033	-	2,879		
		Current Period	-													-	-	-	-			
		<b>Total of Two periods</b>	<b>2,663</b>													<b>3,259</b>	<b>4,144</b>	<b>3,033</b>	<b>-</b>	<b>2,879</b>		
5	Number of full-time equivalent (FTE) jobs created by USG sponsored alternative development or alternative livelihood activities (farm jobs = indicator 3.8) (agribusiness jobs = indicator 4.1)	Previous Period	2,216	4,511	53,000	480	4,020	11,495	7,663	1,916	-	1,313	392	2,216	591	1,270	948	272	-	1,431	2,880	1,040
		Current Period	591													-	5	60	-	525	591	-
		<b>Total of Two periods</b>	<b>2,807</b>													<b>1,270</b>	<b>953</b>	<b>332</b>	<b>-</b>	<b>1,956</b>	<b>3,471</b>	<b>1,040</b>
6	# of hectares of alternative crops under cultivation targeted by USG programs	Previous Period	100	419	12,500	350	1,590	2,501	1,667	424	-	73	98	100	148	36	71	-	-	164	-	-
		Current Period	148													-	1	15	-	131		
		<b>Total of Two periods</b>	<b>248</b>													<b>36</b>	<b>72</b>	<b>15</b>	<b>-</b>	<b>295</b>		
7	# of KM of transportation infrastructure constructed or repaired	Previous Period	9	102	160	-	120	28	19	8	0	31	23	9	39	18	30	6	-	13	-	-
		Current Period	35													4	-	-	30			
		<b>Total of Two periods</b>	<b>44</b>													<b>18</b>	<b>35</b>	<b>6</b>	<b>-</b>	<b>43</b>		
8	# of participants who have received IDEA NEW-supported agricultural productivity training	Previous Period	11,337	119,593	485,000	202	10,250	17,365	11,576	6,133	9,144	23,246	52,799	11,337	23,067	25,809	14,250	5,418	-	51,049	93,715	2,811
		Current Period	23,067													2,622	4,520	4,308	236	11,381	19,840	3,227
		<b>Total of Two periods</b>	<b>34,404</b>													<b>28,431</b>	<b>18,770</b>	<b>9,726</b>	<b>236</b>	<b>62,430</b>	<b>113,555</b>	<b>6,038</b>
9	# of livestock under increased technology and improved management	Previous Period	1,089	118,887	7,200,000	66,200	10,200	27,706	18,470	12,689	1,709	104,602	4,800	1,089	6,687	59,374	38,226	-	-	14,600	-	-
		Current Period	6,687													-	4,967	1,720	-	-		
		<b>Total of Two periods</b>	<b>7,776</b>													<b>59,374</b>	<b>43,193</b>	<b>1,720</b>	<b>-</b>	<b>14,600</b>		
10	# of farmers using IDEA-NEW-supported agricultural inputs in targeted areas	Previous Period	2,662	41,872	266,000	60	8,650	31,612	21,074	6,693	-	14,207	10,116	2,662	14,887	13,423	6,998	2,340	-	5,262	24,472	3,551
		Current Period	13,849													2,575	2,967	2,261	-	6,046	12,810	1,039
		<b>Total of Two periods</b>	<b>16,511</b>													<b>15,998</b>	<b>9,965</b>	<b>4,601</b>	<b>-</b>	<b>11,308</b>	<b>37,282</b>	<b>4,590</b>
11	# of hectares under improved irrigation in IDEA NEW assisted areas	Previous Period	11,166	16,010	37,000	480	1,090	7,592	5,061	1,516	-	2,285	2,512	11,165	48	224	12,260	300	-	3,178	-	-
		Current Period	48													-	48	-	-			
		<b>Total of Two periods</b>	<b>11,214</b>													<b>224</b>	<b>12,308</b>	<b>300</b>	<b>-</b>	<b>3,178</b>		
12	Number of farmers planting high-value crops	Previous Period	1,424	8,822	10,200	NA	NA	3,507	2,338	585	-	-	2,002	1,424	5,396	734	878	867	-	947	3,426	-
		Current Period	5,396													2,620	1,381	1,395	-	-	5,396	
		<b>Total of Two periods</b>	<b>6,820</b>													<b>3,354</b>	<b>2,259</b>	<b>2,262</b>	<b>-</b>	<b>947</b>	<b>8,822</b>	<b>-</b>
13	# of participants who have received business skills training	Previous Period	3	2,698	10,800	-	200	2,865	1,910	568	-	907	529	3	1,259	52	1,177	76	-	134	565	874
		Current Period	1,259													181	183	190	10	695	1,104	155
		<b>Total of Two periods</b>	<b>1,262</b>													<b>233</b>	<b>1,360</b>	<b>266</b>	<b>10</b>	<b>829</b>	<b>1,669</b>	<b>1,029</b>
14	# of government line staff participating in IDEA-NEW training activities	Previous Period	30	738	1,500	-	30	457	304	107	31	277	243	30	157	315	200	17	-	49	560	21
		Current Period	157													17	11	56	-	73	152	5
		<b>Total of Two periods</b>	<b>187</b>													<b>332</b>	<b>211</b>	<b>73</b>	<b>-</b>	<b>122</b>	<b>712</b>	<b>26</b>
15	# of households directly benefiting from infrastructure projects including roads, market centers, cold chain and storage facilities projects	Previous Period	3,914	106,960	235,000	300	23,000	67,598	45,066	15,463	-	41,965	12,716	3,914	48,365	9,590	27,013	2,530	-	19,462	-	-
		Current Period	48,365													17,012	22,896	8,457	-	-		
		<b>Total of Two periods</b>	<b>52,279</b>													<b>26,602</b>	<b>49,909</b>	<b>10,987</b>	<b>-</b>	<b>19,462</b>		





