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# KNOWLEDGE-BASED INTEGRATED SUSTAINABLE AGRICULTURE AND NUTRITION (KISAN) PROJECT

QUARTERLY REPORT JANUARY – MARCH 2015  
CONTRACT NUMBER AID-367-C-13-00004



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# KISAN PROJECT

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## DISCLAIMER

The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

## INTRODUCTION

The United States Agency for International Development in Nepal (USAID/Nepal) contracted Winrock International to implement the Knowledge-based Integrated Sustainable Agriculture and Nutrition (KISAN) Project on February 14, 2013. KISAN is funded by the Feed the Future (FTF) Initiative and targets 20 districts Nepal's West, Mid-West, and Far-West regions that comprise the FTF Zone of Influence.<sup>1</sup> The Project's overall goal is to sustainably reduce poverty and hunger in Nepal by achieving inclusive growth in the agriculture sector and increasing farm family incomes. KISAN is implemented in collaboration with two Nepali organizations as subcontractors: Development Project Service Center (DEPROSC) and Center for Environmental and Agricultural Policy, Research, Extension and Development (CEAPRED).

This Year 3 (Y3), Quarter 3 (Q3) report covers the period between January 1 and March 31, 2015. It describes Project accomplishments and progress against the Workplan and Y3 targets (July 2014 – September 2015). This quarter was a period of taking stock and realignment. The KISAN team worked closely with USAID to align all key project management documents with USAID/Nepal and the Bureau of Food Security's vision for KISAN. This included revising the Contract Scope of Work (SOW), Budget, M&E Plan, and Year 3 Annual Workplan.

KISAN's overarching objective has not changed: increasing smallholder farm incomes. The primary shift is a sharper focus on building capacities within the private sector to deliver quality agriculture inputs and services. KISAN is using a \$1.2 million grant fund to help off-set the costs and risks of private sector partners interested in expanding their offerings and customer base in the FTF target regions. In addition, greater emphasis will be placed on assessing and addressing needs related to access to irrigation and finance.

## QUARTERLY HIGHLIGHTS

KISAN provided training to 50,077 farmers this quarter, through commercial agribusinesses, Marketing Planning Committees, Government of Nepal extension agents, and local service providers, as well as working direct with farmer groups. KISAN is now building the capacity of a total of 82,027 farmers, of which 6137 are new farmers this quarter.

### **Outcome 1: Improve access to quality agricultural inputs for farmers**

- Life of project, KISAN has worked with farmers to produce 588 MT of rice seed and 222 MT of maize seed. With relationships firmly established and farmer expertise honed we expect additional and significant results in seed production in the coming seasons. This quarter, KISAN brought together producer farmers and traders in production pockets for lentil crops and seed. Crop inspections were carried out in four lentil production areas and seed production trainings

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<sup>1</sup> Kapilvastu, Argakhachi, Palpa, Gulmi, Pyuthan, Rukum, Rolpa, Banke, Bardia, Dailekh, Jajarkot, Surkhet, Salyan, Dang, Kailali, Kanchanpur, Baitadi, Accham, Doti, and Dadheldhura.

were conducted for 188 farmers from 19 groups. Although early rains affected lentil yields, a strong level of trust was established between seed and grains purchasers and producer farmers, which is expected to lead to increased volumes of sales and more contracts in the coming lentil and rice seasons.

- 69 new irrigation systems were installed for farmer groups on a cost-share basis this quarter, and 17 others were rehabilitated. To ensure sustainability, 923 farmers were trained in irrigation management and maintenance. A total of 119 irrigation schemes have been installed to date and KISAN is on target to reach 275 total installed irrigation schemes by end September.
- KISAN Microfinance Outreach Officers strengthened 1,123 savings and credit groups with 22,858 members. Life of project, over 3700 savings and credit groups serving over 65,622 members have been established or strengthened.
- An innovative vendor finance product was rolled out with eight agrovets, seed dealers, and machinery vendors. 35 clients received loans under this product during the quarter and 54 have received vendor loans totaling \$34,320 since the product was launched.

### **Outcome 2: Improve capacity of agriculture extension workers, service providers, and farmers**

- This quarter KISAN provided training to 34 value chain enterprises and 72 additional change agents (LSPs) to improve productivity, expand agricultural service delivery, and strengthen market linkages to improve the supply response to market demand. Life of project KISAN has improved the capacity of 196 value chain enterprises and an additional 537 change agents (511 LSPs and 26 government extension workers).
- 5,689 technical trainings for 50,077 farmers were conducted this quarter by agrovets and other agro businesses, local service providers, GON extension agents, lead farmers, and CSISA, IPM-IL, and KISAN staff. 6137 of which are new farmers this quarter.

### **Outcome 3: Increase adoption of improved sustainable agriculture production and post-harvest technologies**

- Through 1,054 demonstrations, nine field days, eight exposures visits, and in specific technical trainings (see box), 43 new technologies and practices were introduced and tested by farmers. Six were conducted in collaboration with CSISA and IPM-IL.
- Local FM radio broadcasts in all 20 KISAN districts expanded outreach of KISAN and Ministry of Agriculture

#### **Building farmer capacity**

Business and agricultural capacity of farmers and service providers was developed in the following topics:

- cost of production
- seed production
- land preparation
- nursery development
- line sowing
- mulching and composting
- seed-specific agri practices
- plant protection
- organic pesticide
- staking
- plastic tunnels
- irrigation techniques
- postharvest storage

Development-sponsored agricultural extension messages and price information. Broadcasting in local language for maximum impact, these messages reinforced key agricultural technical messages.

#### **Outcome 4: Improve market efficiency**

- Project staff linked 200 farmers to cereal processors (lentil and rice) as a consistent market outlet. Coordination is ongoing to establish similar linkages with maize processors and farmers for the maize season.
- KISAN strengthened 17 vegetable collection centers, including seven new MPCs to aggregate vegetables for more remote production pockets, strengthened 10 previously dormant or low-functioning collection centers, - both MPCs and Haat Bazaar – improving bulk sales from nearby farmer groups. KISAN is now working with a total of 110 MPCs, which an estimated 11,000 farmers are using to market their goods.
- To improve value chain communications and strengthen market linkages, KISAN conducted 11 input-output workshops at market collection sites, bringing together farmer groups, input suppliers, traders, and processors to establish business connections and discuss challenges and opportunities and how each actor can improve to increase the flow of goods and services. These workshops have proven to be very effective in increasing linkage along the vegetable supply chain, including the increased sales of inputs by agrovets to farmers and increased sales volume from MPCs to wholesalers.

#### **Outcome 5: Increase capacity of Nepali organizations**

- To strengthen private sector service delivery and maximize market efficiencies, KISAN strengthened the technical and organizational capacity of 140 value chain enterprises this quarter, including 23 agrovets, 39 cooperatives, six Microfinance Institutions, and 72 MPCs. Life of project KISAN has worked with or through 494 value chain enterprises, building the capacity of many through training or planning initiatives to enable them to establish and operate savings and credit services in communities, access wholesale loans, agrovet services, business development planning of MPCs and collection centers, etc.

#### **Grants under Contract**

- KISAN executed four grants with a total value of \$167,519 for agriculture mechanization, agrovet embedded services, mobile-based technology to promote agriculture, and climate smart agriculture practices.

Year 3, Quarter 3 activities (scheduled both in the previous and revised Annual Workplans) and progress is presented in the table below. Activity numbers correspond to the revised Y3 Annual Workplan.

**Table 1. Comparison of activities and progress, indicating Year 3 activities scheduled both in the previous and revised Annual Workplans**

	Activity #	Y3 Milestones/Benchmarks	Y3Q1	Y3Q2	Y3Q3	Total Y3 Progress
<b>Outcome 1: Improved access to increased quality inputs for farmers</b>						
new AWP	Activity A.1.1.1 Increase certified seed production	Seed producers trained, linked to, and producing for commercial seed company. Farmers produce 250 MT	Seed produced =170 MT	Seed produced =753 MT	Seed producers trained=188	Seed produced=923 MT; Seed producers trained=188
new AWP	Activity A.1.1.2 Seed companies with improved marketing and distribution to KISAN VDCs.	300 MT of seed sold through KISAN agrovets, seed companies, and cooperatives	-	Seed sold=372 MT	-	Seed sold=372 MT
new AWP	Activity A.1.2.1 Support farmers in establishing irrigation schemes	275 irrigation schemes established	3	47	69	119
old AWP	Activity A.1.2.3 Facilitate rehabilitation or development of community water systems.	Facilitated rehabilitation or development of 120 community water systems; 120 site-specific training on water system management	-	17	17	34
new AWP	Activity A.1.3.1 Coordinate MFIs with other finance activities in the KISAN districts	MFI outreach plans for KISAN VDCs completed	14 meetings with 88 MFI reps	18 meetings/workshop with 137 MFIs reps	12 meetings/trainings with 116 MFIs reps	44 meetings/workshops/trainings with 341MFI reps
old AWP	Activity A.1.2.4 Facilitate vendor-based loans	1-2 interaction workshops organized in each of the 20 districts; Volume of sales of agro-equipment/machinery	8 farmers received vendor-based loans for total of \$2,455	11 farmers received vendor-based loans for total of \$15,206	35 farmers received vendor-based loans for total of \$16,659	Workshops done; 54 farmers received vendor-based loans for \$34,320
old AWP	Activity A.1.2.6 Explore mobile money opportunities	3 Workshops conducted; at least 3 mobile money business linkages established.	-	-	-	Scheduled for Y3 Q4; under assessment

**Table 1. Comparison of activities and progress, indicating Year 3 activities scheduled both in the previous and revised Annual Workplans**

	<b>Activity #</b>	<b>Y3 Milestones/Benchmarks</b>	<b>Y3Q1</b>	<b>Y3Q2</b>	<b>Y3Q3</b>	<b>Total Y3 Progress</b>
new AWP	Activity A.1.3.3 Strengthen cooperatives and link with KISAN farmers	SACCOs will be assessed, and 80 representatives will be strengthened; exposure visits conducted for 50 SACCO members	42 coops trained	10 coops trained	39 coops trained	91 coops trained
new AWP	Activity A.1.3.4 Train farmers and farmer groups on how to access credit	Farmers groups trained; benchmark and results will be revised as a result of M&E survey.	1351 groups trained	805 groups trained	1123 groups trained	3279 groups trained
<b>Outcome 2: Improved capacity of agriculture extension workers, services providers, and farmers</b>						
old AWP	Activity A.2.2 Organize farmers into groups and cooperatives	Work with 2,435 farmers groups in Y3. Facilitated formation of cooperatives.	Group formation= 2246; Groups registered =559; groups receiving trainings=2376	Group formation = 206; Groups registered=36; groups receiving trainings =2318	No Group formation; Groups registered=24; groups receiving trainings =2409	Group formation =2452; Groups registered=619; groups receiving trainings=7103
old AWP	Activity A.2.3 Train farmers on improved production and post-harvest on rice, maize, lentil, and vegetables	48,700 farmers trained	49,924	25,966	50,077	82,027
new AWP	Activity A.2.1 Continue to strengthen change agents	290 Change Agents trained	168	106	72	346
<b>Outcome 3: Improved and sustainable agriculture production and post-harvest technologies and practices adopted at the farm level</b>						
old AWP	Activity A.3.1 Identify improved technologies to introduce to farmers.	New technologies and training materials promoted by KISAN; LSPs and KISAN staff trained				

**Table 1. Comparison of activities and progress, indicating Year 3 activities scheduled both in the previous and revised Annual Workplans**

	Activity #	Y3 Milestones/Benchmarks	Y3Q1	Y3Q2	Y3Q3	Total Y3 Progress
new AWP	Activity A.3.2 Establish demonstration plots	1,500 demonstration sites in the 20 districts	191	1,243	1,049	2,483
	Irrigation	Micro-irrigation and water capture technologies	10	38	69	117
	Dissemination of improved techniques from CSISA, HMRP/CYMMIT, IPM-IL	Plastic tray, coco-peat, nurseries with low tunnel, bio-pesticide, line sowing, hybrid maize variety	9	10	5	24
	Plastic house with drip irrigation for off-season vegetable production	High and low plastic tunnels with and without drip irrigation, plastic mulch with furrow irrigation	33	462	376	871
	Vegetable crop production and maize, rice, and lentil crop/seed production	Plastic tray, coco-peat, plastic mulch, seed and crop production	77	556	405	1,038
	Preparation of bio-pesticides	Use of locally-available resources to make bio-pesticide	59	147	143	349
	Storage technology for cereals and legumes	Proper use of bags for storage of grains and seeds	12	40	56	108
new AWP	Activity A.3.3 Organize exposure visits	Change agent exposure visit plan developed; 100 change agents' participation in exposure visits	4 visits 319 participants	13 visits 482 participants	21 visits 812 participants	38 visits 1613 participants
new AWP	Activity A.3.4 Develop and disseminate extension messages	Pilot messages launched by end of the year	4	12	5	21
<b>Outcome 4: Improved market efficiency</b>						
old AWP	Activity A.1.4 Strengthen the value chain by establishing stronger linkages between LSPs, lead farmers, agrovets, seed traders, veterinarian	26 workshops/meetings conducted; At least one per district	4 Input-Output Marketing workshops conducted	6 Input-Output Marketing workshops conducted	11 Input-Output Marketing workshops conducted	21 workshops conducted

**Table 1. Comparison of activities and progress, indicating Year 3 activities scheduled both in the previous and revised Annual Workplans**

	<b>Activity #</b>	<b>Y3 Milestones/Benchmarks</b>	<b>Y3Q1</b>	<b>Y3Q2</b>	<b>Y3Q3</b>	<b>Total Y3 Progress</b>
	wholesales, traders, wholesale markets, MIT dealers, cooperatives, GON/DADO, MFI etc.					
new AWP	Activity A.4.1 Strengthen MPCs (March 2015-September 2015)	At least 29 MPCs trained; 84 MPC reps trained; facilitated formation of 4 regional MPC meetings	6 MPCs trained 24 participants	32 MPCs trained 74 participants	72 MPCs trained 176 participants	110 MPCs trained 274 participants
new AWP	Activity A.4.2 Conduct exposure visits	Exposure/field visits conducted for 128 LSPs, farmers, reps from MPCs and GON	2 visits	8 visits	13 visits	23 visits
new AWP	Activity A.4.3 Strengthen wholesale markets.	4 large wholesale market business plans developed with wholesalers	0	2 business plan trainings for wholesalers	8 business plan trainings for wholesales	10 business plan trainings for wholesalers
new AWP	Activity A.4.4 Strengthen market linkages	Meetings at 19 MPCs	35 Strategic follow-up meetings at 25 MPCs	48 Strategic follow-up meetings at 39 MPCs	36 Strategic follow-up meetings at 17 MPCs	119 Strategic follow-up meetings at 81 MPCs

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COVER PHOTO: The Deuki Farmers Group in Dang have adopted new technologies following KISAN trainings including the plastic tunnel for off-season vegetable production and have increased prices earned fifteen-fold as a result.

