



KISAN PROJECT

ANNUAL WORKPLAN YEAR 3 — JULY 1, 2014 - JUNE 30, 2015
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CONTENTS

Executive Summary 0

Introduction 0

 Component A: Improved agricultural productivity 0

 Achieving Contract Objectives 1

 Critical Assumptions 3

Expected Activities to be Undertaken to Reach Annual Objectives 3

 Performance Objective 1 (Component A): Inclusive Agriculture Sector Growth 3

 IR 1: Improved Agricultural Productivity 4

 Other Input Supply Activities 10

 Activity A. 1.5 Support Agricare, bio pesticide supplier to extend networks and reach into KISAN areas 11

 IR 2: Increased Agriculture Value Chain Productivity Leading to Greater On- and Off-Farm Jobs... 17

 Activity A 4.11 Engage processors in training farmers 21

Operational, Administrative, and Cross-Cutting Plans and Activities 23

Annexure 31

 Annex A. Graphic Illustration KISAN Year 3 (Y3) Work Plan 32

 Annex B. KISAN Procurement Plan **Error! Bookmark not defined.**

ACRONYMS

AEC	Agro Enterprise Center
AFN	Antenna Foundation Nepal
AFSP	Agriculture Food Security Project
AT	Agriculture Technicians
BDSO	Business Development Services Officer
CC	Collection Center
CBO	Community-Based Organization
CEAPRED	Center for Environmental and Agricultural Policy Research, Extension and Development
COP	KISAN Chief of Party
COR	Contracts Officer Representative
CSC	Credit and Savings Cooperative
CSISA	Cereal Systems Initiative for South Asia
DADC	District Agriculture Development Committee
DADO	District Agriculture Development Offices
DC	District Coordinators
DCOP	KISAN Deputy Chief of Party
DDC	District Development Committee
DEPROSC	Development Project Service Center
DIP	Detailed Implementation Plans
FINGO	Financial Intermediary Non-Governmental Organization
FTF	Feed the Future
FWDR	Far-Western Development Region

GATE	Global Agri-Tech Nepal
GESI	Gender Equality and Social Inclusion
GIS	Geographic Information System
GON	Government of Nepal
GUC	Grants under Contract
HMRP	Hill Maize Research Program
ICCA	Initiative for Climate Change Adaptation
ICT	Information and Communication Technology
IFPRI	International Food Policy Research Institute
IPM	Integrated Pest Management
IPM-IL	Integrated Pest Management – Innovation Laboratory
IR	Intermediate Result
IT	Irrigation Technician
KISAN	Knowledge-based Integrated Sustainable Agriculture and Nutrition Project
LSP	Local Service Provider
MFDB	Micro Finance Development Bank
MFI	Micro Finance Institution
MOAD	Ministry of Agriculture Development
MPC	Market Planning Committees
MS	Marketing Supervisor
MUS	Multiple Use of Water Systems
MWDR	Mid-Western Development Region
NARC	Nepal Agriculture Research Council

NGO	Non-Governmental Organization
NPAC	National Project Advisory Committee
NRS	Nepali Rupees
OCAT	Organizational Capacity Assessment Tool
OPV	Open Pollinated Varieties
PCV	Peace Corps Volunteer
PO	Program Officer
PPP	Public Private Partnership
RISMFP	Raising Income of Smallholder Farmers Project
RSDC	Rural Self-reliance Development Centre
SACCO	Savings and Credit Cooperative
SEAN	Seed Entrepreneurs Association of Nepal
SSSC	SEAN Seed Service Support Center
STTA	Short-Term Technical Assistance
SWOT	Strength, Weakness, Opportunity, and Threat
TOT	Training of Trainers
USAID/Nepal	United States Agency for International Development in Nepal
USG	United States Government
VDC	Village Development Committee
WDR	Western Development Region
WI	Winrock International

EXECUTIVE SUMMARY

This document describes the activities that the KISAN Project will undertake from July 1, 2014 – June 30, 2015, the third year of the project. This third year is the first year the project will undertake full activities in all twenty districts. It is also expected to be the biggest year of the project.

In the field, the project is planning to work with 2435 farmers groups comprising of 48,700 farmers, and train 370 change agents in all twenty project districts in the West, Mid-West, and Far-West regions of the country i.e. Kapilvastu, Argakhachi, Palpa, Gulmi, Pyuthan, Rukum, Rolpa, Banke, Bardia, Dailekh, Jajarkot, Surkhet, Salyan, Dang, Kailali, Kanchanpur, Baitadi, Accham, Doti, and Dadheldhura. KISAN will introduce new/improved technologies to produce higher yields and better quality high-value vegetables, as well as maize, rice, and lentils.

KISAN will also focus on the private sector in Year 3 (Y3). In the seed sector, KISAN will work towards reducing barriers for the seed sector to increase production of hybrid maize as well as open polinated varieties (OPV) of lentils and rice. The barriers include limited seed production, nascent companies, as well as government policy issues (to be addressed by IFPRI and CIMMYT). KISAN will work with the small private sector companies to expand their size and reach. Simultaneously, KISAN will strengthen microfinance institutions to provide credit to agrovets, agroenterprises, and farmers.

INTRODUCTION

Winrock International (WI) received a contract from the United States Agency for International Development in Nepal (USAID/Nepal) for the Knowledge-based Integrated Sustainable Agriculture and Nutrition (KISAN) Project on February 14, 2013. The project follows the Government of Nepal (GON) calendar and the first year was from February – June 30; Year 2 was from July 1, 2013 – June 30, 2014. This plan describes activities for the third year from July 1, 2014 – June 30, 2015.

The KISAN Project is part of the Feed the Future (FTF) Initiative and is the flagship food security project of USAID/Nepal. The Project's overall goal is to sustainably reduce poverty and hunger in Nepal by achieving inclusive growth in the agriculture sector and increasing the incomes of farm families. The project is implemented in collaboration with three Nepali organizations as subcontractors: Antenna Foundation Nepal (AFN); Development Project Service Center (DEPROSC); and Center for Environmental and Agricultural Policy, Research, Extension and Development (CEAPRED). The KISAN Project has one primary component with five specific outcomes.

COMPONENT A: IMPROVED AGRICULTURAL PRODUCTIVITY

Outcome 1: Farmers receive improved and increased agricultural inputs.

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 for agriculture-related technology identification and dissemination.

As per the contract (Section C.4.8.6), Winrock is required to develop and submit an Annual Work Plan to the USAID/Nepal Contract Office Representative (COR). This draft workplan describes the activities to be conducted from July 1, 2014 until June 30, 2015. The workplan provides an overview of the project and how the project will achieve the performance objectives. Activities are organized by Performance Objectives, Intermediate Results (IRs), and Sub-Intermediate Results (Sub-IRs) to clearly demonstrate how they contribute towards achieving contract objectives. For each activity, the work plan provides a brief description of the activity, benchmarks, required resources, entity responsible, expected time frame, as well as any critical assumptions. The Workplan addresses gender equality and social inclusion (GESI) related issues, and approaches as to how the project is managed to ensure the components are fully integrated.

The workplan includes an Annex with a table that shows the activities, organization responsible, and the timing.

ACHIEVING CONTRACT OBJECTIVES

The overall goal of the KISAN Project is to sustainably reduce poverty and hunger in Nepal by achieving inclusive growth in the agriculture sector, increasing the incomes of farm families, and improving nutritional and hygiene status, especially of women and children. USAID/Nepal will implement the project over a five-year period through an integrated, whole-of-government approach that includes strategic agriculture and nutrition investments supporting contributions in cross-cutting areas.

The KISAN Project is one of three primary and integrated components of the Feed the Future Initiative in Nepal. KISAN is focusing on: improved agricultural productivity (Formerly Component A of the KISAN Project), and will collaborate closely with the Suaahara project which improves nutrition, hygiene awareness and service delivery (Formerly known as Component B), and DEPROSC's Livelihoods and Literacy (Formerly Component C). Component A directly contributes to one of USAID's first level objectives for all Feed the Future programming, which is inclusive agriculture sector growth.