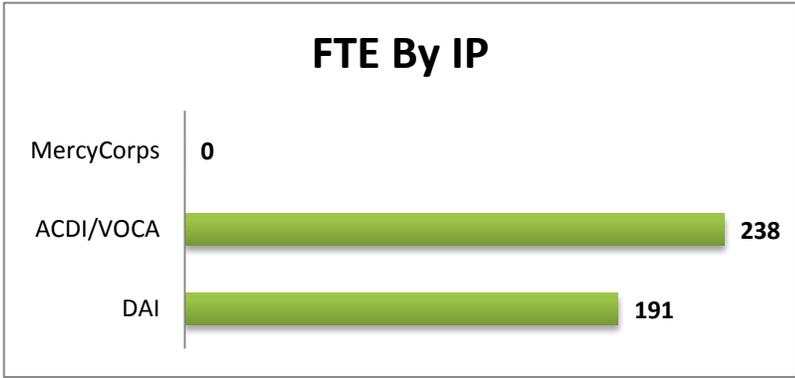
IDEA-NEW FTEs		
CCI FTEs	Male	141
	Female	0
PS FTEs	Male	1356
	Female	401

	Male	Female
FTEs	1496	401



FTEs By IP	
DAI	191
ACDI/VOCA	238
MercyCorps	0

428



## Indicator variance explanation

#	Performance Indicator	IDEA-NEW Target (FY'13)	Achievement (FY'13)	Variance Explanation
1	Number of households benefited by alternative development or alternative livelihood activities in USG-assisted areas	45,250	140,400	This indicator is an aggregate six other indicators (#s 9,11,13,14,15,16), all of which IDEA-NEW exceeded in FY2013.
2	USD Value of final sales of licit farm and non-farm products*	13,500,000	-	The FY2013 figure for this indicator will be reported after the annual survey data (business and agriculture sales) is received and analyzed.
3	Volume of production of licit farm products (MT)	15,698	-	The FY2013 figure for this indicator will be reported after the annual survey is received and analyzed.
4	Average annual household income from licit economic activities in IDEA-NEW communities	2951	-	IDEA-NEW's first reporting for this indicator was FY12. This is based on sample survey.
5	Number of full-time equivalent (FTE) jobs created by USG sponsored alternative development or alternative livelihood activities (farm jobs = indicator 3.8) (agribusiness jobs = indicator 4.1)	4,675	1,130	This is a bi-dimensional indicator (supports 2 different Intermediate Results). IDEA-NEW already had significant achievements in terms of agribusiness FTEs but did not meet the farm jobs goal (because of the change in focus away from production and to processing/marketing) thus the final figure is low.
6	# of hectares of alternative crops under cultivation targeted by USG programs	1,200	3,920	200 2WT (they are used to prepare land for cultivation) have been sold during the last 2 years (majority in 2013) but the data was pending/unreported. IDEA-NEW verified the collected data and reported it during 2013.
7	# of KM of transportation infrastructure constructed or repaired	10	40	Data for Northeastern infrastructure projects implemented during 2010 and 2011 was not reported because of security constraints that prevented program staff from verifying the data. IDEA-NEW reported the data in 2013 once its staff were able to travel to these areas.
8	# of participants who have received IDEA NEW-supported agricultural productivity training	23,500	39,754	This is due to IDEA-NEW's reorganization in the East that created a separate department that focused purely on delivering capacity building trainings to beneficiaries, GIRA and university students.