## ACRONYMS

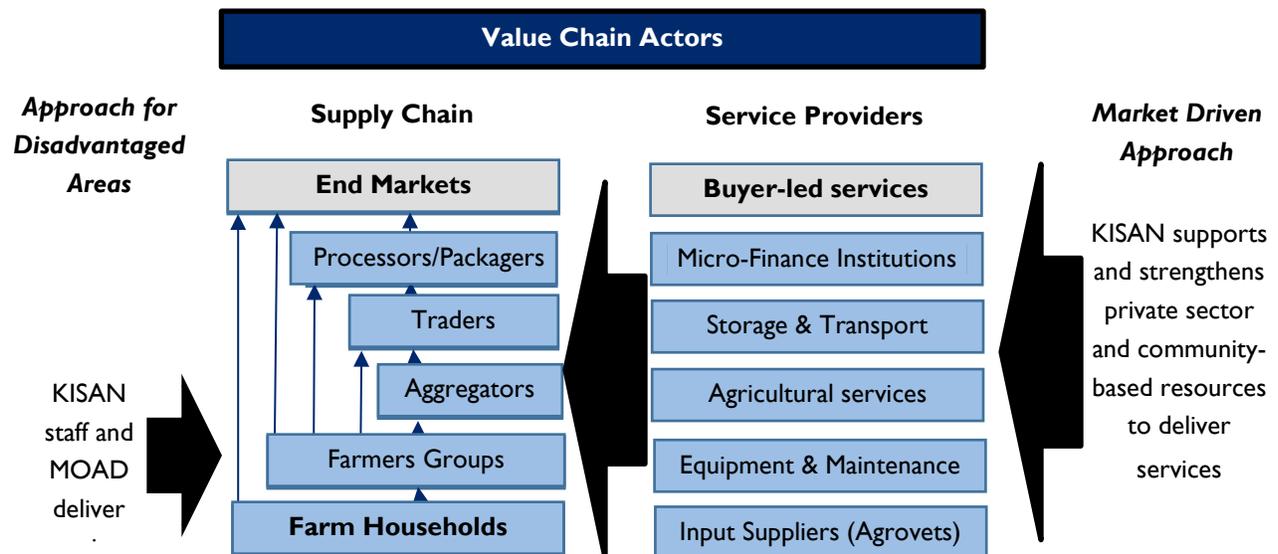
ASC	Agriculture Service Center
CEAPRED	Center for Environmental and Agricultural Policy Research, Extension and Development
CSISA	Cereal Systems Initiative for South Asia
CYMMIT	International Maize and Wheat Improvement Center
DADC	District Agriculture Development Committee
DADO	District Agriculture Development Offices
DDC	District Development Committee
DEPROSC	Development Project Service Center
FINGO	Financial Intermediary Non-Governmental Organization
GIS	Geographic Information System
GON	Government of Nepal
GUC	Grants under Contract
HMRP	Hill Maize Research Program
IPM	Integrated Pest Management
IPM-IL	Integrated Pest Management – Innovation Laboratory
LDO	Local Development Officer
LSP	Local Service Provider
MFDB	Micro Finance Development Bank
MFI	Micro Finance Institution
MIT	Micro Irrigation Technology
MOAD	Ministry of Agriculture Development
MPC	Market Planning Committee
MUS	Multiple Use Water System
NARC	Nepal Agriculture Research Council
NPAC	National Project Advisory Committee
SACCO	Saving and Credit Cooperative

# I. OVERVIEW OF KISAN'S APPROACH

In view of project modifications (particularly 4 and 7), we deviate from the standard Quarterly Report format to start with an overview of KISAN's approach, including a summary of past and current approaches.

KISAN helps subsistence smallholder farmers graduate to commercial agriculture by improving on-farm production and facilitating market development. KISAN focuses on target commodities that are important for food security (rice, maize, and lentils), are high-value (off-season vegetables), and are nutrient-rich. Market opportunities vary across KISAN's target area. In areas with access to markets, such as the Terai and low-lying hills, KISAN focuses on building the capacities of private sector and community-based service providers to improve the supply of quality inputs, credit, and other services such as land preparation and equipment rental. In parallel, the project facilitates market linkages to improve farmers' access to service providers and buyers. Opportunities to attract buyers and to engage private sector service providers are fewer in more remote regions. Here, KISAN project staff work directly with farmers to achieve higher yields and increase household consumption of vegetables. Coordination and collaboration with the Government of Nepal (GON) ensures unified messages on recommended agricultural inputs and techniques, and helps coordinate investments in irrigation and collection center infrastructure. Figure I illustrates KISAN's role in target value chains.

**Figure I. KISAN implementation model**



KISAN's project design has evolved since start-up. During the first 2.5 years, KISAN formed over 4,000 farmers groups of over 80,000 farmers across 20 districts. Working with farmers groups allowed project staff to deliver training and market information efficiently, promote farmer-to-farmer learning using Lead Farmers and demonstration plots, and achieve sufficient scale to attract buyers and inputs suppliers. Private sector service providers were integrated into project activities to build and maintain linkages between farmers and input and output markets. The second phase builds on this foundation and focuses on expanding private sector service delivery mechanisms that can be sustained beyond the life of the project.

#### Revised Work Plan

- Intensify focus on private sector led implementation approach
- Seek deeper impacts in previously trained beneficiaries
- Increase use of grants to stimulate private sector service delivery
- Expand activities focused on cereal crops
- Increase investments in irrigation
- Further integrate savings and credit activities

Although KISAN works in selected value chains to help develop markets, KISAN is not a classic "value chain" project. This is a reflection of its focus on food insecure areas and specific crops. In the most remote and hard to reach districts, market failures preclude working through the private sector. In more accessible areas where farmers represent a substantial potential customer base, more options exist for working through private sector partners. However, the project's defined set of target crops, activities, and Village Development Committees (VDCs) may not align perfectly with private sector interests. KISAN therefore works with the private sector primarily where potential exists to deliver priority services and inputs on a profitable basis.

#### Evolution of a Smallholder Farmer

Farmers typically start with a few improved technologies and management practices, focusing on those that are no-cost or low-cost, and apply them in a relatively small portion of their farm plot as a pilot test. Once they see that they can achieve better yields and start to sell, they will be willing to increase the area of their farm dedicated to KISAN-recommended vegetable crops and methods. At the same time, income earned from sales of high-value vegetables will allow them to increase investments in quality inputs. After a few successful crop cycles, farmers will be willing to take out their first loan from a microfinance institution (MFI) to purchase plastic tunnels or other more expensive technologies that offer higher returns.

Below we describe the expected evolution of farmers and agribusinesses as a result of project interventions. This draws on the experience of Winrock International and project staff who have worked on other agriculture projects in Nepal. KISAN is conducting a survey to document baseline conditions and FY2014 results in April 2015. Survey data will provide an important source of feedback on the conditions under which this description is accurate.

## HOW KISAN WORKS IN TARGET VALUE CHAINS TO DEVELOP AGRICULTURAL MARKETS

### COMMERCIALIZING FARMERS AND FARMERS GROUPS

#### ***Phase I: Mobilization***

Forming farmers groups is a critical first step that enables efficient delivery of training and market linkages, including access to finance, quality inputs, and buyers.

**Mobilization for Training:** Subsistence farmers are risk-averse and cash-strapped. KISAN helps farmers start small and build on success. The project team organized farmers into groups of about 20 and trained them over the course of a year on six modules.

For each group, the first training reflected where they were in the crop cycle. Groups mobilized before the start of the crop cycle received training on nursery management and planting techniques such as proper spacing. Those mobilized after the planting season started with training on weeding, integrated pest management, and reducing post-harvest losses. In addition, the initial courses focused on technologies and management practices specific to the target commodities for that season. Some improved technologies and practices taught for the initial crop cycle were transferrable to other crops (across vegetable varieties and between cereals and vegetables).

KISAN asked farmers groups to identify a Lead Farmer from their community. He or she was assisted to start a demonstration plot to show the benefits of improved production methods. KISAN's Agriculture Technicians invited farmers and local inputs suppliers (agrovets) to Farmer Field Days at the demo plots to talk about what was done differently to achieve better outcomes.

**Mobilization for Farm Microfinance:** Much of the training focused on helping farmers start to think like an entrepreneur. KISAN taught the importance of investing in better inputs to increase yields and sales, and growing crops that buyers want to achieve higher prices and/or sales volumes. KISAN's Microfinance Officers helped newly established farmers groups form savings groups and start saving. This put farmers on the path to becoming credit-worthy, and helped provide small loans for those members who could not otherwise afford improved seed varieties. A total 48,000 of the most vulnerable KISAN beneficiaries will be enrolled in the 12-month business literacy course, being carried out by DEPROSC through the Component C Business Literacy Project.

**Mobilization for Community Funds:** KISAN does not provide subsidies to all beneficiary farmers, which is a significant departure from historical donor policies and practices in the Zone of Influence. Instead, KISAN helps farmers groups identify potential sources of GON finance for priority community agriculture infrastructure, such as irrigation and collection centers. Funding sources include VDC block grant funds (15% of which must be allocated for agricultural purposes under current policy) and DADO support (grants and in-kind donations of plastic tunnels and other supplies). Farmers groups must be registered with DADO to qualify – another important reason for focusing on mobilization – an activity that the private sector is unlikely to do. KISAN does provide limited cost-sharing support to some farmer groups to demonstrate new technologies.

## ***Phase II: Deepening***

KISAN initially planned to “graduate” farmers groups after completing a year of training so that the project team could focus on new farmers groups. Instead, KISAN will continue working with the 80,000+ farmers to deepen their understanding of improved methods and market opportunities. Helping farmers keep Farm Logbooks to plan production, track input costs and sales, and calculate gross margins is a strategic next step in the farmer’s evolution as an entrepreneur. KISAN is coordinating with USAID’s Business Literacy Project to prioritize KISAN farmers, since numeracy is essential for being able to transact in the market place. Building farmer’s skills in production planning, crop diversification, and financial calculations gives them tools to make smart business decisions.

Mobilizing farmers groups in Phase I required considerable KISAN staff time. Working with established farmers groups allows KISAN staff to shift our focus to building the capacities of private sector service providers. Future assistance to farmers will move away from formal training toward needs-based technical assistance and extension services (or “pings”). KISAN anticipates that some farmers will be able to “graduate” from project support, signified by being able to successfully access private sector services. The most successful will have earned the respect of their communities and will be well positioned to: a) become a Lead Farmer who facilitates informal farmer-to-farmer learning and/or b) establish a small business as a Local Service Provider (LSP) or Agrovet.

## **STRENGTHENING VALUE CHAIN EFFICIENCIES AND RELATIONSHIPS**

### ***Phase I: Linkages and Capacity Building***

In Phase I, KISAN worked at several critical points throughout selected value chains to build capacities and market linkages.

**Collection Centers and Marketing Planning Committees (MPCs):** KISAN established new collection centers or linked farmers groups to existing collection centers to aggregate vegetable production and attract buyers. KISAN then strengthened the collection centers as a conduit for market linkages and market intelligence. Working with MPCs and local radio stations, KISAN disseminated market price information through price boards and radio messages so that farmers knew wholesale prices and could negotiate more favorable terms with buyers. In addition, KISAN helped MPCs facilitate Production Planning Meetings attended by wholesale traders, input suppliers, Ministry of Agriculture District (MOAD) staff, and producers. These meetings helped MPCs and input suppliers gauge regional demand for vegetables and competition from Indian imports, coordinate the supply of critical inputs, and identify market opportunities for producers – thereby substantially reducing the risks of ad hoc cropping patterns.

**Buyers:** KISAN worked to link farmers to buyers. Sales transactions occurred at diverse locations and buyers, depending on the commodity. Traders purchased vegetables at collection centers. Provided local vegetable production reached a sufficient scale and road infrastructure allowed, some traders purchased at the farm-gate from farmers along key routes. Farmers typically sold cereals to feed mills, rice mills, poultry farms, and lentil packaging firms. With KISAN assistance, farmers also engaged in seed production contracts with seed firms and cooperatives, described below.

**Input Supply Chain:** Lack of access to quality rice and maize seeds is a critical constraint to adequate production of food crops. Over the past two years, KISAN brokered strategic partnerships with 15 seed cooperatives and companies where they have signed production contracts or established verbal agreements with maize and rice farmers, through which farmers have sold 305 and 67 MT of quality rice and maize seed, respectively, back to the companies as per their contracts. To enhance access to a broad range of inputs for KISAN’s target vegetables, KISAN also trained agrovets to stock quality inputs. LSPs recruited from within target communities “shadowed” KISAN’s Agriculture Technicians at all formal trainings and Farmer Field Days to build their capacities to advise farmers. To maximize farmers’ investments in irrigation, KISAN Irrigation Technicians trained farmers to maintain their facilities and build capacity of a network of irrigation repair agents to ensure sustainability.