In order to achieve inclusive agriculture sector growth (Component A), KISAN will achieve two intermediate results (IRs): improved agricultural productivity and increased agricultural value chain productivity leading to greater on- and off-farm jobs. To achieve these IRs, KISAN will build the capacity of Change Agents (farmers, extension agents, agribusiness representatives, other private sector players,

etc.) to provide services and to train farmers in improved cereal crops (maize, rice, and lentil) and high-value vegetable production based on agro-ecological conditions and market demand. KISAN conducted a subsector analysis and has identified groups of smallholders (production pockets), matching product demand with production capabilities.

To improve productivity, KISAN will increase access to high-quality agricultural inputs (Outcome 1, Sub-IR 1.1) mainly focusing on water, seed, credit, safe-to-use pesticides, and other inputs. KISAN will increase access to water for irrigation and other domestic uses through a multiple use water services (MUS) approach. The project will increase the availability, quality, and quantity of high-yielding and drought, flood and disease-resistant seeds through private sector contracts for farmers for seed production, and such other methods it deems appropriate. For the most remote households, KISAN will promote seed production, livestock (i.e. cows, buffaloes, and goats), and other less perishable commodities to sustainably increase incomes. In collaboration with the Component C contractor, KISAN will increase farmers' understanding of how to access and utilize credit, and will, under Component A, increase the availability of microcredit in target districts.

To build the capacity of Change Agents (Outcome 2, Sub-IR 1.2), KISAN will employ a training-of-trainers (TOT) approach through which staff will equip extension agents, non-governmental organizations (NGOs) staff, lead farmers, and local service providers (LSPs) with the training and resources required to train farmers and beneficiaries on improved agricultural practices and services. Trainings will focus on production of high-value vegetables for market sale and nutrient-rich agricultural products which can be consumed within the household to improve nutrition. Through these trainings, KISAN will introduce improved sustainable agriculture practices, as well as techniques for cereal crop intensification, improved post-harvest technologies, and strategies to reduce vulnerability to climate change. The introduction of preservation and storage technologies will reduce post-harvest losses (Outcome 3, Sub-IR 1.3).

KISAN will establish and strengthen Marketing and Planning Committees (MPCs) and coordinate with farmers groups to establish market collection centers within their pocket area where they can sell their produce, purchase inputs, and use productivity-enhancing technologies. To ensure that gains in productivity are sustainable and result in increased incomes, KISAN will promote market-led agriculture activities which will lead to an increase of on- and off-farm jobs. MPCs are comprised of various stakeholders including smallholder farmers, output traders/wholesalers, and District Agriculture Development Office (DADO) representatives. MPCs will play a crucial role in organizing and managing collection centers, establishing linkages with external traders and wholesale markets, sharing market information, helping market-led production planning, and expanding their capacity to absorb the increased production of smallholder farmers promoted by KISAN (Outcome 4, Sub-IR 2.1).

KISAN will build the capacity of local organizations (Outcome 5, Sub-IR 2.2), government organizations, as well as NGO to ensure they assume ownership for and carry on implementation of activities introduced by the project to promote inclusive agriculture sector growth. Grants will support relevant

research, and interested organizations will gain the financial and programmatic skills required to contract directly with USAID/Nepal.

KISAN will work through local government, extension agents, and local NGOs to increase the capacity of Nepali institutions and organizations. Finally, the project relies on gender and social inclusion as a guiding principle in its design, so that in all phases of program management and implementation, special consideration will be given to include men and women equally, and to reach excluded and marginalized populations to extend project benefits to all populations in KISAN districts.

CRITICAL ASSUMPTIONS

Success of the KISAN Project is based on several underlying assumptions. General assumptions are as listed below; Outcome-specific risks are outlined in respective sections.

- Other Feed the Future components are operational and successful.
- The Government of Nepal (GON) supports KISAN.
- Larger infrastructure (roads, large scale irrigation) is in place.
- VDCs, other line agencies, and other projects are willing to support and provide other resources to support the beneficiaries.
- The political situation is stable.
- Other projects are interested in working in a coordinated fashion.
- Beneficiaries are interested in/to change.
- Agriculture production is not significantly impacted by weather or climate change during project years.

EXPECTED ACTIVITIES TO BE UNDERTAKEN TO REACH ANNUAL OBJECTIVES

PERFORMANCE OBJECTIVE I (COMPONENT A): INCLUSIVE AGRICULTURE SECTOR GROWTH

Component A will address food insecurity in Nepal by increasing rural people's income through the promotion of high-value agricultural production linked to markets and functional supply chains. KISAN will also focus, strengthen, and work with private sector agribusinesses to ensure USAID's investments continue after the project ends.

IR I: Improved Agricultural Productivity

Outcome 1, Sub-IR 1.1: Farmers receive improved and increased agricultural inputs

Many farmers lack access to timely and quality inputs which greatly reduces their crop productivities. The KISAN Project will target the key inputs—seeds, water, and credit—with the assumption that by increasing the quality and availability of these inputs, farmers will be able to greatly increase their productivity. While fertilizer is another common limitation, the International Food Policy Research Institute (IFRPI) is working on policy issues regarding fertilizer availability, KISAN is linking farmer groups and MPCs to GON and private sector sources of fertilizer. In addition KISAN is supporting farmer production of backyard compost and liquid fertilizer (*jholmol*). KISAN will improve seed production and availability, strengthening and expanding seed companies and seed production cooperatives' production and marketing of cereal and lentil seeds; facilitate communities to establish MUS and work with microfinance institutions (MFIs) to increase farmers' access to credit and agribusinesses' access to capital.

Critical Assumptions:

- Farmers use inputs to which they have access.
- Inputs promoted are what farmers need.
- Sufficient availability of source seeds for seed production.
- Farmers adopt new varieties of seed.
- Farmers have access to fertilizer.
- Enterprises are interested in growing their business and increasing their clients and revenue.
- Water is nearby (KISAN is not involved in large scale irrigation projects or involved in construction).
- Agriculture inputs are available and accessible to farmers.

Seeds

Activity A.1.1 Increase the quantity and improve the quality of seed inputs. During Y2, KISAN worked closely with Global Agritech Nepal (GATE), and others to make linkages with farmers and increased contract farming. Staff conducted an assessment of seed production and companies in the Mid-Western Region and followed up with a consultant who met with and provided advice to some of the country's largest seed companies. The focus in Y3 will be to help the existing seed companies such as Lumbini Seed Company, Unique Seed Company and Universal Seed Company, SEAN Seed Service Center (SSCS) and cooperatives to expand their production of maize, lentil, and rice seed with farmers in our districts.

Activity A.1.1.1 Conduct maize-focused workshop to explore private sector's interest in promoting and training farmers on high yielding seeds and maize production. KISAN will organize a workshop bringing together key stakeholders in the maize value chain to look at ways the key

market players, such as Nimbus and the input providers (seed companies and agrovets), can support the farmers to increase supply and quality of maize.

Benchmark(s): Action Plan of next steps.

Resources: Staff time, meeting costs.

Dates: By September 2014.

Activity A.1.1.2 Strengthen seed companies. The seed companies are still relatively small and have the potential to grow and become larger companies while filling a need. There is great demand for open pollinated varieties (OPV) and hybrid seeds in the Terai and Hills. KISAN will bring in experts to work with the major and interested seed companies to develop strategic business plans as a way to expand their business. The plans will include ways to expand production and sales, capital, and branding. During this process, the expert/consultant will identify areas that the company plans to invest in but needs help, which could serve as a grant opportunity.

From the above mentioned consultancy with the seed companies, we will identify specific areas where we can target grants to seed companies. They may include funds for companies to:

- Advertise their seed with “how to” informational posters or videos which will inform farmers and agrovets;
- Develop “certified” distributor program for agrovets;
- Visit India (with GON) to see how the seed sector has evolved; and
- Develop call/text linkages to communicate problems, advice, etc. with seed producer farmers and end seed user farmers.

Benchmark(s): Strategic business plans developed.