9	# of livestock under increased technology and improved management	542,500	2,372,957	Two points are important here: First, the target was under estimated. Second, this data is based on the services provided by IDEA-NEW-trained/placed paravets operating at 109 VFUs operating in IDEA-NEW's Northern provinces.
10	# of farmers using IDEA-NEW-supported agricultural inputs in targeted areas	22,000	23,305	Mercy Corps had enough money in their budget in FY2013 to expand their activities in this area.

#	Performance Indicator	IDEA-NEW Target (FY'13)	Achievement (FY'13)	Variance Explanation
11	# of hectares under improved irrigation in IDEA NEW assisted areas	565	2,264	The target was reduced due to IDEA-NEW halting its infrastructure activities (based on USAID's instruction); however, per repeated urgent requests from GIROA and the NVDA, IDEA-NEW did improve some irrigation systems in FY2013. In addition, data for some Eastern infrastructure projects implemented during 2012 was not reported because of security constraints that prevented program staff from verifying the data. IDEA-NEW reported the data in 2013 once its staff were able to travel to these areas.
12	Number of farmers planting high-value crops	2,000	5,671	Mercy Corps had enough money in their budget in FY2013 to expand their activities in this area.
13	# of participants who have received business skills training	1,400	3,807	This is due to IDEA-NEW's reorganization in the East that created a separate department that focused purely on delivering capacity building trainings to beneficiaries, GIROA and university students in the Eastern region.
14	# of government line staff participating in IDEA-NEW training activities	60	667	This is due to IDEA-NEW's reorganization in the East that created a separate department that focused purely on delivering capacity building trainings GIROA staff throughout the Eastern region.
15	# of households directly benefiting from infrastructure projects including roads, market centers, cold chain and storage facilities projects	3,550	67,196	Data for Northeastern infrastructure projects implemented during 2010 and 2011 was not reported because of security constraints that prevented program staff from verifying the data. IDEA-NEW reported the data in 2013 once its staff were able to travel to these areas.
16	USD value of agricultural exports as a result of IDEA NEW	350,000	2,972,344	This is due to IDEA-NEW's shift in focus from purely production to marketing, which led to the number of exports to Pakistan increasing (mostly onions in the East. Plus, the FY13 target was also underestimated.
17	Number of agriculture-related microenterprises participating in IDEA-NEW-supported value chains	1,000	1,343	When DAI cross checked the data available at its and IPs' offices, they found that data for this indicator in the NE was underreported so it was reported during 2013.