**Finance:** KISAN’s Microfinance Officers helped MFIs (savings and credit cooperatives and FINGOS) mobilize customers by linking them to KISAN’s farmers groups and helping them run membership campaigns. KISAN provided other business development services, including but not limited to helping link MFIs to regional development banks and other wholesale lenders.

### **Phase II: Facilitated Services**

Going forward, KISAN will cultivate strategic partnerships with private sector actors interested in expanding services to farmers in target districts, particularly in areas with greatest market potential. KISAN’s Grants under Contract (GUCs) will help leverage private sector investment and buy down some of our partners’ risks associated with offering new products and services, doing business with new customers, or expanding into new territories. Follow-up assistance provided through grantees and other partners will deepen and reinforce the adoption of improved business and agricultural practices to further increase incomes.

#### **Working through Change Agents**

KISAN will reach 18,000 additional households through grants for facilitated services to commercial agribusinesses, like:

- Processors
- Agrovets and Mechanization suppliers
- Irrigation suppliers
- Market Planning Committees
- GON extension staff
- Community-based local service providers

One of the key challenges of KISAN’s facilitated services approach is that farmers are far less likely to pay for advice than tangible inputs. KISAN will pilot ways to enhance the profitability of extension services, such as encouraging input suppliers and buyers to provide “embedded services”. For example, KISAN may provide grants to:

- Rice and lentil processors and millers to hire agriculture technicians and LSPs;
- Input suppliers to improve marketing and provide embedded services through agrovets; and
- Savings and Credit Cooperatives (SACCOS) and agricultural cooperatives to hire agriculture technicians and LSPs to form new farmers groups.

In turn, KISAN will help grantees develop business plans to expand their customer base and provide new services on a profitable basis. KISAN will utilize our geographic information services (GIS) capacity to generate maps that highlight market opportunities. For example, we will equip our MFI partners with

maps showing concentrations of farmers groups with substantial yields and access to markets, so that they can readily identify credit-worthy farmers. KISAN will also use GIS to help target investments in irrigation infrastructure for greatest impact.

It is important to note that “facilitated services” will not replicate KISAN’s Phase I interventions, such as mobilizing farmers groups and providing extensive training. The Project must be flexible as it engages potential private sector partners in a joint search for business models and opportunities that support project outcomes.

## **NEW APPROACH TO PROJECT MONITORING AND LEARNING**

In alignment with the Bureau of Food Security’s vision for project monitoring and learning, KISAN is designing new mechanisms for using project data to provide feedback to project staff, private sector partners, and farmers. These mechanisms will be integrated into a broad range of project activities to support learning and behavior change.

### ***Maximizing Learning Opportunities***

KISAN’s FY2014 survey scheduled for April 2015 is designed to have interviewers calculate gross margins in local units (ropani and kattha) for each farmer during the interview and then discuss the findings. These discussions will help farmers make comparisons between crops with and without KISAN’s recommended technologies and practices. Going forward, KISAN will hold focus group discussions with farmers groups to discuss the range of experience and outcomes within each group. This will allow farmers to gain a clearer sense of what is possible to achieve across different farming scenarios in their village (they can directly observe changes in their neighbors’ yields, but not gross margins). Data sharing and discussions also set the stage for farmer-to-farmer learning. Farmers can question their more successful peers to discover what they are doing differently to achieve better outcomes. In turn, project staff can better understand how farmers are making decisions about farming practices, and discover farmers’ adaptations that enhance the likelihood of applying improved technologies and practices.

### ***Motiving Behavior Change***

In addition to facilitating learning, measuring results provides a strong motivator for behavior change. Research across other fields (such as energy efficiency and hand washing in hospitals) has demonstrated that people are more likely to change what they do when they know they are being measured and receive a score on how their behavior compares to their peers and neighbors. USAID-funded Education for Income Generation project staff received similar feedback from project participants, who reported that it made a difference that they were told that someone would return to their farm to check on their yields after they had an opportunity to implement new practices. This important function and benefit of project data has been underutilized to date, and will be significantly expanded.

### ***A Deeper Dive into Understanding the Drivers of Change***

Going beyond routine monitoring, KISAN will identify farming and market issues that warrant more in-depth investigation, focusing on those that are critical to achieving desired results. KISAN will combine

practical, proven approaches with efforts to better understand and document critical aspects of the implementation context and farmers and firm's choices. *Learning* is now flagged as an important project outcome.

For example, KISAN invests in improving access to finance. For farmers, this begins with starting to save and accessing loans from informal groups, and evolves to include accessing loans from formal microfinance institutions (MFIs). Despite access, many farmers hesitate to borrow money. *Why?* While risk may be a factor, anecdotal evidence suggests that a prevailing stigma around borrowing money may be a more significant factor. Many rural people believe that borrowing money signifies that you are “poor”, rather than the more positive association of being “credit worthy”. This belief may be a significant factor KISAN needs to address to increase farmers' willingness to borrow funds so that they can invest in the kinds of technologies that offer larger returns (such as irrigation). We can't know without further investigation, and plan to use focus groups and one-on-one interviews with farmers to assess obstacles to finance.

## **NEW APPROACH TO REPORTING**

Building on KISAN's new approach to monitoring and learning, KISAN will move toward a more concise reporting format that features more analysis. Significant improvements on this front will be reflected in the next Quarterly Report, as the mechanisms for supporting analysis and learning were being designed and not yet implemented in this quarter. The next report will be particularly well timed to emphasize lessons learned, as it coincides with KISAN's Strategy Session in Nepalgunj in early April and KISAN's joint baseline and FY2014 Survey conducted that same month.

The remainder of this Quarterly Report follows the outline of prior reports. The content has been streamlined to focus on key outputs and make the document more readable. For example, the lengthy tables in past reports that featured district-level data have been eliminated, as this level of disaggregation is useful for internal management purposes and not reporting project-wide results and progress to the Mission.

## **II. ACTIVITIES AND OUTCOMES**

KISAN's Contract SOW and Work Plan are organized according to the following five outcomes:

- Outcome 1: Improved access to increased quality inputs for farmers.
- Outcome 2: Improved capacity of agriculture extension workers, service providers, and farmers.
- Outcome 3: Improved and sustainable agriculture production and post-harvest technologies and practices adopted at the farm level.
- Outcome 4: Improved market efficiency.
- Outcome 5: Increased capacity of GON and Nepali organizations.

## IR 2.1: AGRICULTURE-BASED INCOME INCREASED

### OUTCOME 1: IMPROVED ACCESS TO INCREASED QUALITY INPUTS FOR FARMERS

KISAN helps expand access to seeds, water, credit, and other critical inputs by strengthening the capacity of agrovets and other input suppliers and facilitating seed production contracts.

**Activity A.1.1 Increased the quantity and improved the quality of seed inputs.** KISAN's support for quality seed production focuses on training and inspection. KISAN trained 188 seed producer farmers from 19 groups on roguing (quality control for seed) in lentil seed production this quarter. Incorporating both theory and practical sessions, this one-day training helped farmers understand how to identify and remove off-type plants and weeds from their fields, and why it's necessary to maintain the quality of their seed production. It also covered the seed certification process. Participants were from seven VDCs in Kailali, Bardiya, and Dang and included 148 women and 40 men.

**Activity A.1.1.4 Increased quality seed production.** KISAN conducted crop inspections for lentil seed production plots in coordination with authorized personnel from Seed Quality Control Center (SQCC) and District Agriculture Development Office (DADO). Forty-four participants (seven women) from seed production farms, Pancha Shakti Seed Company, Upakar Cooperative, and agrovets accompanied inspectors throughout the inspection process. The inspectors verified lentil seed production areas, identified the source of source seed, and checked for proper isolation distance and cultural practices in seed production fields. A total 18 ha of lentil seed production fields were inspected and found suitable for seed production in Kailali and Banke.

#### Private sector linkages for seed production

KISAN facilitated access to foundation seed, crop inspection, and marketing of seeds to seed companies, seed cooperatives, NARC, DADO, and SQCC.

KISAN established linkages with 15 seed companies and cooperatives for the production and marketing of cereals and lentil seed. Some companies have established pre-production contracts with farmers while others have verbal agreements.

Farmers produced 530 MT of improved rice seed and 222 MT of improved maize seed: they sold 58% of rice seed and 30% of maize seed to seed companies and cooperatives and kept the remaining seed to barter with neighbors and sell to other farmers in the next planting season.

<b>Name of Companies/Agrovets/Cooperatives</b>	<b>District/Area</b>	<b>Rice (MT)</b>	<b>Maize (MT)</b>
Unique Seed Company	Kailali	24.2	—
Unnatsil Krishi Cooperative	Kanchanpur	24.1	-
Panchashakti seed Company	Kailali	70.7	-
Gramin Janta Bikash Krishi Cooperative	Kanchanpur	15.6	-
International Agro seed Company	Kapilvastu	27.9	-
Nepal Agroseed and Input Company and Beej Bridhi Company Pvt. Ltd.	Chitwan	18.2	3.1
Budhan Multipurpose Cooperative	Bardia	98.6	-

<b>Table 2. Rice and maize seed production by value chain actor</b>			
<b>Name of Companies/Agrovets/Cooperatives</b>	<b>District/Area</b>	<b>Rice (MT)</b>	<b>Maize (MT)</b>
Harikrishina Cooperatives and GATE, Nepal	Bardia, Banke	26	4.5
<b>Total</b>		<b>305.3</b>	-
Sana Kisan Cooperative Ltd	Argakhanchi	-	12.1
Lumle Agri. Research Station	Kaski	-	0.65
Dadeldhura Agriculture Cooperative	Dadeldhura	-	2.3
Shikhar Biu Prabardhan Cooperative	Baitadi	-	6.43
Sold to Community Seed Bank, Pokhara, Dadeldhura	Dadeldhura	-	4.7
Pabitra janakalyan Cooperative	Surkhet	-	5.3
Bheri Krishi Cooperative	Surkhet	-	4.8
NARC/DADO	Dailekh	-	11.4
Rupakheti Agrovet	Dailekh	-	1.7
DADO Salyan	Salyan	-	10.3
<b>Total</b>		-	<b>67.28</b>

**Activity A.1.2 Increased water supply for farmers.** KISAN's support for irrigation focuses on raising awareness of appropriate irrigation technologies and helping farmers groups access funds from other sources to offset the costs. Funding sources include VDC block grant funds and DADO support.

**Activity A.1.2.1 Supported farmers to establish irrigation schemes.** This quarter, KISAN

carried out 69 irrigation demonstrations. Demonstrations in Terai districts focused on shallow tube wells with electric motors and diesel pump sets. Demonstrations in hill districts focused on plastic ponds, water harvest tanks, drip/sprinkler, and multiple-use water system (MUS) technologies. These demos were carried out in coordination with various stakeholders to leverage irrigation activities through matching funds. A total of NRs 5,066,300 was leveraged for irrigation demonstrations during this reporting period from farmers groups, Poverty Alleviation Fund, VDC, DADO, Peace Corps, Malika Bikash Sangh (in Achham), and Rural Development Centre (in Doti). Coordination efforts have benefitted 1,125 farmers and covered 167 ha of irrigated land in the

#### **Increased Focus on Irrigation and Microfinance**

In February, two teams from USAID, including Salik Farooqi (BFS), Danielle Kneueppel, Laureen Regan, and Belay Mengistu, visited nine districts to assess project progress and observe activities.

USAID/Nepal Mission Director Beth Dunford visited KISAN sites in Dang and Kapilbastu in mid-March, accompanied by Amy Tohill-Stull, Kristin Ray, and John Stamm. The trip provided an opportunity to discuss KISAN's approach. The team visited a number of beneficiaries including farmers' groups, SACCOs, MPCs, agrovets, seed companies, dealers, and LSPs. The team from USAID were able to ask questions and learn how KISAN has increased farmers' gross margins, the importance of new technologies, and how companies have grown through partnerships with KISAN and serve more farmers. The team discussed the constraints that farmers face, including irrigation and credit, contributing to a greater project emphasis on expanding access to irrigation technology and finance.

Far-West Cluster (20 schemes); Mid-West Rapti and West Clusters (17 schemes); and Mid-West Bheri cluster (15 schemes); the 52 irrigation schemes were established this quarter through the demos.

KISAN conducted 72 one-day irrigation-related trainings in all four KISAN clusters, covering 923 farmers in water user groups. The trainings focused on repair and maintenance of irrigation schemes and efficient use of water in fields. As site selection is crucial for all types of irrigation schemes, the training also highlighted site selection criteria and guidelines for the implementation of irrigation schemes. Over 50% of the training participants were women, and 50% of the total training participants were from indigenous ethnic groups; 77 farmers were Dalit.

**Activity A.1.2.3 Facilitated rehabilitation or development of community water systems.**

KISAN trained 264 farmers on irrigation scheme rehabilitation through 14 one-day trainings in four KISAN clusters. The trainings were conducted in locations where KISAN contributed to rehabilitation of existing water systems, with focus on the repair and maintenance of the rehabilitated schemes. Training topics included canal rehabilitation, repair and maintenance of existing tanks, canal, diesel pump, shallow tube wells, etc. Training participants included 173 women and 91 men, and 122 people from indigenous ethnic groups.

<b>Quarter</b>	<b>Matching fund for irrigation intervention and/or irrigation demos (MUS, ponds, rainwater harvest, shallow tube wells)</b>	<b>Training for farmer group on irrigation at demos and where KISAN has matching funds</b>	<b>Assistance in rehabilitation of community water system</b>	<b>Training for farmer groups where community water system is rehabilitated</b>
Y3Q1	3	4		
Y3Q2	47	31	17	11
Y3Q3	69	72	17	19
<b>Total Y3 to date</b>	<b>119</b>	<b>107</b>	<b>34</b>	<b>30</b>

**Pioneering wholesale lending in Jajarkot cooperative**

Through the Credit workshop for the Area Managers of MFIs in November 2014, KISAN helped Kasturi Multipurpose Cooperative in Jajarkot to establish linkages with wholesale financiers and understand the process of accessing wholesale loans. In February 2015, the cooperative received a loan of NRs 5,000,000 (US\$ 53,191) from the Agriculture Development Bank. This is the first wholesale loan to be disbursed in Jajarkot, and as a result 300 member farmers will be able to access these funds to invest in a range of agriculture inputs.