Resources: Consultant’s time; international travel. USAID approval required

Dates: Consultant in Nepal before November 2014

Activity A.1.1.3 Work with CSISA to plan and host Seed Summit. Cereal Systems Initiative for South Asia (CSISA) recently hosted a Seed Summit in India which brought together the government, CGIAR researchers, and the private sector to explore ways to increase the linkages between developed germplasm and the private sector. KISAN will work with CSISA to plan and possibly co-host a similar seed summit in Nepal.

Benchmark(s): Seed Summit conducted; action plan developed.

Resources: Consultant’s time; international travel; staff time, national meeting costs. USAID approval required.

Dates: By September 2014.

Activity A.1.1.4 Increase quality seed production. KISAN can play a role in helping seed companies to expand their areas of production, particularly in the mid-hills. KISAN will link Hill Maize Research Program (HMRP) cooperatives with key seed companies so that the seed companies can

expend their production and extend its “brand” to the cooperative farmers. KISAN will provide quality seed production training in conjunction with the seed companies.

Benchmark(s): Seed farmers identified, and trainings provided.

Resources: Staff time; training costs; travel expenses to the districts.

Dates: From July – ongoing.

Water

Activity A.1.2 Increase water supply for farmers. KISAN is working with households and communities to increase their access to water. As part of the reprogramed money, KISAN will give more emphasis to encouraging manufactures, dealers, and agrovets to play a role in educating farmers so that they can increase their sales.

Activity A.1.2.1 Support farmers establish irrigation schemes. District-based irrigation and other staff will work with farmers groups to provide access to finance, and demonstrate how to set up and use drip irrigation systems. KISAN will work with communities to set up various types of irrigation schemes, including gravity fed drip irrigation systems, through a cost share approach mobilizing project resources as either matching funds or as demonstration activities. Special attention will be given to demonstrating larger schemes and general water conservation in areas where they practice flood irrigation for high-value crops. KISAN Irrigation Technicians (ITs) will work with the program officers (POs) to identify places to demonstrate high-value agriculture with high traffic of our project beneficiaries such as Female Community Health Volunteer (FCHV) homes, health post, Component C literacy class, and LSPs farms.

Benchmark(s): 225 irrigation schemes established; 75 gravity fed drip irrigation systems established; 1,500 people trained in drip irrigation.

Resources: IT time; costs for supplies for demonstration; training costs.

Dates: Ongoing.

Activity A.1.2.2 Strengthen value chains of irrigation, water storage products. On the irrigation side a local consultant will be engaged to meet with distributors, and will work with DEPROSC regional staff to meet with manufacturers of products that are used for water storage and irrigation (plastic barrels, drip emitters, solar pumps and pump sets, gutters, etc... for rainwater collection) that are sold commercially. The consultant will engage the distributors and manufacturers in discussions on how to increase their sales by improving their marketing through setting up demonstrations (which also serve as advertising), posters/promotional materials (with “how to” tips), and trainings on how to use the materials. KISAN may develop grants to manufacturers and distributors to pilot active marketing of irrigation equipment in both the terai and the hills.

Benchmark(s): Consultant’s recommendations.

Resources: Staff or consultant time; possibly grant resources.

Dates: Consultant engaged by August 2014; grants issued by September 2014, and activities conducted till June 2015.

Activity A.1.2.3 Facilitate rehabilitation or development of community water systems.

District-based irrigation staff will work with POs and Agriculture Technicians (ATs) to identify communities that need water systems. They will also organize water users groups and identify other sources of funding from the District Water Supply Office, District Agriculture Office, and Irrigation Office to cover the costs of the system. KISAN will facilitate communities to rehabilitate irrigation canals and help establish water systems upon request by regional, district and VDC GON personnel. KISAN will provide training to water users groups (WUG) on how to maintain and repair the water facility, mobilize project resources to support some of the costs of rehabilitation, and will also strengthen them so that they pay a water user's fee to cover repairs and maintenance.

Benchmark(s): Facilitated rehabilitation or development of 120 community water systems; 120 site-specific training on water system management.

Resources: Staff time; some rehabilitation costs; and training costs.

Dates: Ongoing.

Credit

One limiting factor that farmers face is access to credit. Many smallholder farmers lack fixed asset collateral (land). While microfinance institutions are plentiful in Nepal, many are reluctant to extend their services to more remote areas given the high cost of doing business and the low number of people. MFIs have two major products: micro-loans up to NRS 150,000 and enterprise loans of NRS 150,001 to NRS 400,000 that require collateral. The larger enterprise loans can comprise only 25% of the MFI's portfolio. During Y3, DEPROSC will continue to work with MFIs to provide loans to KISAN beneficiaries, and will work with farmers to train them on how to access finance. In addition, KISAN will promote vendor-based financing so farmers can buy agriculture machinery.

Activity A.1.2.3 Help MFIs extend to KISAN districts.

Activity A.1.2.3.a Train MFIs. Many MFIs have benefited from donor investments over the past several years (from NEAT, UNDP project, and others) and have expectations from projects to provide resources (loan capital, operational expenses, or equipment). Since KISAN is not providing financing to MFIs, the project has gained goodwill by engaging senior staff to provide credit orientations for KISAN district-based staff. In turn, KISAN is encouraging the MFIs to develop branch offices that serve KISAN beneficiaries. KISAN has been working with Nirdhan, Mid-Western Grameen Bank, Chhimek Bank, and, of course, DEPROSC. KISAN will provide training to MFI staff on key areas so they will better serve the farmers. Using pre-developed materials, staff will provide trainings to MFI branch staff on portfolio development, delinquency management, outreach, and business planning as well as orientation to agricultural risks (for high-value, agro-services, and grains).

Benchmark(s): 60 staff trained.

Resources: District Credit staff time and training costs.

Dates: Training curricula finalized by July 2014. Training started in August 2014 and completed in December 2014. Linking with KISAN beneficiaries will be throughout Y3.

Activity A.1.2.3.b Solicit grants for computers and software for MFIs (SACCOs, MFDBs, FINGOs) extending to KISAN VDCs. Through the grants program, KISAN will request proposals for grants for private sector companies with focus on Information and Communication Technology (ICT) integration in MFIs to support efficiency in MFIs to invest in and use computers and appropriate software. Through this process, grantees will work with MFIs to identify and install appropriate software to aid MFI operations, and to provide intensive training to MFIs. These will be cost share grants that will offset the costs of establishing offices in more rural areas.

Benchmark(s): Grants awarded to private sector ICT providers to ensure coverage of MFI related ICT services.

Resources: Grants manager time, Credit staff, and grants funds.

Dates: July 2014 onwards.

Activity A.1.2.3.c Organize credit workshop for microfinance banks, FINGOs and contributing savings and credit cooperatives. One workshop will be organized in each cluster in participation of microfinance banks, FINGOs and contributing savings and credit cooperatives in order to assess savings and credit practices of farmer groups, trends of formal and informal financial market, outreach plan of MFIs and areas of cooperation among KISAN and MFIs.

Benchmark(s): 4 workshops conducted.

Resources: Staff time; workshop costs.

Dates: By November 2014 at cluster levels.

Activity A.1.2.3.d Link banks and wholesale financiers with potential agribusiness vendors and local MFIs. The Credit Team will support MFIs by linking them to larger wholesale banks and wholesale financiers so they can increase their working capital as they increase the number of clients. KISAN will conduct a three-hour credit workshop in Kathmandu and invite lending banks as well as other banks engaged in development financing.

At cluster levels, KISAN will create a forum to interface between local vendors, agribusinesses and local MFIs in half-day workshop to facilitate financing channels.

Benchmark(s): 5 workshops conducted; linkages established between FIs and agri-businesses.

Resources: Public Private Partnerships (PPP) Managers time, DEPROSC KISAN manager's time; meeting costs.

Dates: By September 2014 in Kathmandu and by December 2014 at cluster levels.

Activity A.1.2.4 Facilitate vendor-based loans. KISAN is promoting and encouraging agriculture machinery dealers to provide customers loans to procure tractors and attachments. KISAN Credit staff are linking interested farmers and entrepreneurs to the dealerships and helping them access loans to

purchase the machinery directly from the dealer. Where this becomes popular and is needed, KISAN staff will help dealers to access credit from larger finance institutions. KISAN will target vendors who receive grants to bring in new attachments. An interactive workshop at district level will be organized to establish linkages between Change Agents, MFIs, and vendors.