#	Performance Indicator	IDEA-NEW Target (FY'13)	Achievement (FY'13)	Variance Explanation
18	Number of organizations / associations assisted as a result of IDEA-NEW (incl. women's)	7	7	N/A
19	Number of rural infrastructure projects completed through cash-for-work programs	30	88	This is due to ACDI/VOCA implementing many of very small scale infrastructure projects ("Ag retailers shop upgrading") throughout the North.
20	# of KM of irrigation system constructed or repaired by IDEA-NEW	-	6	The target was set at 0 because IDEA-NEW stopped doing infrastructure; however, per repeated and urgent requests by GIROA and the NVDA, IDEA-NEW repaired some irrigation systems in FY2013.
21	USD value of wages paid through cash-for-work infrastructure activities	190,000	241,726	N/A
22	# of FTE created through cash-for-work infrastructure activities	160	142	N/A
23	Proportion of females who report increased self-efficacy at the conclusion of USG supported training/programming	75%	97%	This indicator was added in Nov 2012. Pre/Post tests and beneficiary feedback show that IDEA-NEW's trainings are easy to understand and helpful.

## Variance by Implementing Partner

S/No	Performance Indicator	IDEA-NEW Achievements (FY'13)			Grand Total (All 3 IPs)	Additional Explanation
		DAI (FY'13)	ACDI/VOCA (FY'13)	MC(FY'13)		
1	Number of households benefited by alternative development or alternative livelihood activities in USG-assisted areas	25291	21978	93131	140400	
2	USD Value of final sales of licit farm and non-farm products*	0	0	0	0	
3	Volume of production of licit farm products (MT)	0	0	0	0	
4	Average annual household income from licit economic activities in IDEA-NEW communities	0	0	0	0	
5	Number of full-time equivalent (FTE) jobs created by USG sponsored alternative development or alternative livelihood activities (farm jobs = indicator 3.8) (agribusiness jobs = indicator 4.1)	225.488	609.68	295.1216	1130.2896	
6	# of hectares of alternative crops under cultivation targeted by USG programs	50.122	3721.96	147.6837	3919.7657	200 2WT have been sold during last 2 years but the data was pending/unreported. IDEA-NEW collected that data during 2013
7	# of KM of transportation infrastructure constructed or repaired	0.65	0	39.233	39.883	Staff could not verify data for projects implemented during 2010, 2011 so it was not reported then. IDEA-NEW reported it during 2013.
8	# of participants who have received IDEA NEW-supported agricultural productivity training	5811	10876	23067	39754	
9	# of livestock under increased technology and improved management	7605	2360385	4967	2372957	The target was underestimated. IDEA-NEW has 109 livestock management centers VFU
10	# of farmers using IDEA-NEW-supported agricultural inputs in targeted areas	419	7999	14887	23305	MC had enough money in their budget to expand their activities
11	# of hectares under improved irrigation in IDEA NEW assisted areas	2164.87	51.2	48.4	2264.47	
12	Number of farmers planting high-value crops	2	273	5396	5671	MC had enough money in their budget to expand their activities
13	# of participants who have received business skills training	1705	843	1259	3807	

S/No	Performance Indicator	IDEA-NEW Achievements (FY'13)			Grand Total (All 3 IPs)	Additional Explanation
		DAI (FY'13)	ACDI/VOCA (FY'13)	MC(FY'13)		
14	# of government line staff participating in IDEA-NEW training activities	409	101	157	667	
15	# of households directly benefiting from infrastructure projects including roads, market centers, cold chain and storage facilities projects	16945	1886	48365	67196	Staff could not verify data for projects implemented during 2010, 2011 so it was not reported then. IDEA-NEW reported it during 2013.
16	USD value of agricultural exports as a result of IDEA NEW	2904827.14	0	67517	2972344.14	
17	Number of agriculture-related microenterprises participating in IDEA-NEW-supported value chains	841	500	2	1343	
18	Number of organizations / associations assisted as a result of IDEA-NEW (incl. women's)	4	3	0	7	
19	Number of rural infrastructure projects completed through cash-for-work programs	26	62	0	88	Very small scale infrastructure (Ag retailer Shop upgrading)
20	# of KM of irrigation system constructed or repaired by IDEA-NEW	6.195	0	0	6.195	
21	USD value of wages paid through cash-for-work infrastructure activities	183290.8573	13960	44475.574	241726.4309	
22	# of FTE created through cash-for-work infrastructure activities	109.9615385	6.752957692	24.826923	141.5414192	
23	Proportion of females who report increased self-efficacy at the conclusion of USG supported training/programming	92/60 (65%)	1099/1099 (100%)	0	0	