**Activity A.1.3 Increased credit availability in KISAN districts.** Many MFIs are reluctant to extend their services to more remote areas thus making it difficult for many smallholder farmers to access credit. KISAN is working with MFIs including SACCOs and Microfinance Development Banks (MFDBs) to provide loans to KISAN beneficiaries and other farmers in the zone of influence, and train farmers on how to access credit.

**Activity A.1.3.1 Helped MFIs extend to KISAN districts.** This quarter, KISAN helped 5,422

beneficiaries in 18 districts to access credit for agriculture activities. Of the beneficiaries who have taken out loans from various MFIs and groups, 77% are women. Over 66% of KISAN beneficiaries are members of formal microfinance institutions such as MFDBs, Financial Intermediary NGOs (FINGOs), and cooperatives).

**Activity A.1.3.1.a Trained MFIs.** To build the capacity of MFDBs and FINGOs, KISAN conducted three trainings for 67 participants on Membership Promotion, Delinquency Management, and Leadership and Credit Appraisal. MFI branches were updated on current issues and basic essentials of microfinance, as well as membership promotions. This included highlighting opportunities to extend services to KISAN farmers.

**Activity A.1.3.1.c Organized credit workshop for microfinance banks, FINGOs and contributing savings and credit cooperatives.** KISAN helped eight vendors extend credit amounting to NRs 1,565,930 to 35 beneficiaries in Kapilvastu, Surkhet, and Dailekh. Vendors included agrovets, seed companies, and one machinery dealer. Loans range from NRs 500 to NRs 140,000, with an average loan size of NRs 4,500.

**Activity A.1.3.1.d Linked banks and wholesale financiers with potential agribusiness vendors and local MFIs.**

KISAN conducted nine interaction meetings with 49 MFIs and six vendors this quarter. The events helped identify existing MFIs, service areas, and MFI extension plans, and helped facilitate access to agriculture loans for KISAN beneficiaries (including improving understanding of wholesale loan products, processes, terms, and conditions). One of the training results



Figure 2. KISAN carried out detailed 3-day Account Keeping Trainings for cooperatives focused on improving understanding of accounting concepts and history, systems in other organizations.

is that more farmers are eager to improve productivity through investments in new technologies and mechanization. In some cases, local MFIs and vendors are not able to provide loans due to lack of funds.

**Activity A.1.3.3 Trained farmers and farmer groups on how to access credit.** This quarter, KISAN has oriented 22,858 beneficiaries affiliated with 1,123 KISAN groups in nine districts in the West

**Tracking Access**  
 In consultation with M&E experts from USAID Washington, in an effort to improve tracking of access to formal financial services, in the future, the beneficiary survey will be the source of beneficiary credit access.

and Far-West Clusters to the concept and importance of basic saving and credit, as well as approaches to financial access. Around 90% of the groups have begun providing savings and credit services after the orientation; 10% were already providing some level of savings and credit activities. The orientation has improved saving and credit activities at group level. To date, KISAN has helped 3,712 of the 4,023 KISAN groups to establish or strengthen rotating savings and credit funds.

**Activity A.1.3.5 Trained cooperatives and link with KISAN farmers.** KISAN conducted a three-day Account Management training for 19 participants from 19 different cooperatives from seven districts. The training focused on improving understanding of accounting concepts and history, systems in other organizations, accounting code of cooperatives, institutional profit and loss, and trial balance.

KISAN also provided a three-day Business Plan Preparation training for 20 participants from 20 cooperatives in the West and Mid-West Rapti Clusters. Participants produced a standard template for cooperative business plans.

## **OUTCOME 2: IMPROVED CAPACITY OF AGRICULTURE EXTENSION WORKERS, SERVICE PROVIDERS, AND FARMERS**

KISAN builds the capacity of farmers, lead farmers, LSPs, agrovets, extension workers, and other change agents in targeted communities through a variety of training methods including demonstration plots, workshops, and exposure visits to farms and demonstration plots. Although the training target for Y3 is 49,700, KISAN trained 50,777 farmers through 5,869 trainings. Of this number, 6137 are new farmers this quarter.

The cumulative number of individuals trained so far is 82,027 (Activities A.2.1 and A.2.3).

**Activity A.2.1.2 Identified LSPs, agrovets/commercial agribusiness, and GON extension workers and conducted training sessions.** The KISAN team identifies on an on-going basis individuals who can serve as potential LSPs or extension workers as well as agrovets and other agriculture related business who can link with and provide training to KISAN beneficiaries. This quarter KISAN identified and trained 72 LSPs who can serve as change agents in the target VDCs. All trained LSPs achieved passing exam scores post-training.

### **LSPs link farmers to inputs**

Ruby Chaudhary is a KISAN LSP in Dang and participated in technical trainings on KISAN-promoted technologies and techniques. Ruby now serves 700 farmers and provides up to 15 mobile trainings per week. Ruby has tripled her income by charging small fees for services such as assisting farmers in building plastic tunnels and raising and selling seedlings following a KISAN training on nursery management.

**Activity A.2.2 Organized farmers into groups and cooperatives.** KISAN did not form any new groups this quarter but continued to work with the groups already formed. Of the total groups formed or re-organized by KISAN, the Project facilitated registration of 24 groups with government authorities such as DADO, Division of Cooperatives Office, and Small Cottage Industries. The cumulative number of groups registered by this quarter is 1,017.

**Activity A.2.3 Trained farmers on improved production and post-harvest on rice, maize, lentil, and vegetables.** During Y3Q3, KISAN conducted 5,689 trainings for 50,077 farmers in 2,409 groups in Nursery Management and Crop Production Management, Crop Production Management and Marketing, Crop Plantation/Plant Protection, and Post-Harvest and Marketing trainings.

The total number of trainings conducted includes trainings in vegetable production, as well as lentil, maize, and rice. Of the cereal crops (rice and maize) and lentil, KISAN has trained farmers on how to produce lentil, maize, and rice as seed crops, as well as food crops.

Going forward, KISAN will focus efforts to build the capacities of Change Agents to deliver training and other support services, through a training-of-trainer approach as outlined in the lentil post-harvest training.

### **OUTCOME 3: IMPROVED AND SUSTAINABLE AGRICULTURE PRODUCTION AND POST-HARVEST TECHNOLOGIES AND PRACTICES ADOPTED AT THE FARM LEVEL**

Under Outcome 3, KISAN trains farmers on improved techniques and technologies that will increase production while improving natural resource management and post-harvest management. To achieve the outcome of farmer adoption of improved technologies and practices, KISAN conducts demonstrations of techniques, machinery, and technologies, disseminating technologies through change agents and grants to the private sector. This outcome is being measured in the FY2014 survey; results will be available in early May 2015.



Figure 3. In just 2 months, farmers have harvested cucumber from high plastic tunnels such as the tunnel pictured here in Kanchanpur, with yields of 200-350 kgs per tunnel. Farmers can sell the cucumber at NRs 80-30 per kg.

#### **Activity A.3.1 Identified improved technologies to introduce to farmers.**

KISAN works to bring to scale research findings from the Cereal Systems Initiative for South Asia (CSISA) and Integrated Pest Management Innovation Lab (IPM-IL), and other USAID ILs. They include technologies or practices that capture water, new seed varieties, and plastic greenhouses for off-season crop production. Additionally, KISAN demonstrates and promotes agriculture machinery that can improve soil fertility through conservation tillage practices.



Figure 4. Following demonstrations of Supergrain bags that protect grains from pests, farmers are adopting this storage technology. These bags dramatically reduce post-harvest losses: loss using traditional storage practices was 1% in paddy, and 10% in maize and dropped to zero loss with the Supergrain Pro bags.

**Activity A.3.2 Established demonstration plots.** KISAN continues to identify and promote improved technologies to decrease post-harvest losses in cereals and vegetables. Special focus was given to identifying locations for this activity that reach all target beneficiaries. Demonstrations were established in lead farmer plots in suitably accessible locations, and active participation of all farmers was encouraged for easier replication in their own farms. KISAN conducts six separate types of demonstrations as outlined below. A

total of 1,054 demonstrations were conducted this reporting quarter.

**Activity A.3.3 Organized exposure visits.** Exposure visits provide opportunities for KISAN farmers and change agents to observe new technologies and approaches, facilitate and encourage technology adoption, and provide the opportunity to share experiences and establish linkages with traders MIT dealers, and others value chain actors.

**Exposure visit (Seed Company, agrovets, coops, change agents including GON personnel, seed producers, etc.) to CSISA, HMRP, IPM-IL, CEAPRED, research station, etc. site.** KISAN conducted a three-day exposure visit to IPM-IL and CSISA project sites in Surkhet, Dang, and Banke with 25 participants representing GON personnel from DADO, agrovets, seed producer groups, cooperatives, and LSPs from Surkhet, Dailekh, Jajarkot, Salyan, and Rukum in attendance. Participants observed cucumber and tomato bitter gourd cultivation in high plastic tunnel; plastic mulch with the NS 1701 chili variety; chili, squash, commercial vegetable, and lentil production; and plastic cups for raising seedlings.

**Intra district exposure visit of KISAN farmers, change agents to demo plot.** KISAN has conducted seven intra district exposure visits for KISAN farmers and change agents to demonstration plots in KISAN working areas in Kapilvastu, Dailekh, Dang, Rukum, Kailali, Doti, and Achham districts during this quarter. Farmers observed technologies in LSP and lead farmers' fields, such as poly house technology with drip, maize seed production technology, and open cultivated vegetable farm, etc.



Figure 5. During intra district exposure visits, such as the one pictured here in Janalikit, farmers learn about new technologies such as using plastic trays in nursery management, which makes sowing, transportation, and transplanting easier, and has a germination rate of 90%.

#### Reducing post-harvest losses

KISAN trained 227 people including farmers, lentil traders, millers, agrovets and other local service providers on lentil post-harvest management. Millers and traders were linked to producer farmers through workshops and exposure visits and agreed on transactions and volumes based on the standing crops. Farmers report that sales are easier to make now that they have these connections, and traders and millers are more eager to purchase clean lentils so they don't have to spend their own resources on it. Lentil-cleaning filter nets were distributed as training material. Unfortunately the unseasonal rain has decimated most of the crop and the level of transactions based on the expected yield has not happened.

#### KISAN field visit to demonstration plot.

KISAN conducted nine field days at KISAN vegetable and lentil demonstration plots to orient farmers within districts on effective ways that KISAN techniques and technologies have been adopted in demonstration and vegetable block production sites. Farmers and LSPs from Kapilvastu, Palpa, Bardiya, Dang, Rukum, Kailali, Dadeldhura, Doti, and Baitadi participated in the events. Due to the crop season, most of the demonstrations were for high-value vegetable-related techniques and technologies.

**Activity A.3.4 Developed extension messages.** KISAN continues to work with district DADO and DADC offices in coordination with local community radio stations in all 20 project districts to promote new technologies that boost agriculture production and productivity to wider audiences through extension message broadcasts. In addition to learning about improved practices in rice, maize, lentil and vegetable production, the messages also include price information from markets related to relevant collection centers/MPCs to enable farmers make informed decisions when agreeing to farm-gate prices with traders. KISAN has coordinated with local markets as well to ensure accurate market prices. The timing, frequency, and duration of the messages varies between districts according to the local arrangements with the DADO and FM stations. Some examples of extension messages:

- How to produce and manage healthy vegetable and rice seedlings
- Plastic house/plastic tunnel technology
- Raise bed technology
- Plastic tray nurseries uses of common mulching and plastic mulch technology
- Use of improved seeds and packages of practices for cereals and vegetable crops
- Use of IPM tools and technology
- Market price information for high-value vegetables
- KISAN-promoted technologies for seasonal and off-seasonal vegetable production
- KISAN-promoted technologies, quality seed, bio-pesticides, and post-harvest handling of vegetables, rice, and maize
- Price broadcasting of agriculture products



*Figure 6. During the lentil mobile and post-harvest training, farmers learned that by filtering and grading the lentil, they can reduce its weight by 10% and increase the price by 30%. They no longer have to discount prices to account for impurities. They also learned that they can sell any lower grade lentil locally or use it as livestock feed.*

As a result of the extension messages, KISAN staff have observed that farmers have has increased access to price information, and adoption of improved technologies is increasing. In the next project year, KISAN will review the effectiveness and sustainability of these channels and make adjustments as necessary.

## **IR 2.2: SMALL ENTERPRISE OPPORTUNITIES EXPANDED**

### **OUTCOME 4: IMPROVED MARKET EFFICIENCY**

KISAN will coordinate with Component C, the Nepal Business Literacy Project, to teach farmers and rural residents how to increase their revenue and profit by investing in productive assets that improve product quality. In addition, because entrepreneurial skills are so important to raise gross margins,

KISAN will incorporate entrepreneurial skills for farmers. Outcome 4 focuses on building the capacity of key market actors and establishing linkages between farmers and markets which will create demand for both inputs and farm outputs. KISAN has worked with MPCs, comprised of farmers, traders, agrovets, and others, and will continue to support existing MPCs and wholesale markets to support smallholder farmers and improve market access.

KISAN has facilitated the establishment of seven CCs/MPCs this quarter and strengthened 10.

**Standing Tall: Women venture into commercial vegetable farming in Rolpa**

Since 2013, a women's group in Rolpa has focused on commercial vegetable farming, collectively selling 33,000 kg of vegetables amounting to NRs 880,000. Each woman in the group now cultivates and sells vegetables, earning on average NRs 44,000 annually. When asked whether they will give the money to their husbands or sons, the women have one voice: "This is the result of our hard work, why would we give our earnings to anyone? We will continue to work hard in our enterprise, and will reinvest the profits to make our business even stronger!" The group is now preparing to begin large-scale vegetable cultivation using micro-irrigation. They also seek to transition their enterprise from a vegetable production group into a registered cooperative that can provide formal financial services in the community.