Benchmark(s): 1-2 interaction workshops organized in each of the 20 districts; volume of sales of agro-equipment/machinery.

Resources: Staff time, workshops costs.

Dates: By February 2015.

Activity A.1.2.5 Train farmers and farmer groups on how to access credit. The district-based Credit staff is working with the farmers groups to increase their knowledge of credit and how to access it. In cases where farmers groups are not part of savings and credit groups, KISAN provides orientation on how to form a savings and credit group. In cases where the savings and credit groups exist, KISAN staff is linking them to MFIs so they can access external credit. In cases where the groups have expressed an interest in becoming cooperatives, then the staff provides them with consultations on how to become a cooperative.

Benchmark(s): Farmers groups trained; farmers groups accessing credit; volume of credit disbursed.

Resources: Staff time.

Dates: Ongoing.

Activity A.1.2.6 Explore mobile money opportunities. KISAN will explore opportunities to extend mobile money services in the KISAN districts by establishing linkages between relevant private sector service providers at national and district levels. KISAN will seek to integrate mobile money channels as applicable in project activities to make and receive payments instead of cash handover wherever appropriate. Activities include:

- a. Work with district staff to identify specific uses for mobile money options, including as remittance channels.
- b. Conduct interaction workshops in three clusters in the West, Mid-West and Far-West offices between staff, mobile money service providers, and potential private sector suppliers.
- c. Foster an environment to extend mobile money services by helping the mobile money service providers identify potential locations to establish new agents, ideally through KISAN LSPs.
- d. Identify potential linkages between national/regional and district-based equipment and produce vendors, suppliers/traders, agrovets, etc. to help channel mobile money transactions.

Benchmark(s): 3 Workshops conducted; at least 3 mobile money business linkages established.

Resources: PPP Manager; Cluster Managers; district staff.

Dates: July 2014 – ongoing.

Activity A.1.2.7 Train cooperatives and link with KISAN farmers. KISAN will facilitate the existing Savings and Credit Cooperatives (SACCOs) to expand their outreach to KISAN beneficiaries. However, some of the KISAN farmers may already be members of existing SACCOs. KISAN will strengthen the capacity of SACCOs that need support. Microfinance expert/s provided a six-day TOT to Business Development Services Officers (BDSOs), POs, District Coordinators (DCs), and credit and savings cooperatives (CSCs); they are trained in mapping and SACCOs strengthening and technical backstopping. Within this six-day training, they were also trained on mobilization and building linkages with existing Microfinance Development Banks (MFDBs) and Financial Intermediary Non-Governmental Organizations (FINGOs). Trained district staff will map the existing SACCOs and identify gaps and opportunities in the KISAN project areas and provide required strengthening and technical backstopping. CSCs will lead in developing business plans which will include innovative financial products and delivery models. CSCs will lead and/or monitor trainings being provided to SACCOs. They will also analyze portfolios, including outstanding loans and their purposes; overdue amounts; service charges; and interest rates. CSCs will also help appropriate SACCOs in building linkages with existing district federations if any, and possibly Nepalese Federation of Savings and Credit Unions (NEFSCUN). They will also provide support in recordkeeping systems, bookkeeping standards, use of computer facilities, etc. KISAN will organize exposure visits for selected SACCOs and the CSCs will monitor the SACCOs outreach activities in the KISAN project area.

Benchmark(s): SACCOs will be assessed, and 80 representatives will be strengthened. Exposure visits conducted for 50 SACCOs members.

Resources: Staff time; training costs; exposure visit costs.

Dates: Curricula developed by end of July 2014. Assessment and exposure visits will be done by December 2014. Linking SACCOs to KISAN farmers will continue throughout Y3.

Other Input Supply Activities

Activity A.1.3 Strengthen value chains of a range of inputs that will include plastic houses, and IPM products. KISAN will work to link manufacturers and distributors of a range of other products required for commercial agriculture that may include plastic (mulch sheets, sipolene for plastic houses, seed trays, etc.) and access to IPM products (See Activity A.1.5) The consultant will engage the distributors and manufacturers in discussions on how to increase their sales by improving their marketing through setting up demonstrations (which also serve as advertising), posters/promotional materials (with “how to” tips), and trainings on how to use the materials. KISAN may develop grants to manufacturers and distributors to pilot active marketing of irrigation equipment in both the terai and the hills.

Benchmark(s): Consultant’s recommendations.

Resources: Staff or consultant time; possibly grant resources.

Dates: Consultant engaged by August 2014; grants issued by September 2014, and activities conducted till June 2015.

Activity A.1.4 Strengthen the value chain by establishing stronger linkages between LSPs, lead farmers, agrovets, seed traders, veterinarian wholesales, traders, wholesale markets, micro-irrigation technologies (MIT) dealers, cooperatives, GON/DADO, MFI etc.

Establishing stronger linkages among the value chain actors will help sustainability of the project. KISAN will ensure the linkages between these actors through various workshops/meetings.

Benchmark(s): 26 workshops/meetings conducted; At least one per district.

Resources: Staff time, workshops/meetings cost.

Dates: By February 2015.

Activity A. 1.5 Support Agricare, bio pesticide supplier to extend networks and reach into KISAN areas.

KISAN will provide technical assistance and develop targeted grants to help agriculture product suppliers such as Agricare, including bio product dealers, extend their networks to reach KISAN beneficiaries. KISAN will help link product suppliers/companies with agrovets and other local suppliers; engage bio product suppliers to embed services such as skills and knowledge to local suppliers on how to use the products efficiently; and will raise awareness and demand for the products among KISAN beneficiaries. KISAN has already created relations with Agricare, a major agri-product actor, and may implement activities through the grants mechanism.

Benchmark(s): Extension of agri business network; availability and use of bio products at local sales outlets; RFA released; grants awarded.

Resources: Staff time to identify activities and approach for public private partnership approach; grant funds (USAID's approval).

Dates: Consultation in July; grants released in September.

Outcome 2, Sub-IR 1.2: Improved capacity of agriculture extension workers, service providers, and farmers

Under Outcome 2, KISAN, through its technical staff, will train farmers and improve their capacity. KISAN will also train a cadre of Change Agents in the target districts to provide technical training and services to farmers. Change Agents will include GON extension agents, local service providers/lead farmers, agrovets, local companies, and commercial agribusinesses that in turn will train and/or provide services to KISAN direct and indirect beneficiary households.

Critical Assumptions:

- There are an adequate number of individuals that can serve as Change Agents.
- Change Agents are interested in participating in trainings.
- Change Agents have sufficient capacity to deliver services (technical and/or entrepreneurial).
- GON and agrovets will work with the other Change Agents.
- Change Agents have an incentive to share information.

Activity A.2.1 Train Change Agents. KISAN will train 370 Change Agents in Y3.

Activity A.2.1.1 Develop TOT curriculum and materials for Change Agents. Training is common across all KISAN outputs. The Outcome 2 Manager will work with other Outcome Managers and consultants to develop technical and enterprise curricula that will be used to train Change Agents. During Y2, curricula were developed to train farmers, lead farmers, and LSPs. During Y3, the team will focus on developing training for wholesale markets, MPCs, agrovets, local companies, commercial agribusinesses, and GON extension workers. These curricula will cover topics including business and organizational skills topics along with some technical information.

The Outcome 2 Manager will identify gaps in the existing curricula for farmers, lead farmers, and LSPs and opportunities for improvement. The Outcome 2 Manager will work with other Outcome Managers and consultants if needed to develop or revise the curricula and relevant training materials using non-formal education techniques to ensure that illiterate or newly literate women will be able to understand. The team will also coordinate with the Department Of Agriculture's (DOA) central and/or regional Ag training centers through participation of DOA staff at KISAN trainings/events, as well as to jointly review existing DOA-developed material that can be adapted for KISAN training requirements.

Benchmark(s): Basic curriculum and materials developed; training plan developed.

Resources: Staff time; STTA; F2F volunteers (tentative; pending funding); printing. Winrock leads with inputs from the subcontractors.

Dates: July 2014.