**Activity A.4.1 Strengthened MPCs.**

KISAN continues to support MPCs by contributing to discussions on institutional management through interaction meetings, and helps address problems and issues raised in the meetings. This quarter, KISAN engaged with 10 additional MPCs in eight districts providing limited material support, counseling, and training, and linking them with other successful MPCs and markets. KISAN also conducted 36 follow up interaction

meetings with MPCs this quarter. During these meetings, MPCs' status is assessed and current issues of the MPCs are discussed and important decisions made. The meetings focus on updating management committees about proper management of the MPC and developing production plans in each MPC. KISAN has provided strengthening assistance to a total of 60 existing MPCs during the life of project.

In addition to strengthening existing MPCs, KISAN established seven new MPCs and collection centers, and oriented 176 members from 72 MPCs on how to maintain daily sales volume and transaction records. KISAN also provided limited material support to these MPCs. KISAN has supported the establishment and strengthening of 47 new MPCs during the life of project.

In total, KISAN is working with 110 MPCs which provide market access for an estimated 11,000 farmers.



Figure 7. The newly opened MPC at Tharmar, Salyan, is already conducting significant transactions through regular vegetable markets.

**MPC strengthening trainings.** During this quarter, KISAN completed 11 two-day MPC strengthening trainings in 11 districts in which MPCs, wholesalers, traders, agrovets, rice millers, gallowala/grain wholesalers, feed industries, seed cooperatives, and agriculture machinery suppliers participated. The trainings focused on business plan preparation, cost benefit analysis, market-led production planning, post-harvest handling, pricing mechanism, MPC management, group marketing, understanding and accessing price information, market information systems and its role in agriculture production and marketing, and the value chain concept and its importance in sustainable agriculture development. The trainings were carried out in coordination with local DADO offices.

**Information board in major MPCs/collection centers and wholesale markets.** In this quarter, 27



Figure 8. Yogendra Bhandari from Dipayal, Doti, pictured here with Ghutmi, helps farmers in his community reach markets more easily by collecting vegetables and transporting and selling them in larger markets. This also provides urban areas with additional access to nutrient-rich vegetables.

price information boards were installed in different collection centers across 11 districts. These boards provide farmers and traders current price information and price trends of different crops to help the MPC and farmers conduct market-led production planning. In most places, these boards were installed with technical cooperation of the local DADO.

**Additional market outlet.** To help convert all marketable surpluses of smallholders into cash, KISAN linked farmers with alternative market outlets. A total of seven alternative outlets were established this quarter; they include mobile

units such as cycle vendors, push carts, ghumti, etc. that provide door-to-door services to collect and sell vegetables.

**Activity A.4.2 Conducted exposure visits.** KISAN conducted three five-day exposure visits to



Figure 9. KISAN links wholesalers, like the one pictured above in Dang, with MPCs, agrovets, and farmers groups to expand market access for rural farmer by collecting vegetables and transporting them to distant markets. This wholesaler collects produce directly from farmers in the Sisaniya/Lamahi area and sells it in Rolpa where there is high demand and larger markets.

successful MPCs covering five districts this quarter for MPC members, agrovets, vegetable traders, DADO staff, rice millers, gallowala, feed industry owners, LSPs, and lead farmers. Sixty participants visited successful MPCs and wholesale markets like Butwal and Surkhet wholesale markets and established linkages with wholesalers and seed companies in Chitwan. Participants had the opportunity to establish business linkages, develop contacts for market information, share experiences and knowledge, and learn how these relationships and market systems can help improve their enterprises.

KISAN also organized seven one-day field visits for change agents (agrovets, traders, LSPs) for market expansion in six districts. These visits provided an opportunity for change agents to meet with farmers, facilitated a dialogue, and improved understanding of each party's priorities and issues to facilitate service providers to extend services into new areas.

**Activity A.4.3 Strengthened wholesale markets.** KISAN linked 128 district wholesalers and 8 regional markets with 45 MPCs, and trained 25 wholesalers across eight districts on developing business plans and business/market management. KISAN also advises MPCs to develop written or verbal agreements with the wholesalers to purchase produce in agreed upon volumes and at prevailing market prices to help create assured markets and reliable business linkages. The Project has successfully facilitated 45 of such agreements between traders and MPCs in 13 KISAN districts.

**Activity A.4.4 Strengthened market linkages.** In order for farmers to establish sustainable agriculture livelihoods, they must have connections to viable, reliable markets. KISAN connects farmers, traders, agrovets, millers, wholesalers, and other market actors through workshops and other activities.

In order to improve input supply, KISAN conducted an additional seven workshops for agrovets, micro-irrigation technology (MIT) dealers, MFIs, LSPs, farmer groups/cooperatives, and traders to discuss strengths, weaknesses, opportunities, and threats along input supply chains. LSPs often serve as the primary link between farmers and agrovets (i.e. input suppliers); these workshops provided the opportunity for LSPs, agrovets, and MFIs, in particular, to strengthen business linkages and therefore smallholder access to quality inputs.

Likewise, 11 districts organized 11 input and output workshops this quarter to strengthen linkages between buyers and suppliers. The participants included MPC managers, wholesalers, agrovets, machinery sellers, seed cooperatives, and other value chain actors. The focus of the workshops was on demand-supply assessment and related marketing issues at the district level.

**Develop market led production plan.** KISAN conducted 25 trainings on preparation of market-led production plans for 25 MPCs in 10 districts this quarter, and a cumulative number of 69 production plans so far. The 25 MPC production plans impact an estimated 2250 farmers.

MPC members (MPC executive members, farmers, traders) learned how to develop annual or seasonal market-led production plans for rice, maize, lentils, and vegetables. The trainings covered crop calendars

**Increasing business through linkages and training**

Jagdish Maurya, who owns an agrovet shop in Taulihawa participated in a KISAN input-output workshop because he saw the opportunity to expand his business. He made connections with farmers, traders, seed companies, and other input suppliers. As a result of these connections, Jagdish doubled his daily business, and is providing services to an additional 4000 farmers that KISAN has linked them to. To further improve his business, Jagdish has provided vendor-based financing to 15 KISAN farmers and other customers and conducts trainings and demonstrations of improved technologies and seed varieties as part of his marketing strategy.

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*"This is the way to do any kind of farming whether it is vegetable farming or it is rice, maize, lentils."* [referring to Market-led Production Planning]

- Member of the Patharaiya MPC

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and market price analysis, timely management of factors of production, and calculating costs of production.

The trainings provide the opportunity for discussion and shared learning, which can facilitate aggregate demand for seeds and inputs and help purchase in bulk from agrovets at wholesale price. These practices also help agrovets plan to make inputs available from different sources in a timely manner.

### **OUTCOME 5, SUB-IR 2.2: INCREASED CAPACITY OF GON AND LOCAL ORGANIZATIONS**

Interventions under this outcome will build the organizational, entrepreneurial, and technical capacity of local organizations including private sector actors.

**Table 4. Local organizations linking with KISAN**

Organization Sector	Count
Agrovet	167
Collection Center/MPC	110
Commercial agribusiness	21
Cooperative	114
Financial Institution	36
Micro Finance	38
Seed	8
Total	494

#### **Activity A.5.1 Strengthen entrepreneurial and organizational skills of small enterprises and community-based organizations.**

This quarter, KISAN coordinated with 140 local organizations in the project districts, building the capacity of many through training and planning initiatives. KISAN strengthened and created

linkages with 72 CC/MPCs, 39 cooperatives, 23 agrovets, and six MFIs and MFDBs as described in previous Outcomes. Life of project, KISAN has with or through 494 local organizations as indicated in Table 4.

In Y3Q3, KISAN strengthened 17 MPCs and facilitated the formation of seven new MPCs (see Outcome 4 for details). In the process of reviving these non-functional MPCs, KISAN has facilitated linkages between MPC members, traders, retailers, agrovets, dealers, and KISAN LSPs. KISAN built capacities of MPCs in recordkeeping of both produce and sales; next year planning; developing yearly crop production charts; and stakeholder coordination for produce marketing with DADO, other MPCs, and regional-level MPCs. In addition, MPCs that were formed and strengthened by KISAN received training on market-led production plans. These MPCs will coordinate regularly with KISAN and other development projects for sustainable operation of the market.

KISAN has also conducted several meetings and workshops with MFIs including cooperatives and vendors on possible approaches to increasing their outreach to KISAN farmers for both membership and access to finance. Project staff strengthened

**Improved private sector capacity leads to services for farmers**

Khalilulah Khan, owner of International Seed Company, participated in multiple KISAN activities from workshops to build linkages to seed production and other technical trainings. After seeing the potential and meeting KISAN farmers, he decided to contract 41 KISAN farmers to produce rice seed, who received technical training on seed production as well. As a result, quality seed production increased by 25%. To further improve his business, Khalilulah provides farmers with source seed from NARC, pays premiums for quality seed, and regularly visits farmers' fields to observe production and provide technical advice (learned from KISAN trainings) to ensure the best quality product possible.

relations with irrigation technology dealers and are consulting with farmers in order to ensure that vendors stock the appropriate irrigation technologies.

### III. GRANTS UNDER CONTRACT

KISAN grant activities for Year 3 will primarily focus on solicitation of applications and administration of awards. With subcontracts or consultancies, KISAN staff will conduct analysis of ways to use grants to reduce risk to engage the private sector in working directly with our beneficiaries.

This quarter, KISAN continued activities under Windows of Opportunity and facilitated several additional Grants under Contract (GUC) activities that focused on processing applications for awards and monitoring implementation.

#### WINDOWS OF OPPORTUNITY

##### ***\$100,000 Grant for Science and Technology Competition for Resilience in Nepal***

In the previous quarter, the KISAN team in coordination with USAID/Nepal initiated the \$100,000 Science and Technology Competition for Resilience in Nepal to encourage private sector engagement and innovative thinking to bring new knowledge, tools, and partnerships to the challenge of helping communities maximize food security, while also making them more resilient to the effects of climate change and other environmental challenges. KISAN received 77 concept papers in response to the Request for Application (RFA). A thorough evaluation was conducted for the concepts from which potential concepts were requested to submit detailed application and budget. After rigorous technical and financial negotiation, KISAN awarded grants to Creating Smiles Building the Nation (SMILES) and Forum for Rural Welfare and Agricultural Reform for Development (FORWARD Nepal).

#### **Mobile-based access to essential information**

KISAN will pilot a public-private partnership for mobile-based relay of essential information such as weather, price and improved technologies to farmers in Banke, Bardiya, Dang and Surkhet through SMS. Awardee Creating Smiles will establish a knowledge bank to house the information collected from a range Department of Hydrology and Meteorology, NARC, DADO, Collection Centers, input suppliers, etc. Based on these information, various message contents will be developed in 4 categories and disseminated through information hubs housed at MPCs in each district.

#### **Private sector partnerships for climate resilient agriculture**

Awardee NGO FORWARD Nepal will work closely with private sector company GATE Nepal to help enhance food security situation of smallholder farmers. This activity will improve crop productivity by scaling up climate smart agriculture practices in existing rice-lentil systems in Dang, Banke, Bardiya and Kailali. This will be achieved by implementing a range of trainings and demonstrations for climate resilient crops (rice and lentil), and climate smart agricultural practices and technologies. This approach fosters sustainability by establishing linkages with private sector entities along commodity value chains.

**Activity GUC.1 Revised GUC Manual.** In order to streamline the grants process and increase grant output, KISAN modified the GUC Handbook (GUC Manual) and submitted the revised handbook to USAID on March 14, 2015 (see OP.1).

**Activity GUC.2 Requested solicitations for grants.** KISAN developed an Annual Program Statement to solicit proposals from private enterprises, including service providers, agrovets, cooperatives, and MFIs to expand and deepen service delivery in the KISAN value chains. The APS will provide an opportunity for private sector organizations interested in supporting activities to expand and/or strengthen direct or indirect linkages between businesses and smallholder farmers in the KISAN Zone of Influence.

**Activity GUC.4 Reviewed concepts; requested proposals.** KISAN received a number of applications in response to RFA released in previous quarter. The Grants Team reviewed concepts and requested full proposals from the most promising applications (over eight).

**Activity GUC.5 Awarded grants and provide post award training.** This quarter, KISAN awarded a total of three grants; two for the \$100,000 Science and Technology Competition for Resilience in Nepal and one for Piloting Agrovets Embedded Services. For the \$100,000 Science and Technology Competition for Resilience in Nepal, grant was awarded to Creating Smiles Building the Nation (SMILES) and Forum for Rural Welfare and Agricultural Reform for Development (FORWARD Nepal) to enhance food security situation while also making the farmers more resilient to the effects of climate change (see Windows of Opportunity for additional information).

**Table 5. Status of GUCs**

EOI/RFA	Status
Promotion of agriculture mechanization through demonstrations and trainings on a range of mini tiller, 2-wheel and 4-wheel tractor attachments	Business expansion and marketing plan submitted by The Habi Auto Trading Pvt. Ltd. Preparation ongoing for consultative meetings and field demonstrations Preparing grant approval documents for Krishi Sansar Nepal
Promotion of agriculture mechanization through demonstrations and trainings on smaller farm equipment, and facilitating the availability and repair services for these machineries in district sales centers	Technical and financial negotiation ongoing with Shrestha Agri Inputs and Koshati Trading
\$100,000 Science and Technology Competition for Resilience in Nepal	Awarded grant to FORWARD Nepal and SMILES
Agrovets embedded service	Awarded grant to Nimbus Technical negotiation ongoing with Agricare Nepal Pvt. Ltd.

The grant on piloting agrovets embedded services was awarded to Nimbus International Company Private Limited. Through this grant activity, Nimbus will make improved agricultural inputs easily

accessible to the farmers in the given districts by linking the local agrovets to the Nimbus Krishi Kendra in a franchise model in Banke, Bardiya, Dang, and Kailali. Nimbus will improve the capacity of the local agrovets and farmers by enhancing their knowledge on efficient use of agricultural inputs through various trainings and demonstrations on improved cultivation practices of rice, maize, and vegetables. Additionally, the agrovets and farmers will receive credit support for the purchase of agriculture inputs of up to NPR 150,000 through the Bank of Kathmandu KISAN Credit Card.