Activity A.2.1.2 Identify Change Agents and conduct training sessions. KISAN District and VDC Coordinators will work with district-based Program Officers and Technicians to use its network of individuals (LSPs, literacy teachers, literacy students, and successful agriculture trainees) to identify Change Agents. Staff will identify LSPs, lead farmers, and others who can train additional people in their community about improved agriculture and entrepreneurship. KISAN staff will look for individuals who demonstrate entrepreneurial skills, such as farmers who are already practicing commercial agriculture, or youth with an interest in engaging in business. They may be competent extension workers active in

the Project VDCs and related market centers, or local change agents like agrovets, nursery growers in the KISAN VDCs, related market center or contiguous VDCs. etc. KISAN will select prospective individuals and they will be trained intensively for one to seven days in agricultural techniques or specific skills (such as water harvesting) and entrepreneurial skills. Entrepreneurial training will teach them how to earn income for their services (providing advice, offering a service, or selling products) so that they will be motivated to continue playing this much needed role, after the project leaves. Change Agents will be linked to district resources such as DADO, MFIs, agrovets, collection centers and markets.

Benchmark(s): 600 Change Agents are trained in Y3.

Resources: Training costs; staff time.

Dates: August to December 2014.

Activity A.2.2 Organize farmers into groups and cooperatives. KISAN staff will identify suitable existing groups (including those already registered with DADO) or form new groups in selected VDCs. The VDC Coordinator will work with Agriculture Program Officers, Marketing Supervisors/BDSO, and Component C Business Literacy staff to the extent possible to facilitate formation, reformation, or reorganization of farmers groups or help existing farmers groups become established cooperatives. Farmers groups will be formed within a “pocket area” – a group of farmers from within a designated geographic area that all feed into a common Collection Center. Farmers groups may also be the Component C class participants. Outcome 4 staff will work with the VDC Coordinator and ATs, DCs, and GON to define the pocket areas and targeted households. KISAN will recommend that farmers groups be an entry point for livelihoods training as well.

In cases where farmers have been operating together, as in NEAT or EIG, KISAN will assess their interest in becoming cooperatives.

Benchmark(s): Work with 2,435 farmers groups in Y3. Facilitated formation of cooperatives.

Resources: Agriculture Program Officer, Agriculture Technician staff time, LSPs time, travel, including domestic airfare. Training costs. CEAPRED and Winrock will lead.

Dates: Throughout Y3.

Activity A.2.3 Train farmers on improved production and post-harvest on rice, maize, lentil, and vegetables. Farmers will receive a series of six trainings, both one-day and mobile, for two crop cycles within a year. This will include improved production and post-harvest on rice, maize, lentil, and vegetables. Twenty percent of the farmers trained in Y2 will be given a one-day follow refresher training in Y3. Simultaneously, KISAN will train change agents (see **Activity A.2.1.2**). Change agents will be expected to follow up with the farmers groups. In addition each farmer group will be linked to the DADO and agrovets. Farmers will be able to follow up with questions, concerns and problems with the local change agents and formal extension agents.

Benchmark(s): 48,700 farmers trained.

Resources: Staff time, training costs, and travel cost including airfare.

Dates: Throughout Y3.

Activity A.2.4 Provide grants to develop private sector artificial insemination programs to provide better services to farmers. During Y2, KISAN released a request for Expressions of Interest (EOI) for NGOS, cooperatives, associations, and private agrovets to apply for seed money to establish private sector artificial insemination (AI) services for farmers. The grant is expected to support the development of a business plan that will include close coordination with the District Livestock Services Offices and other relevant GON offices, and how they will procure basic capital needs (liquid nitrogen, semen straws), and how they will keep records and provide demonstrations.

Benchmark(s): Proposals received, grants awarded, AI centers established.

Resources: Grant funds \$15,000/center.

Dates: Grants awarded July 2014; Centers established by December 2015.

Activity A.2.5 Promote productive goat breeds. KISAN will provide grants to livestock agrovets and their centers to promote the dissemination of improved goat breeds. This activity will be focused in Surkhet, Dang, Dailekh, Salayan, and Dadelhdhura. After field staff meet with and make the agrovets and centers staff aware, KISAN will release a grant for the centers and agrovets to create or enhance resource centers; provide training to farmers on animal production management (producing for peak price times – right before festivals) and animal health management, and will strengthen market linkages with end markets and collection centers.

Benchmark(s): Proposals received, grants awarded, agrovets and livestock centers established.

Resources: Grant funds (approximately \$100,000 for all).

Dates: RFAs released in August, ongoing.

Outcome 3, Sub-IR 1.3: Improved and sustainable agriculture production and post-harvest technologies and practices adopted at the farm level

Outcome 3 will focus on training farmers on improved technologies that will increase production while improving natural resource management and post-harvest management. Under this outcome, KISAN will bring to scale research findings from the CSISA, including new seed varieties, and USAID-funded Innovation Labs. They may include technologies or practices that capture water, such as multi-purpose ponds or micro-dams that incorporate irrigation and plastic greenhouses for off-season crop production. Additionally, KISAN will demonstrate and promote agriculture machinery that can improve soil fertility through conservation tillage practices. KISAN is identifying and promoting improved technologies to decrease post-harvest losses of cereals and vegetables. KISAN will share these improved technologies with farmers through training of Change Agents (Outcome 2), demonstrations, and communications campaigns. During Y3, KISAN will promote improved technologies through the grants project.

Critical Assumptions:

- Farmers are willing to adopt the new technologies introduced.

- Farmers are willing to take risks by diverging from current practices.
- Adequate research for improved technologies is conducted.
- Adequate dissemination of technologies and machinery/equipment.
- Technology is available in the market.

Activity A.3.1 Identify improved technologies to introduce to farmers. KISAN will work closely with CSISA, HMRP, Integrated Pest Management–Innovation Laboratory (IPM-IL), and other projects such as the post-harvest project of AVRDC and others including the AgLearn portal to identify improved technologies.

- Increase sustainable production of high-value crops (off-season vegetables);
- Improve yields of traditional crops; and
- Reduce post-harvest loss.

KISAN will continue to meet regularly with CSISA, IPM-IL, Horticulture-IL, and other research projects to identify well-tested, proven technologies to promote in the project area. Key technologies will be incorporated into training curricula (see Outcome 2).

Benchmark(s): Technologies identified.

Resources: COP, Agriculture Specialist staff time.

Dates: Ongoing.

Activity A.3.2 Establish demonstration plots. KISAN set up demonstration plots that will show how improved technologies work and the difference in yield between improved technologies and practices and the local practice. The demonstration sites will, where possible, be set up along heavily traveled paths or roads to maximize exposure. In addition, occasionally Change Agents and District staff will bring farmers to field visits and conduct trainings with the farmers at the sites. The demonstrations will include dissemination of improved techniques of IPM-IL and CSISA in Change Agent fields; plastic house with drip irrigation; rice, maize, lentil, and vegetable crop/seed production; storage technology for cereals and legumes. The KISAN Project will work with IPM-IL and CSISA to co-locate demonstration plots to maximize learning opportunities during farmer field visits.

To demonstrate machinery, the KISAN Project will provide grants to tractor vendors so that they will increase their inventory of mini tillers, tractors, and assorted attachments and then host farmer field days (in coordination with KISAN farmer schedules and KISAN staff) to demonstrate conservation agriculture and labor saving devices.

Benchmark(s): 3,400 demonstration sites in the 20 districts.

Resources: Staff time; costs for supplies for demonstration.

Dates: July – ongoing.

Activity A.3.3 Organize exposure visits. KISAN will organize three-day exposure visits for change agents to CSISA, HMRP, IPM-IL, CEAPRED, and GON farms and research stations. KISAN farmers will also participate in one-day intra-district exposure visits to change agent demonstration fields replicating CSISA, HMRP, IPM-IL, CEAPRED, and GON farms and research station technologies. Further KISAN will explore the potential for exposure visits for lead farmers, local companies, machinery dealers, commercial agribusiness, KISAN and GON staff to visit G.B Pant University Pantnager KISAN Mela, Uttarakhanda India.

Benchmark(s): Change agent exposure visit plan developed; 130 change agents' participation in exposure visits.

Resources: CEAPRED's Regional and district staff time; exposure visit costs.

Dates: Throughout Y3.

Activity A.3.4 Develop extension and disseminate messages. KISAN will explore ways of disseminating extension messages on improved agriculture technologies and practices on cultivation, post-harvest, and marketing through FM radio and other media. In line with continuing integration between USAID's FTF and Global Health Initiative (GHI) projects, KISAN will coordinate with the Suaahara project to integrate key information on agriculture-related possible impacts on maternal and child health in Suaahara's radio program "Bhanchhin Aama".

Benchmark(s): Dissemination of extension messages through FM and other media.

Resources: Component A Manager and district staff time, and message dissemination cost.

Dates: July 2014 onwards.

Activity A.3.5 Promote agriculture mechanization. As an initial step, KISAN submitted a request for application during Y2 for dealers to apply for up to \$10,000 per district to procure machinery they don't already stock (attachments) and to demonstrate mechanized agriculture practices (using two- and four-wheel tractors) in farmers' fields. Initial response to this Request for Application (RFA) has been poor suggesting that grants alone will not be enough. KISAN will evaluate the responses and will most likely follow up with an in-depth assessment of the dealers (and importers) to assess their interest in expanding their business and help identify ways to support their companies. As in the seed sector, we will work with interested in dealers to develop business plans and better informational pamphlets, posters, and perhaps even video, that they can use in conjunction with demonstrations to increase their sales. We will link interested vendors to financial institutions so that they can either provide their own credit to farmers or link farmers with third party credit. KISAN will use a consultant to help develop "rate of return" and payment schedules for prospective farmers. Finally, we will consider "in-kind" grants of the machinery for the dealers.

KISAN will also link dealers with CSISA and other projects where mechanized agriculture can be one aspect of the demonstration plots they conduct (especially with respect to conservation agriculture).

Benchmark(s): Assessment conducted, dealer business plans developed, and grants to dealers.

Resources: Business consultant (or firm). USAID approval.

Dates: Ongoing.

IR 2: Increased Agriculture Value Chain Productivity Leading to Greater On- and Off-Farm Jobs

Outcome 4, Sub-IR 2.1: Improved market efficiency

KISAN will coordinate with Component C, the Livelihoods Component staff, to teach farmers and rural residents how to increase their revenue and profit by investing in productive assets that improve product quality. Outcome 4 will focus on establishing market linkages for farmers and creating demand for both inputs and farm outputs. Outcome 4 Lead/Marketing Supervisor will work with the staff working on other outcomes to develop collection centers, strengthen wholesale markets, and improve the availability of market information.

Critical Assumptions:

- Farmers have adequate access to reliable price information.
- MPCs function effectively.
- Farmers receive fair prices for their produce.
- Traders come to collection centers to buy produce.
- Market for commodities produced continues to grow.

Activity A.4.1 Form and strengthen new MPCs and establish collection centers. Marketing Supervisors will work closely with the Agriculture POs, BDSOs, DCs, and Agriculture Marketing Manager to establish Marketing and Planning Committees (MPCs) for each collection center. They will work with Change Agents and VDC Coordinators to meet with production groups to identify representatives to serve on new MPCs. Each MPC will include 9–13 farmer representatives. The Outcome 4 Manager, together with BDSOs and related district staff, will host meetings to explain the function of the MPC. MPCs will also include representatives from local government line agencies (agriculture, livestock) and local private sector (input sellers, traders, buyers) as well as LSPs. The role of the MPC is to coordinate market-led production (crop planning, planting time, harvest time, market days), facilitate more efficient input supply, disseminate accurate market information, operate the collection center (including upkeep), and serve as the location where aggregate transactions with private sector buyers can take place by coordinating with the district/local output traders. One of the first tasks of the MPCs will be to meet and identify suitable locations, days, and times for the collection center. KISAN staff will limit collection centers to central locations where farmers can aggregate their production on a given date and time for sale to private buyers (i.e., no physical infrastructure). KISAN will provide support to MPCs to procure a weighing scale and other basic equipment needed to strengthen/start a new collection center. The newly formed MPC will work with traders to prepare a

schedule for product pick up. Collection centers will be strategically situated in locations where the members of a production pocket (clusters of vegetable farmers within a geographic area) can access them in a day's walk. They will be located near roads to ensure that private sector input suppliers and buyers can reach them with their vehicles. KISAN staff will work with MPCs and district-based GON staff to identify resources to develop infrastructure for successful collection centers.

Benchmark(s): 25 MPCs and rudimentary collection centers formed.

Resources: BDSO and MS time; support to purchase basic equipment.

Dates: Throughout Y3.

Activity A.4.2 Strengthen MPCs. During Y2, KISAN staff conducted rapid assessment of the MPCs in the project districts through Strength, Weakness, Opportunities and Threats (SWOT) Analysis. During Y3, the district-based BDSOs and Marketing Supervisor (MS) will provide trainings to bolster the identified weaknesses. From this assessment and from Tom Greens' assessment, KISAN found that functioning MPCs need less training but could better serve farmers (and increase revenue) by increasing farmers' marketing knowledge in such areas as contract growing/selling, value addition, post-harvest management, processing, product diversification, marketing extension, and quality requirements. They also could benefit from training in management and leadership skills, how to establish checks and balances for transparency, hiring paid staff, and assessing costs for a sustainable model.

The weaker MPCs need more training in organizational management skills focusing on basic committee management and governance, dispute resolution, effective negotiation, bookkeeping, business plan development, etc. During the first part of Y3, KISAN will refine the curricula used for MPC training. The MPC and BDSO will occasionally attend MPC meetings to follow-up on and monitor capacity strengthening progress. KISAN will explore and promote formation of Apex MPCs and engage them to mentor "feeder" MPCs. The training program will be custom tailored based on the needs of the particular MPC in question. The training will enable the MPCs to build and maintain relationships with private input sellers and buyers on behalf of its farmer members.

In addition, KISAN will also provide needs-based trainings to select MPCs in the district. District BDSOs and MS will conduct economic assessments to identify opportunities for MPCs to improve efficiency, and invest in value-adding services, input sales, and sales of improved packaging materials. They will also help negotiate deals (formalized agreements/Memorandums of Understanding with wholesale markets) and traders.

Benchmark(s): MPC training curricula developed by July 2014. At least 85MPCs trained; 432 MPC representatives trained. Facilitated formation of four apex MPCs.

Resources: Outcome 2 Manager's time, STTA for curricula development, BDSO and MS time; training costs.

Dates: Start training from August 2014 through February 2015. MPC activities throughout Y3.

Activity A.4.3 Conduct exposure visits. To strengthen MPCs, KISAN will organize exposure visits for MPCs, LSPs, project staff, GON staff, etc. to visit well-developed and functional MPCs, wholesale markets, and production pockets such as Kapurkot the Bulbule and Madan Pokhara production pockets and market outlet in Butwal markets so they will be exposed to successful markets and replicate examples they see. The visits will also forge relationships between individuals from different districts.

Benchmark(s): Exposure visits and field visits conducted for 210 LSPs, farmers, representatives from MPCs and GON.

Resources: Assistant Marketing Director, MS. Travel costs.

Dates: July 2014 to January 2015.

Activity A.4.4 Strengthen wholesale markets. During Y2, KISAN consultant Tom Green conducted an assessment of wholesale markets and provided advice as to how to support them. Based on the recommendations, Y3 KISAN staff will focus on three large wholesale (Butwal, Kohalpur, Attariya) market businesses to conduct a strategic and business planning exercises. KISAN will bring in a consulting firm such as BEED Consulting and match them with a post-harvest agriculture expert to assess existing strategic and business plans and upgrade or develop new plans. Through this process, the consulting firm will build the market's capacity and provide training in management, operations, finance, recordkeeping, cost-benefit analysis, etc. and support business and strategic planning processes. The experts will work to identify solutions to address the quasi-private nature of the wholesale markets (traders leasing space from municipality) and to improve the efficiency and opportunity for investment in improved infrastructure by the private sector. For example, KISAN has learned the traders are interested in investing in cold storage, but are unable to do so with the annual lease agreement as well as lack of power. Additionally KISAN will organize market assessment visit of vegetable experts, GON representatives, wholesalers, traders, and KISAN staff to Indian border-side vegetable markets that can potential affect vegetable production and marketing in KISAN project areas e.g Gorakhpur, Baharahich, Baraily, Haldwani, and Pilivit markets.