Additionally, KISAN has been preparing award documents for a grant with Krishi Sansar Nepal. Through this grant, Krishi Sansar will conduct demonstrations and trainings on mini tiller, power tiller and two-wheel tractor attachments and facilitate repair and maintenance services in the selected VDCs of Banke, Bardiya, and Dang districts.

**Activity GUC.6 Monitored and evaluate grants.** The grant awardee for the promotion of agriculture mechanization, The Habi Auto Trading Pvt Ltd, developed and submitted their business expansion and marketing plan. The grantee is also making preparations to conduct consultative meetings and demonstrations in the farmers' field. With this grant, the grantee will conduct demonstrations and trainings on a range of 4-wheel tractor attachments in Kanchanpur, Kailali, Bardiya Banke, Dang, and Kapilvastu.

### ***Flood Relief Support in Flood-Affected Areas in the Mid-West***

In February 2015, KISAN distributed 112 kg of vegetable seeds (107 kg of bittergourd, and 5 kg of cucumber) to flood-affected KISAN farmers groups in Surkhet, Banke, and Bardiya districts.

KISAN also distributed 246 kg of vegetable seed to flood-affected KISAN households in three VDCs in Dang (Urahari, Fulbari, and Satbaria) in 79 households. To date, KISAN has supported 3,112 flood-affected beneficiary farmers in five districts.



*Figure 10. Last quarter, KISAN distributed 76 MT of wheat seed to KISAN beneficiaries, some pictured on the left. They planted the seed across more than 600 ha and are now ready to harvest the wheat, pictured right.*

## IV. COORDINATION AND COLLABORATION

In order to promote sustainability, increase the program's reach, and avoid duplication, KISAN collaborates with a variety of organizations including the Government of Nepal (GON), international non-government projects, USAID/Feed the Future/Food for Peace projects, and other United States Government (USG) projects including Peace Corps, other agriculture initiatives, private sector, cooperatives and groups, and Non-Government Organizations (NGOs), and other donors working in KISAN Districts. Details are presented under respective sub-headings.

### PUBLIC SECTOR

#### Public Sector Collaboration

At the **National** level, KISAN conducts joint monitoring with the National Project Advisory Committee (NPAC) members and USAID/Nepal, and presents status updates regularly in MOAD review meetings.

At the **Regional** level, KISAN works with the Regional Directorate to ensure smooth coordination and participates in Regional meetings.

At the **District/VDC** level, KISAN works in coordination with DADOs and DADC/DDC, shares project plans with DADC members and others, participates in District Agriculture Alliance meetings, and conducts project briefing meetings in all KISAN VDCs.



Figure 11. KISAN participated in 11 **district agriculture fairs** organized by stakeholders, such as this fair in Safebahar. The fairs help promote new agriculture technologies and facilitate sharing of ideas between farmers, entrepreneurs, traders, extension workers, etc. KISAN, in collaboration with DADO, Agricare, and IPM-IL displayed various project-promoted techniques.

#### Government of Nepal

KISAN works in close collaboration with the GON at all levels, participating in key events at central, regional, and district levels.

#### VDC project orientation/inception meeting.

In this quarter, KISAN conducted seven VDC project orientation and inception meetings to build rapport with VDC secretaries and other stakeholders. This has facilitated discussions on opportunities for coordination and leveraging with VDCs. Many VDC secretaries have appreciated KISAN intervention and supported matching fund to our target beneficiaries.

#### Interaction meeting at VDC level for joint planning, program sharing, and leveraging.

In this quarter, KISAN organized 152 interaction meetings at the VDC level for joint planning, program sharing, and leveraging. During the meetings, KISAN provided updates on project activities progress. VDC secretaries have committed leveraging activities for agriculture inputs like seed of rice, maize, and vegetables, irrigation, commercial agriculture production, integrated pest management, and collection center development.

**Joint monitoring visit with district-based partner GON/NGOs offices/staff.** KISAN continues to conduct joint monitoring visits with representatives from related partner projects, NGOs,

Community Development Office, District Development Committee (DDC), DADO, Women Development Office (WDO), seed cooperatives, agrovets and farmers. As in previous quarters, participants observed different demonstration sites on onion, lentil, and off-season vegetables production.

### **National Seed Summit Preparation**

KISAN is taking a lead role in the preparation for the National Seed Summit in coordination with GON, MOAD, along with other stakeholders on 31 May – 1 June, 2015. The Management and Technical Committees continue to prepare for the event, including preparation of thematic papers through assigned experts, and finalized in consultation with expert reviewers:

- Seed Policy Environment - Dr. Rajendra Prasad Adhikari
- Research and Support Services - Dr. Devendra Gauchan
- Seed Quality and Marketing - Dr. Mahendra Prasad Khanal
- Seed Industry Development - Dr. Ganesh Raj Joshi
- Farmers' Rights and Seed Sovereignty - Dr. Siddhi Ganesh Shrestha

International consultants will be engaged by thematic area to bring international experience and private sector perspective into the thematic discussions. National private sector representatives will also be engaged.

**Group registration at GON and other relevant.** In this quarter, KISAN facilitated 102 farmer groups to register GON offices. This has helped in

institutional development of community-based groups. The registration of groups has led to social mobilization and technology adaptation in a sustainable manner. This has further improved groups' linkages with DADO/ASC, VDC, WDO, and other resources.

## **FEED THE FUTURE AND OTHER PROJECTS**

KISAN works with other USAID/FTF partners in Nepal to identify best practices and lessons learned to scale up within the KISAN Project. KISAN is working closely with its partner DEPROSC to facilitate FTF KISAN Component C Business Literacy project and will work with the Global Health Initiative (GHI) Suahaara Project. Component C will provide literacy and Suahaara will provide nutrition interventions to KISAN beneficiaries in common working areas. The two FTF projects supporting KISAN are CSISA and IPM-IL. KISAN is also aligned with the Peace Corps Program, as well as USAID's Farmer-to-Farmer (F2F) Program.

### **Activity CC. 3 Coordinated and linked with GON and other Feed the Future Projects**

**FTF KISAN Component C Business Literacy.** Through the award for the FTF Component C USAID's Business Literacy Project, DEPROSC will address FTF Outcome 9 "Increased resilience of vulnerable communities and households through skills development." The program integrates vulnerable groups through literacy, nutrition, life skills, disaster risk reduction training, and entrepreneurship action-oriented education enabling women, youth, disadvantaged castes, and ethnic minorities to access agricultural and nutrition interventions. All 48,000 Component C beneficiaries will be selected from KISAN groups, and staff from both projects continues to coordinate closely. This quarter, the Business Literacy project has completed three Master Training of Trainers, producing 77 master trainers. These master trainers have gone on to train 1,267 community trainers from 10 Mid-West districts. The

trainers have completed delivery of the four-month Module 1, covering basic literacy and numeracy training for 31,690 KISAN beneficiaries as of March 2015. Module 2 covers nutrition, and will begin in April 2015.

**IPM-IL.** KISAN is helping roll out and demonstrate new technologies assessed under the IPM-IL. Collaborative activities conducted this quarter are presented in the Outcomes section of this report.

**Activity CC.4 Integrated Peace Corps Volunteers.** The KISAN Project continues to collaborate with the Peace Corps, participating in interactions at national as well as district levels.

**Activity CC.5 Coordinated and collaborated with key USAID projects in KISAN districts**

**PAHAL/SABAL.** KISAN has begun close coordination with Food for Peace activities being implemented through the PAHAL and SABAL projects. Discussions are underway to establish close working relations with the two Food for Peace projects in common districts; the projects are also likely to be included into the KISAN NPAC to help smooth coordination with GON.

**CSISA.** The KISAN Project continues to work with CSISA to roll out technology and co-locate demonstration plots to show improved varieties. Collaborative activities conducted this quarter are presented in the Outcomes section of this report.

**Suahaara.** KISAN and Suahaara overlap in Baitadi, Dadeldhura, Doti, and Achham. The two teams are coordinating to strengthen working relationships between the two projects in common beneficiary communities.

**Farmer-to-Farmer Program.** KISAN continues to coordinate closely with USAID's Farmer-to-Farmer (F2F) Program being implemented with Winrock International to engage expertise to support the KISAN Project and objectives where possible.

## **V. MONITORING AND EVALUATION (M&E)**

M&E activities focus on two key objectives: 1) fulfilling USAID/Nepal and FTF data requirements and reporting on progress; and 2) providing feedback to Project staff, partners, and beneficiaries to facilitate learning and adaptive management. Project evaluations will be conducted by a third party contracted by USAID/Nepal. KISAN fielded M&E Consultant Lorene Flaming to attend the USAID M&E Workshop in early February, design data collection surveys, review and revise KISAN's current M&E Plan and approach, and other duties as needed/requested by USAID.

**Activity M&E.1 Maintained web-based interactive monitoring and evaluation database (WIKISAN) and regularly updated.** The M&E team, including interns, continues to update data in WIKISAN regularly to allow managers to easily access data to track progress and analyze results. This quarter KISAN has involved 31 interns to maintain WIKISAN data in all 20 districts. The interns are a diverse team: 87% were female, and 48% were from Janajati, 6% from Madheshi, and 3% from dalit communities. Information of all of KISAN Y3 beneficiaries are entered into WIKISAN database. Recently, WIKISAN has been updated to version 3.3 with the ability to tag flood victims (vulnerable households).

**Activity M&E.2 Revised the M&E Plan.** The M&E Team, in coordination with Outcome Leads and other technical staff, revised the M&E Plan so that it aligns with USAID/Nepal Performance Monitoring Plan, Bureau of Food Security/Feed the Future M&E guidance documents, revised KISAN contract SOW, and guidance from the KISAN COR and M&E BFS/FTF Advisor. The revised M&E plan focused mainly on streamlining indicators, including Key Performance Indicators and custom indicators were revised. KISAN submitted the revised M&E Plan on March 2, and received comments from USAID on March 24. The team is addressing comments.

**Activity M&E.3 Updated data collection forms to align with indicators in M&E Plan.** The M&E Team updated data collection forms for the upcoming survey to align with the revised M&E Plan and indicators.

**Activity M&E.6 Training on data collection, entry, and quality analysis.** KISAN M&E Consultant Lorene Flaming has been building the capacity of M&E staff on data collection forms, data entry, data quality assurance, and other tools/M&E issues and techniques.

KISAN began conducting three-day training workshops at the end of this quarter to prepare for collection of farmer baseline and FY2014 data (two workshops between March 29 and April 4). KISAN trained 48 enumerators (KISAN Agriculture Program Officers, Business Development Services Officers), 15 consultants from PHD, and Full Bright's survey supervisor.

**Activity M&E.8 Spot checks and Data Quality Analysis (DQA).** Moving forward, the KISAN M&E Team will conduct spot checks and data quality analysis per guidelines drafted by M&E Consultant Lorene Flaming during the current quarter.

**Activity M&E.9 Geo-enabled data maintained.** The WIKISAN datasets has been imported to KISAN Geo-enabled database systems. Emphasis is now on collecting geographic coordinates of Market Centers/Collection Centers and other private sector actors with which KISAN is working in districts.

**Activity M&E.11 Survey to collect baseline data and FY2014 results and update data in FTFMS.** In preparation for the survey to collect baseline and FY2014 data, KISAN engaged two local firms through fixed-fee service agreements. The PhD Group will field enumerators and lead data collection efforts in 20 districts in collaboration with KISAN staff. Full Bright Consultancy will oversee and manage database development, data quality control, and data entry. The survey will get underway next quarter. KISAN attended a quarterly review meeting with RIDA on March 19, 2015 and shared the survey plan. KISAN is in discussion with RIDA to arrange a meeting to share survey tools and key findings.

## **VI. OPERATIONAL, ADMINISTRATIVE, AND FINANCIAL ACTIVITIES**

**Activity OP.1 Submitted key deliverables to USAID/Nepal.** KISAN has submitted several revised deliverables to USAID this quarter. See Table 6 for an overview.

**Table 6. Contract deliverables and status**

<b>Deliverable</b>	<b>Date Submitted</b>	<b>Status</b>
Y3Q2 Quarterly Report	January 30, 2015	Received comments from USAID that did not require revision; uploaded to DEC
Modification Proposal (Mod 7)	February 25, 2015	Received comments from USAID and resubmitted revised SOW on April 3, budget on April 10, 2015
Revised Y3 Annual Work Plan	March 2, 2015	Received comments from USAID and resubmitted to USAID on April 3, 2015
Revised M&E Plan	March 2, 2015	Received comments from USAID; currently addressing comments and making further revisions
Grants Handbook	March 14, 2015	Received comment from USAID that Handbook does not require USAID approval

**Activity OP.2 Implemented Branding and Marking Plan.** Winrock and its partners continue to ensure proper branding and marking as per the approved plan.

**Activity OP.2 Staff recruitment and training.** During this quarter, KISAN COP Tim Ekin resigned and officially left the project in January 2015. Winrock mobilized Home Office Manager Erin Hughes to serve as Acting COP until Winrock's Strategic Planning Manager arrived in Nepal to serve as ACOP. Winrock quickly recruited Phil Broughton to take over the position on February 18, 2015. As part of a reorganization aimed at improving management of the project, KISAN has created several new positions for which it is currently recruiting:

- Business Opportunities Director
- M&E Director
- Administrative and Human Resources Manager
- Grants and Procurement Manager
- Operations Director

KISAN hired an additional 13 staff at district, regional, and central levels.

### **Other Operational Activities**

**VDC Selection.** As the project expands into VDCs in project districts, KISAN conducts inception workshops to orient communities, government bodies, and other stakeholders about the project. This quarter, KISAN conducted 28 inception meetings in 28 new VDCs across eight districts.

**Procurement.** Registration of the 22 motorcycles for use in project districts is in the final stage

**KISAN Partner Coordination.** KISAN continues to coordinate closely with implementing partners CEAPRED and DEPROSC. Senior representatives from both organizations continue to participate in all project events and major interactions, including the NPAC, related visits, and the revision of the KISAN Annual Workplan according to Modification 4.

## VII. CHALLENGES AND ANTICIPATED FUTURE PROBLEMS, DELAYS, CONDITIONS, AND CONSTRAINTS THAT MAY ADVERSELY AFFECT THE IMPACT OF THE PROGRAM

**Contract Modifications.** Winrock received formal notification from USAID/Nepal on February 11, 2015 that there would no transition of KISAN districts to a local organization (referred to as KISAN 2), and that Winrock and partners would continue to implement project activities in all 20 KISAN districts for the duration of the project. In the same notification, the project end date was revised from February 2018 to August 2017. USAID/Nepal requested a contract modification proposal, which included a revised Statement of Work and Cost Proposal. Winrock submitted this proposal on February 25, 2015. Winrock received comments from USAID on March 24 and submitted revised documents in early April. Winrock also submitted a contract modification to USAID on February 6, 2015 requesting a change in COP requirements. Winrock has not received a formal response on this proposal.

**Modification Compliance.** The primary focus of this quarter has been to adjust program activities to comply with Modification 4, further strengthening the private sector focus of the project in Modification 7. KISAN has scheduled a Strategy and Planning Session in the first week of April for key staff from all 20 districts as well as the regional and center offices. Consultant Richard Ody began working with the team this quarter to plan the workshop and interviewed staff to gain insight into KISAN's structure, management, organization, etc. The workshop will chart a path for the remaining years of the project to reflect the changes in the KISAN working approach. The team will together focus on developing an implementation approach that enables beneficiaries to achieve maximum results by:

- Working through value chain actors and third parties, such as LSPs, and when possible transition from direct project services to services through partners., and by facilitating linkages and service delivery among value chain actors among themselves.
- Balancing district implementation activities to increase impacts in cereal crops without compromising focus on higher level project outcomes
- Revising approach to irrigation to maximize access to water systems

It is expected that by the end of the three-day workshop, district teams will have translated the revised annual work plan into revised District Implementation Plans for the remainder of the Y3 period before the project adopts the US fiscal calendar.

**Climatic/Weather Issues.** Unseasonal heavy rain and hail has damaged 30-40% of the lentil seed produced this season. Hail and rain in early March 2015 affected the Rabi season crop like lentil, french bean, and river belt farming of vegetables. The damage has been extensive, and is likely to affect beneficiary farmer yields in project areas in the following ways:

- The relay crop of lentil under lowland areas damage ranged from 70-100%.
- Sole crop of lentil under upland areas damage range from 25- 35%.

- Hailstorm heat the lentil crop in Kailali and Kanchanpur where damage was 100%.
- Only late crop lentil is safe in upland areas
- Wheat crop was also affected by hailstorm in Kailali and Kanchanpur.
- River belt of vegetables farming is 100% damaged by flood water.

## VIII. ENVIRONMENTAL IMPACT

KISAN staff continues to reinforce the importance of safe environment practices and using safe pesticides in all project events and trainings.

## IX. SECURITY ISSUES

**Table 7. KISAN Security Reporting**

Date	Cluster	District	Description	Risk Level
January 1, 2015 - March 15, 2015	West	Arghakhachi, Kapilbastu, Gulmi, Palpa	Bandha on 12, 13, and 22 Jan 2015. Feb and March Normal. No any disturb to our program for implementation in the VDCs as well as district.	low
January 1, 2015 - March 15, 2015	Rapti	Dang, Pythuan, Rolpa, Salyan, Rukum,	General Strike on 11, 12, and 20 January, 2015 was ineffective but the situation was normal in this quarter	low
January 1, 2015 - March 15, 2015	Bheri	Surkhet, Dailekh, Jajarkot, Banke, Bardiya	There was no security issue in this quarter. No disturbance in the program implementation	low
January 1, 2015 - March 15, 2015	Far-West	Doti, Achham, Dadeldhura, Baitadi, Kailali, Kanchanpur	General strikes on 12, 13, 20, and 21 January 2015 but there was no security issues in this quarter	low

## X. KEY PRIORITIES FOR THE NEXT QUARTER

### ***Focus on rolling out KISAN Grants under Contract mechanism***

KISAN will finalize and release the Grants Annual Program Statement in early April and will begin implementing grants activities through private sector entities from the coming quarter onwards. Solicitations are expected to cover a range of activities that embed agriculture services through local businesses, such as seed production in local pockets, and improved production and cultivation practices

for rice, maize, vegetables, and lentils. Applications are expected from agrovets, cooperatives, millers, and private companies from the West, Mid-West, and Far-West.

### ***Facilitating eligible KISAN LSPs to seek for CTEVT accreditation through Community Agriculture Assistant Level I examination***

In the coming quarter, KISAN will facilitate eligible KISAN LSPs to prepare and sit for the Center for Technical Education and Vocational Training's (CTEVT) Level I *Community Agriculture Assistant* skill test. Once they have passed these exams, the LSPs will be able to work as accredited agriculture service providers in their communities, providing comprehensive services from land preparation to post-harvest technologies. KISAN expects that over 100 LSPs will be eligible for the accreditation examination, and will plan for a second round of exams for another lot of LSPs in late 2016.

### ***Preliminary Baseline and FY2014 Farmer Survey Results***

In the coming quarter, KISAN will complete the preliminary baseline and FY2014 survey data and submit the results. Survey findings and analysis will be completed by May 29, 2015, in preparation for the FY2014 Nepal Feed the Future Portfolio Review conducted by the USAID Bureau for Food Security in Washington, DC.

### ***Seed production planning for maize and rice***

In order to prepare for the upcoming planting seasons in maize and rice, the project team will focus on establishing seed production pockets, linking them to seed companies, facilitating contract farming of seed, and ensuring access to quality foundation seeds.

### ***Agrovet and change agent training***

KISAN anticipates agrovets are key players for the reinforced approach of working through local private sector and service providers. To build their technical and business capacity, and to establish a conducive environment for dissemination of KISAN promoted improved techniques and technologies, KISAN has planned agrovet training sessions to cover about 120 agrovets from all 20 project districts. This activity is being planned cluster wise.

### ***Continue to Strengthen the KISAN team***

KISAN continues to strengthen the team by continuing to identify and hire key human resources for optimum project performance. Positions will be advertised, and interviews will be conducted for a Grants Manager, HR Manager, M&E Manager, Business Opportunities Director, and Agriculture Director.

### ***Realignment of Annual Workplan and DIPs***

KISAN has revised the Y3 Annual Workplan to reflect the reinforced focus on working through private sector players, and others in the beneficiary districts. Also, in order to realign the project to the US fiscal year, KISAN's Year 3 will span June 2015 through to September 2015. To reflect these changes, the project team will prioritize the revision of district detailed implementation plans (DIPs) in the coming quarter so that project activities can transition seamlessly for the additional 2 months of Year 3 in July 2015 and September 2015.

## XI. ANNEXES

### ANNEX I: SUCCESS STORIES

#### SUCCESS STORY I

#### ***Transforming Women's Lives – from Marginalized Subsistence Farmers to Successful Entrepreneurs***



The women's group in Rolpa has collectively sold NRs 880,000 worth of vegetables. They will now begin large-scale vegetable cultivation using micro-irrigation, and transition from a vegetable production group into a registered cooperative.

production groups. One of the groups, Jaspur Krishak Samuha, includes 20 women from disadvantaged communities. KISAN began training the women on hybrid vegetable production using improved techniques and technologies, and helped the group develop customized market and business plans. To irrigate the vegetable plot, KISAN coordinated with district-level stakeholders to establish rainwater harvesting using a multiple use water system. The trainings and field-based demonstrations of crop cycles, production, and post-harvest management have taught the women how to make optimum gains on the vegetables they produce. To ensure sales of the cultivated vegetables, KISAN linked the group to *Holler Haat Bazaar* market. The women have also become members of *Gadilekh Krishi Sahakari* agriculture cooperative for access to credit to buy agriculture inputs. Moreover, KISAN has linked the group to the Business Literacy project in December 2014. The women now have two-hour classes six days a week, and are able to read, write and do basic calculations.

The transformation in the lives of these women has been phenomenal. Prior to KISAN all of the women were shy, illiterate housewives toiling in family plots to cultivate cereals that only lasted their families between 3 to 6 months – collectively growing an estimated 18,300 kg of cereal crops and vegetables annually. They note that although cereals took up more space in the plots, because of higher productivity when growing vegetables, production of both vegetables and cereals was about 9000 kg

As elsewhere in Nepal, the 800 households in Dubidada Village Development Committee (VDC), Rolpa district faced the usual challenges in agriculture: lack of irrigation facilities, limited information about market prices, and unpredictable monsoons. Moreover, because the community is at the bottom of a hill off the roadhead, they were often bypassed by rural development efforts; they had never worked with agriculture extension workers, and had no access to credit. The resulting situation was a vicious cycle of subsistence agriculture, continual food insecurity, and negligible investments for agriculture inputs.

In 2013 the KISAN project introduced commercial vegetable production in the VDC through vegetable

production groups. One of the groups, Jaspur Krishak Samuha, includes 20 women from disadvantaged communities. KISAN began training the women on hybrid vegetable production using improved techniques and technologies, and helped the group develop customized market and business plans. To irrigate the vegetable plot, KISAN coordinated with district-level stakeholders to establish rainwater harvesting using a multiple use water system. The trainings and field-based demonstrations of crop cycles, production, and post-harvest management have taught the women how to make optimum gains on the vegetables they produce. To ensure sales of the cultivated vegetables, KISAN linked the group to *Holler Haat Bazaar* market. The women have also become members of *Gadilekh Krishi Sahakari* agriculture cooperative for access to credit to buy agriculture inputs. Moreover, KISAN has linked the group to the Business Literacy project in December 2014. The women now have two-hour classes six days a week, and are able to read, write and do basic calculations.

each.. Following KISAN trainings, the group invested in agriculture inputs; because they had no credit history or relationship with the local agroveter, the women had to resort to taking loans of around NRs 5500 (around \$57) each for agriculture investments such as fertilizer. Since 2013 the women have focused on commercial vegetable farming, and collectively the group has sold 33,000 kg of vegetables, amounting to NRs 880,000 in the past 2 crop seasons. Each woman in the group now cultivates and sells on average 1600 kg worth of vegetables (cauliflower, cabbage, tomato and chilli), earning NRs 44,000 annually. When asked what they will do with the new earnings from the vegetable production group, and whether they will give the money to their husbands or sons, the women have one voice: 'This is the result of *our* hard work, why would we give our earnings to anyone? We will continue to work hard in our enterprise, and will reinvest the profits to make our business even stronger!'. The group is now preparing to begin large-scale vegetable cultivation using micro-irrigation. They also seek to transition their enterprise from a vegetable production group into a registered cooperative that can provide formal financial services in the community.

Having overcome all the odds, the women are eager to work even harder to establish their group as a model vegetable cultivation group in Rolpa district. With profits from the vegetable sales, the group is poised to begin a catering rental business to cater to community needs at events such as weddings. In recognition of the agriculture services they were providing and their role as local champions for commercial vegetable production, KISAN brought district stakeholders including government administrators from the Local Development Officer (LDO), agriculture and forestry officers, and local media to visit the group. Group chairperson Sukkala BK and other group members interacted with the visitors about production practices, and their journey from being marginalized women cultivating subsistence cereals to managing a successful commercial vegetable enterprise. Acknowledging their efforts to uplift the historically deprived community, the LDO has pledged to build a local school, to organize health camps, and to install lift irrigation for a larger supply of water in the VDC.

## SUCCESS STORY 2

### ***Seed agrovets doubled revenue after linking with project beneficiaries***

In rural Nepal, many smallholder farmers access necessary inputs such as seeds, fertilizers, pesticides, technical assistance, and more from local agrovet shops. These are agricultural input supply shops that range in size from serving a few hundred farmers to several thousands. Accessing these inputs is vital if farmers intend on establishing commercial production. KISAN is supporting agrovets to expand their business and better serve the farmers. KISAN supports seed companies develop marketing plans to expand their sale of improved seeds in the KISAN districts through agrovets.



*Jagdish has conducted 11 demonstrations of a new heat-resistant variety of cauliflower that can be grown in the Terai. More than 2,000 farmers have observed this new variety, and 100 KISAN farmers have purchased a total of 100 kg of this seed.*

Jagdish Maurya established the Maurya Seed Store and Vet Pharma, Taulihawa in 2009. Jagdish sells a variety of inputs including fertilizer and pesticides and also manages seed production. When the KISAN Project began activities in the area, Jagdish saw an opportunity to expand and improve his business. He participated in KISAN workshops where he built connections with farmers, traders, seed companies, and other input suppliers. He also participated in farmers' field days and intra-district exposure visits where he had opportunity to share his technical knowledge with other farmers and learn about new production technologies, post-harvest, and marketing approaches. Jagdish said, "After the linkage facilitated by KISAN with farmers, traders, and input suppliers, my daily transaction has doubled. In one year, we have made a net profit of \$19,149 through sales of seed, fertilizer and plastics". Before linkages with KISAN, the agrovet served 1,000 farmers; KISAN has linked them to an additional 4,000. He offered vendor-based financing (loan from the store) for 15 KISAN farmers so they could purchase quality agriculture inputs such as seed and pesticides. By doing this, the store also increased its sales. Farmers also gained access to agricultural inputs KISAN is promoting for improved vegetable and seedling production like plastic tray, coco peat, mulch plastic, and bio-pesticide.