Benchmark(s): Three large wholesale market business plans developed.

Resources: Consultant or Consulting firm, travel expenses, USAID approval.

Dates: Consultancy from July-August to November 2015.

Activity A.4.5 Strengthen market linkages. The district team will convene a buyer-supplier meetings for the MPCs. This will involve inviting the key traders, wholesale market representatives, and representatives of farmers from the pocket area to meet at the collection center so that the buyers can understand the limitations of the farmers, and the farmers can understand the market demand (quality, quantity, ripeness, etc.). Similarly, KISAN will have MPC representatives accompany their produce to wholesale markets to build relationship with traders. KISAN will explore the opportunity to offer a grant for an organization (like AEC) to develop a yellow pages directory and on-line director of agribusiness buyers, sellers and companies.

Benchmark(s): Traders/marketing directory (yellow pages) developed; identification of three PPP-enabled potential collection centers; individual buyer-supplier meetings at the 85 MPCs.

Resources: Winrock staff time of MS/DCs/BDSOs. Meeting costs.

Dates: Throughout Y3.

Activity A.4.6 Map production for each MPC/Collection center. To help wholesale markets and MPCs plan, KISAN will use the project's Geographic Information System (GIS) to map farmers groups (and estimated hectares under production) that flow into the local MPCs. In addition, with farmers' permission, KISAN will provide MPCs with the lead farmer's or LSP's phone number so that the buyers and MPCs can communicate to the farmers regarding expected market demand. This will help MPCs and wholesale markets to plan.

Benchmark(s): GIS maps of flow from farm to MPCs.

Resources: GIS expert's time.

Dates: Initial test done by December 2014.

Activity A.4.7 Explore and establish ICT market information system needs. The PPP Manager will explore and establish ICT market information systems with the private sector from Y2 onwards. The PPP Manager will meet with the Component A team to assess what information farmers and traders need, when they need it, and how they may access it. The PPP manager will explore simple SMS-based technology to disseminate agriculture information to farmers directly as well as through extension agents.

Benchmark(s): Essential agriculture extension messages developed; target beneficiary SMS-group identified. Possible PPPs identified; meetings with telecoms and other multi-stakeholders held.

Resources: Component A (CEAPRED) staff and PPP Manager (Winrock).

Dates: By September 2014.

Activity A.4.8 Engage high-value vegetable markets involved in farmer trainings. KISAN will meet with and explore the interest of high-value vegetable buyers to become involved in training farmers. Based on the M4P approach, if buyers increase the supply, they can increase their market share and increase their revenue. If KISAN can identify companies interested in doing this, we can help prepare the private sector to provide training even after the project ends. KISAN will engage a consultant or firm to assess the dominant market players buying the high-value vegetables (tomatoes, cauliflower, cabbage, chili peppers, sweet pepper, onion, garlic, etc.). The consultant or firm will assess if the private sector buyers (processors, grocery chains, processors) could increase their revenue and profit by increasing production through training and building the capacity of agrovets, MPCs, and farmers. The hypothesis is that if buyers could build the capacity of farmers to raise high-value vegetables to their market specifications (quality, quantity, seasonality, etc.), then the buyers would have more consistent quantity and quality of the product, and therefore increase their revenue and profitability. This assessment is to prove or disprove this hypothesis.

The outcome of this assessment is an understanding of who the key private sector markets are (key processors, etc.) and their demand throughout the year. The report will describe the private sector's willingness to engage in training farmers, an understanding of incentives they need to offset the risks (for KISAN Grants), and provide recommendations to the KISAN Project of activities to promote their participation. The outcome will include tangible next steps for KISAN to strengthen vegetable market and their involvement with farmers.

Benchmark(s): Assessment conducted.

Resources: Consultant or Consulting firm, travel expenses, USAID approval.

Dates: Consultancy from August to October 2014.

Activity A.4.9 Promote Warehouse Receipt for cereals and lentils. Farmers are often at the mercy of the market. Prices for cereals and pulses are generally lowest at harvest time, when farmers are strapped for cash and when the market is flooded with the crop. Processors are busy and completely overextended with all the grains flooding into their plants. Farmers could easily increase their potential income by holding their crop for several months and sell when prices increase and supply declines. However, farmers are reluctant to do so for several reasons. First, most lack storage space and if they kept the grains themselves, they would likely incur significant post-harvest losses due to pests and diseases. Second, farmers need some income to cover their agricultural costs, and other debts incurred during the agriculture season.

Community-based grain storage and warehouse receipt systems could be one way farmers could increase their income by simply storing their harvest in community storage facilities and collectively selling their commodities when the prices rise.

The KISAN Project will release a request for agribusiness or cooperatives to apply to pilot a grain storage and warehouse receipt program in the KISAN districts for maize and lentils in two to three communities. The Grant Awardee will be expected to secure the relation with the buyer, coordinate farmers groups or cooperatives, and develop a business plan on how to cover the costs of seed storage. The applicant will need to work with the buyer and community, store and track farmers' deposits, and monitor the impact.

Benchmark(s): RFA released, bidders conference held, proposal's received, grants awarded, monitoring and evaluation.

Resources: Grant funds (USAID's approval) meeting costs for bidders' conference; staff time to inform possible applicants.

Dates: RFA released July; Bidders conference in August; grants released September.

Activity A. 4.11 Engage processors in training farmers. Through a pilot activity, KISAN will meet with key market processors in the buy and process cereal grains and pulses to engage them in training KISAN beneficiaries in raising products to their specifications. KISAN has already created relations with Nimbus, a major processor for maize for livestock feed. We will also meet work with lentil processors

to build their capacity to train farmers directly. After consulting with the companies, KISAN will develop targeted grants to help them build reach KISAN beneficiaries.

Benchmark(s): Processors consulted, training activities identified, conducted, RFA released, bidders conference held, proposal's received, grants awarded, monitoring and evaluation.

Resources: Consultant (USAID's approval) to work with processors, grant funds (USAID's approval) meeting costs for bidders' conference; staff time to inform possible applicants.

Dates: Consultation with processors in September; grants released January

Outcome 5, Sub-IR 2.2: Increased capacity of GON and local organizations

Interventions under this outcome will build the organizational and technical capacity of local organizations to, for example, conduct rigorous and large-scale monitoring and evaluation, and perform sound financial management, internal auditing, and reporting. With respect to the GON, capacity building will be undertaken in agriculture research and extension, including supporting GON agriculture policy analysis through IFPRI, universities/Nepal Agricultural Research Council (NARC) research capacities, and new training modules.

Critical Assumptions:

- Organizations are interested in the program.
- Organizations are interested and have sufficient capital for investment.

Activity A.5.1 Increase capacity building of local organizations. USAID will award a local Nepali organization funds to carry on KISAN work in 12 districts in April 2015. The KISAN Project will build the organization's capacity to effectively and responsibly manage a USAID-funded project. KISAN will use WI staff to conduct an assessment of the organization using the Organization Capacity Assessment Tool (OCAT) and develop a training plan for the areas that need strengthening between April and July 2015. In addition, KISAN will provide support and mentorship of the organization by reviewing its deliverables, quarterly reports, and financial reports prior to submitting them to USAID. KISAN will provide immediate feedback and suggestions for the organization on changes required before submitted the documents to USAID.

Benchmark(s): Assessment conducted; Training plan developed.

Resources: Winrock HQ staff time (or organization's time), international travel, Outcome 5 Manager, Organizational Training Coordinator's time, training costs.

Dates: OCAT and training plan developed between April–June 2015.