As part of his marketing strategy, Jagdish is also carrying out trainings and demonstrations of new and improved technologies, inputs, seed varieties, and techniques to improve farmers' awareness of these options and ensure they have accurate information on how to use them correctly. By providing technical assistance with his products, Jagdish is also promoting his business by helping farmers be as successful as possible so they return to him for future purchases. To further improve his business, Jagdish plans to manage a permanent nursery on his roof and sell the seeds to farmers for quality production.

### SUCCESS STORY 3

#### ***Loans help farmers move from subsistence livelihood to commercial enterprise***

Credit and savings can be the difference between a subsistence living and thriving enterprise. For most smallholder farmers in developing countries, such as Nepal, accessing credit is difficult due to lack of knowledge, rural credit providers, and others. This limits the potential for expansion as farmers require agriculture inputs like high-quality seeds, fertilizers, pesticides, agriculture machinery, etc. most of which



*By taking a loan from the SACCO to purchase a power tiller, Charan earned more in one month than he did in during an entire year before KISAN intervention.*

the smallholder farmers cannot not afford.

With the help of the KISAN Project, Om Namaha Pandeswar Mahadev Savings and Credit Cooperative has increased the number of agricultural loans its members are accessing to improve their farming enterprises, and facilitating the growth of entrepreneurship.

Om Namaha Pandeswar Mahadev Saving and Credit Cooperative (SACCO), established in 2009, represents a community model that facilitates farmers' access to credit and loans in rural areas. SACCO members participated in KISAN trainings, exposure visit, and linkage workshops that helped identify characteristics

of well-functioning SACCOs and best practices, and link with a wholesale lending organization to increase their lending base. As a result of these interventions, the SACCO increased its members from 190 to 238. Following a business plan preparation training, the SACCO developed a strategic plan and started the Kabila Agriculture Cooperative to facilitate improved access to agricultural inputs.

KISAN helped farmers link with this SACCO so they could access loans to purchase agricultural inputs in order to increase their production. Each member contributes \$1.06 per month in savings, which the SACCO uses as loans and community investments. The farmers pay off the loans on a monthly basis; at meetings, members who have outstanding loans report their repayment progress to the entire group, ensuring accountability. As a result of this community approach, the repayment rate is 100%: no farmer has missed a payment to date. Twenty members have taken loans with a cumulative value of \$15,957. Most of the farmers used the loans to purchase improved vegetable seeds and input supplies. One member, Charan Singh Chaudhary, used his loan to buy a power tiller with a trailer. Lack of access to and ability to purchase agro-machinery is a significant constraint for smallholder farmers, and substantially reduces drudgery and increases production.

Charan took a loan of about \$2,234 to buy a power tiller in January 2014. Charan is a trader and Local Service Provider (an entrepreneur who provides agriculture guidance and services to farmers in their community). Before KISAN, he was a small scale farmer. Since purchasing the power tiller for ploughing, he has increased production. He is growing cauliflower, cabbage, tomato, cucumber, and bitter gourd on 0.14 hectares of land and sells the produce in the Ghorahi market (nearby, larger market). He also rents

his power tiller to other farmers at the rate \$7.45 per hour, and helps to transport other farmers' produce to the market using the trailer for a nominal fee of \$0.01 per kg. With increased income and improved agricultural skills, Charan expanded the area of vegetable farming and is selling 6.11 metric tons of seasonal and off-seasonal vegetables from which he earned \$1,170 per year. Prior to KISAN intervention, he earned only \$319 annually from small scale vegetable production. He earned an additional \$2,660 from renting his power tiller in just seven months. He has not missed a single loan payment. Charan plans on expanding his business by purchasing a reaper to rent to rice farmers.

## **ANNEX II: TRIP AND CONSULTANT REPORTS**

### **Trip Report**

**Traveler:** Chris Kopp, Home Office (Winrock-funded)

**Dates of Trip:** January 8-10, 2015

**Places Visited:** Kathmandu

#### **Purpose of the trip**

- Rapid project analysis and risk assessment

#### **Accomplishments during Visit**

- Met with project staff and former COP Tim Ekin
- Met with Navin Hada, Danielle Knueppel (USAID), along with Tim Ekin to discuss implementation and other issues
- Assessed situation/status regarding implementation and management issues

#### **Outcomes**

- Provided feedback to Home Office on how to improve management, which contributed to the recovery effort

### **Trip Report**

**Traveler:** Mark Tribble, Home Office (Winrock-funded)

**Dates of Trip:** 10 January to 30 January

**Places Visited:** Kathmandu

#### **Purpose of the trip**

- Provide support for Work Plan
- Provide guidance and continuity during COP Transition
- Identify opportunities to improve processes to better support the KISAN Project.

#### **Accomplishments during Visit**

- Proposed new internal management structures to strengthen KISAN
- Represented Winrock during COP transition
- Provided staff counseling during COP transition

#### **Outcomes**

- Accelerated grants internal review process
- Redefined management structure
- Kept staff focused during COP transition

## **Trip Report**

**Traveler:** Lorene Flaming, Consultant

**Dates of Trip:** February 2 – April 28, 2015

**Places Visited:** Kathmandu, Nepalgunj

### **Purpose of the trip**

- KISAN fielded Lorene Flaming as a Monitoring and Evaluation Consultant to attend the USAID M&E workshop in February 2015, design data collection surveys for baseline and FY15 data, review and revise KISAN's current M&E Plan and approach, and other duties as needed.

### **Accomplishments During Visit**

- With the M&E Team, revised the M&E Plan to align with updated project approach (Mod 4 and 7), including streamlining indicators and
- Contributed to M&E portions of Modification 7 proposal
- Review overall KISAN M&E approach
- Attended USAID M&E workshop
- Met with Navin Hada, John Stamm, and others at USAID on several occasions to discuss M&E approach, guidance, etc.
- Assisted in assessing M&E service providers and worked with KISAN team to hire these service providers, trained and deployed them to conduct surveys/data collection
- Designed surveys to collect baseline data as well as FY15 data
- Contributed to M&E workshop for KISAN staff and M&E subcontractors participating in the data collection survey

### **Outcomes**

- Submitted revised M&E Plan on March 2
- Developed data collection surveys for baseline and FY2014 results survey
- Revised, streamlined indicator list and FY2015 targets
- Ensured enumerators and M&E subcontractors were fully trained for the survey

## **Trip Report**

**Traveler:** Jamal Khetran, Home Office (Winrock-funded)

**Dates of Trip:** February 2-8, 2015

**Places Visited:** Kathmandu

### **Purpose of the trip**

- Meet with USAID on recovery effort
- Meet with staff and partners to discuss issues and provide leadership/support

### **Accomplishments during Visit**

- Met with Navin Hada, John Stamm, Danielle Knueppel, and Shirley Baldwin (USAID) to lead/discuss the recovery effort
- Met with project staff and local partners to ensure they were well-informed on issues related to the project and of Winrock's commitment to them and the project
- Worked with the Home Office Manager Erin Hughes to define support needed from Winrock Headquarters and made sure that ACOP (Erin Hughes) was able to lead on the content and staffing of the action plan agreed upon with USAID
- Met with KISAN partners and led a detailed discussion on KISAN, communications between Winrock and them, Modification 4, and the way forward

### **Outcomes**

- Partners and staff reassured of Winrock's commitment and understood the issues and plan of action moving forward
- Clear plan of action developed for the recovery effort
- KISAN staff and Home Office staff part of the recovery effort received support needed to address project issues

## **Trip Report**

**Traveler:** Erin Hughes, Home Office

**Dates of Trip:** February 2 – March 16, 2015

**Places Visited:** Kathmandu, Kailali, Dadeldhura, Doti, Kabilbastu, Dang, and Bhairahawa

### **Purpose of the trip**

- The primary purpose of the trip was to redesign the workplan and to provide leadership to get the project back on track.

### **Accomplishments During Visit**

- Briefed M&E Consultant on KISAN Project
- Met with KISAN key partners including PAHAL, SABEL, Suahaara and the Business Literacy Program to further explore how to collaborate and introduced those working in KISAN areas to the new COP.
- Accompanied Feed the Future Team Leader Danielle Knueppel and Bureau of Food Security Fellow, Salik Farooqi to see KISAN beneficiaries in the Far Western Districts.
- Oriented the COP to the program and the contract.
- Accompanied the Mission Director, Deputy Mission Director, and Director of Program Office and Director of Social, Environmental and Economic Development Office to see KISAN impact in Dang and Kabilbastu.
- Revised contract pieces for USAID as per their request
- Revised the workplan
- Helped identify targets for 2015

### **Outcomes**

- First drafts of the budget, statement work and M&E plan were submitted
- USAID noted that they were pleased with the progress of the project and its direction

## **Trip Report**

**Traveler:** Lutfiyah Ahmed, Home Office (Winrock-funded)

**Dates of Trip:** 05 February 2015 – 25 February 2015

**Places Visited:** Kathmandu, Nepal

### **Purpose of the trip**

- Support KISAN team in Kathmandu during COP transition period.

### **Accomplishments during Visit**

- Serve as Acting COP from 2/9/15 – 2/18/15
- Communicate with USAID and draft weekly reports to USAID
- Support preparations for USAID field visit during week of 2/9/15

- Support deployment of Phil Broughton
- Work with grants team to develop grants tracker and finalize grants for USAID approval
- Support local recruitment
- Support team in developing schedule, org chart and preliminary budget as part of year two work plan and modification 7
- Facilitated the visit for Robyn McGuckin, Sr. Vice President for Programs, Winrock International

### **Outcomes**

- Regular communication with USAID established through weekly reports
- Phil Broughton deployed as KISAN COP
- 100,000 Science and Technology Competition for Resilience in Nepal grants (Creating Smiles Building the Nation and FORWARD Nepal) submitted to USAID for approval

### **Trip Report**

**Traveler:** Alex Loken, Home Office

**Dates of Trip:** February 9 – March 21, 2015

**Places Visited:** Kathmandu, Dang, and Kapilbastu

#### **Purpose of the trip**

- The primary purpose of the trip was to support the revision of the Year 3 Annual Workplan and provide support on other project activities as needed such as grants.

#### **Accomplishments During Visit**

- Met with Shirley Baldwin and John Stamm where Winrock was informed that KISAN 2 was cancelled
- Facilitated and contributed to revision of the Y3 AWP and Modification 7 proposal
- Developed Annual Program Statement
- Finalized Grants Manual with input from staff
- Revised the Employee Handbook and Employee Agreement
- Worked with staff to develop success stories and guides for field staff on how to develop success stories
- Developed Terms of Reference for five positions: Operations Director, M&E Director, HR and Admin Manager, Grants and Procurement Manager, and Agriculture Expert

- Reviewed/prepared documentation to field international consultants (Tom Green, Rick Ody, Rob Tripp)

### **Outcomes**

- First drafts of the budget, revised statement work were submitted
- APS, Grants Manual submitted to USAID to increase grants program output
- Four of five TORs posted and recruitment has commenced
- Developed 8 success stories

## **Trip Report**

**Traveler:** Tom Green, Consultant

**Dates of Trip:** March 21 – April 16, 2105

**Places Visited:** Kathmandu

### **Purpose of the trip**

- Develop a strategy to identify, select, engage, and build capacity of private sector enterprises in KISAN's four value chains

### **Accomplishments During Visit (through March 31)**

- Met with KISAN staff, DEPROSC, SMARTH, CIMMYT, Sital Drip Irrigation Technology (irrigation equipment manufacturer), and Nimbus holdings Pvt. Ltd. to discuss:
- Technical feasibility and economic viability of institutionalizing embedded, or support services in lead firms on national level and established value chain enterprises on regional/district level
- Enabling environment required to institutionalize services in the private sector
- Requirements for and progress of lead firms developing warehouse receipts
- Meeting list and schedule of visits
- Initial selection criteria for grant program candidates

### **Outcomes**

- Developed a schedule for meeting with KISAN private sector value chain enterprises and initial selection criteria for grant candidates
- Gained insight into context/situation regarding the potential of embedding services in the private sector

## **Trip Report**

**Traveler:** Rick Ody, Consultant

**Dates of Trip:** March 27 – April 17, 2015

**Places Visited:** Kathmandu, Nepalgunj

### **Purpose of the trip**

- Review KISAN organizational structure, prepare district-level implementation plans, and develop management tools

### **Accomplishments During Visit (through March 31)**

- Interviewed staff members to gain insight into KISAN structure, management, organization, etc.
- Worked with staff/COP to plan the April Workshop

### **Outcomes**

- Gained understanding of KISAN structure, processes, etc., which informed his recommendations for improvements

## **Trip Report**

**Traveler:** Jeffrey Apigian, KISAN Home Office Project Coordinator

**Dates of Trip:** March 12-29, 2015

**Places Visited:** Kathmandu

### **Purpose of the trip**

- The primary purpose of the trip was to 1) serve as the Acting Chief of Party in COP Phil Broughton's absence; 2) contribute to revisions to KISAN deliverables including the Annual Work Plan; and 3) support KISAN staff in ramping up key activities including grants.

### **Accomplishments During Visit**

- Participated in meetings with USAID/Nepal including Navin Hada, Danielle Knueppel, and John Stamm.
- Negotiated with and mobilized local M&E Firms to support the baseline/FY14 KISAN data survey.
- Assisted in revisions to key project deliverables including the Annual Work Plan, Monitoring and Evaluation (M&E) Plan, and Grants Handbook.
- Assisted in revisions to the Contract (Sections C, F, H) and Budget in response to the Modification 7 proposal request.

- Assisted KISAN staff in preparing a detailed grants workplan based on the FY15 target of signing \$600,000 in new grants.
- Assisted in preparing TORs and posting advertisements for new positions including the Operations Director, Monitoring and Evaluation Director, Grants and Procurement Manager, and HR and Admin Manager.
- Assisted in mobilizing and orienting KISAN consultant Thomas Green.
- Participated in meetings with KISAN staff.

### **Outcomes**

- Revisions to the Annual Work Plan, M&E Plan, Grants Handbook, Contract (Sections C, F, H), and Budget submitted to USAID/Nepal.
- Three grants fully executed with Nimbus International, FORWARD Nepal, and Creating SMILES to building the Nation.