Activity A.5.2 Strengthen partnership with NARC and universities for innovation dissemination. KISAN will make NARC aware of the problems farmers face. The NPAC will provide a forum for NARC and other research facilities to share new technologies, seed varieties, and findings that staff and researchers have developed so that they can be disseminated through KISAN. The Nepalgunj office will coordinate with NARC, CSISA, HMRP, IPM-IL, etc. to ensure that researchers are conducting

research responsive to the needs of farmers, and will help ensure that the findings and recommendations can be tested and applied. During Y3, KISAN will also use Grants under Contracts to support multi-disciplinary teams to conduct research that will help inform decision makers on key issues. For example, KISAN may support research that looks at technology promotion to minimize post-harvest losses.

Benchmark(s): Preliminary discussions held with NARC and the newly formed Agriculture and Forestry University (AFU).

Resources: Staff time, grant funds for research teams.

Dates: Throughout Y3.

Activity A.5.3 Strengthen entrepreneurial and organizational skills of small enterprises and community-based organizations. KISAN will build the capacity of private sector and community-based organizations and enterprises. Component A staff will strengthen markets and input value chains, and provide technical training (Outcomes 1, 3, and 4) and entrepreneurial training (Outcome 5). KISAN will also provide organizational capacity building training in improved technology or management practices to water user groups, farmers groups, cooperatives and savings groups, MPCs (as mentioned in Outcome 4), associations, etc.

Benchmark(s): Entrepreneurs/organizations trained.

Resources: Winrock BDSO Staff time.

Dates: Training will start from August 2014 to December 2014.

OPERATIONAL, ADMINISTRATIVE, AND CROSS-CUTTING PLANS AND ACTIVITIES

During Year 3, KISAN staff will conduct the following activities to ensure close collaboration and management of the project.

Activity I Conduct National Project Advisory Committee (National NPAC). Winrock established a National Project Advisory Committee (NPAC) under the chairmanship of the Joint Secretary, Foreign Aid Coordination and Policy, MOAD (Ministry of Agriculture Development). The committee includes representatives from key government agencies including Ministry of Health and Population, Ministry of Agriculture Development, Ministry of Federal Affairs and Local Government, Ministry of Finance, Agriculture Food Security Program (AFSP), NARC, National Planning Commission, FNCCI, private sector and USAID. The NPAC meets semi-annually. In addition, it will provide overall guidance to the KISAN Project and leverage government and private sector resources for project activities. The role of the NPAC includes:

- Establishing district-level collaboration with government agencies, including establishment of a district-level alliance of implementing partners.

- Obtaining official recognition of KISAN for facilitating project operation.
- Facilitating public-private partnership across the project components to improve training programs so that they lead to positive outcomes and increased incomes.
- Liaising with KISAN to leverage partner resources for achieving the project objectives and for creating an enabling environment for skills enhancement, rural stability, income generation, and job creation.

Benchmark(s): Two meetings per year. Committee meeting notes and decisions will be compiled and acted upon.

Resources: The time of the COP, Component Experts, Outcome Managers, and other staff as needed to develop agenda and material for committee review, and to follow up on NPAC decisions.

Dates: September 2014, and April 2015.

Activity 2 Participate in District Agriculture and Coordination Committee (DADC) meetings. KISAN will coordinate with District Agriculture Development Offices (DADO) to facilitate KISAN participation in DADC meetings.

Benchmark(s): Participation in DADC meetings.

Resources: The time of the Component Experts, Outcome Managers, regional and district-based staff. All partners will be involved.

Dates: May vary as per district meeting schedules.

Activity 3 Submit key deliverables to USAID/Nepal. During Y3, Winrock will finalize any remaining deliverables as needed as well as quarter performance reports and an annual report.

Benchmark(s): Approved deliverables.

Resources: Staff and partner time to develop the documents; Home Office Coordinator travel; Requires USAID approval.

Dates: Annual report: July 30, 2014; Quarterly Performance Reports October 30, 2014; January 30, 2015; and April 30, 2015.

Activity 4 Implement Branding and Marking Plan. Winrock and its subcontractors will adhere to the branding policy as provided to USAID.

Benchmark(s): Correct USAID project branding.

Resources: Communication and administration staff, District Coordinators.

Dates: Ongoing.

Activity 5 KISAN Review and Planning Workshops. KISAN review and planning workshops will be conducted in September 2014; the review and planning workshop will be conducted at the end of May 2015. Officers and District Coordinators from all districts as well as regional and central office staff will participate in these workshops. This will cover staff refresher trainings, sharing lessons learned and teambuilding.

Benchmark(s): Review and planning workshop conducted.

Resources: Staff time, travel cost.

Dates: September 2014 and May 2015.

Activity 6 Leveraging funds. KISAN expects to leverage approximately \$1 million (US) in Y3. The possible sources of leveraging are DDC, VDC, and GON funds, other project funds, group cooperatives, private sector funds, and financial institutions.

Benchmark(s): Participation of potential private sector entrepreneurs, meetings and visits.

Resources: Staff time, PPP Manager, DC, VDC Coordinators, etc., staff time, travel costs.

Dates: Ongoing.

Activity 7 Coordinate and link with GON and other Feed the Future Projects. In addition to NPAC, KISAN will also collaborate with organizations working on food security and related activities. KISAN will work closely with the GON-implemented, World Bank-supervised Agriculture Food Security Program (AFSP). Staff will work with managers at the national level and KISAN district staff will work with those implementing AFSP at the district level.

KISAN will participate in FTF meetings sponsored by USAID, and coordination meetings with other USAID projects implemented in the Mid- and Far-Western Regions. KISAN will also conduct monthly partner meetings to ensure synergy and close coordination meetings with Suaahara and DEPROSC working on other components of KISAN. KISAN staff meets regularly with CSISA, HMRP, IPM-IL, Horticulture IL staff to roll out improved technologies.

Benchmark(s): Coordination meetings and activities.

Resources: Time for COP and Regional Manager; two weeks of Accountant's time.

Dates: Ongoing.

Activity 8 Manage Grants under Contract (GUC). 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 will include areas such as large ruminant breed improvement and value chain development; cereal seed production through private sector; irrigation and agriculture mechanization; warehouse receipt for cereals and lentils; mobile banking; and promotion of agribusiness services. In addition, Request for Applications (RFAs) will be developed for public relations and communications campaign to inform people and promote new technologies and practices. With discussions with the technical team, detailed terms of reference will be developed for potential activities. KISAN will then invite applications through Expression of Interest and/or RFAs as applicable. Pre-application orientations will also be conducted for potential organizations, as required. KISAN will also conduct on-going technical and financial monitoring of the awards.

In Year 3, KISAN will recruit one Regional Grants Officer to be stationed in Regional Office Nepalgunj and two Grants Field Officers in Dang and Kailali to facilitate grant administration.

Benchmarks: Solicit applications; Evaluate and award grants; Administer grant awards; Recruit additional grants personnel.

Estimated Grant Fund to be awarded: \$600,000.

Resources: Time of BC Director, Grants Officer, Regional Managers, Agriculture Expert, Agriculture Marketing Manager, Public Private Partnership Manager and COP.

Dates: May 2014 – ongoing.

Activity 9 Public Private Partnerships. PPP Manager will identify key public as well as private sector actors active in the project area, and approach them to establish working relationships with KISAN beneficiary farmers and service providers. Linkages will include partnerships along the value chain of the four KISAN crop categories, focusing on agriculture input services and markets. District-wise stakeholder mapping will be carried out to identify opportunities for collaboration. Partnerships will focus on:

- a. Working with district and VDC level government bodies to mobilize funds to support KISAN beneficiaries implement the learnings from KISAN trainings; KISAN will also approach quasi-government bodies such as the Federation of Nepalese Chamber of Commerce and Industries (FNCCI) and Agro Enterprise Center (AEC) where applicable;
- b. Working with KISAN beneficiaries to identify and access funds from government and private sector, including VDC block grants and Raising Incomes of Small and Medium Farmers Project (RISMFP);
- c. Working with key private sector actors to establish or strengthen relationships with KISAN beneficiaries; these will include seed companies, product vendors, financial service providers, factories, and collection centers and wholesale markets; and
- d. Working with other development projects to help common beneficiaries leverage the learnings from KISAN trainings.

Activity 9.1 General district-level stakeholder coordination interactions (GoN, private sector and NGO).

KISAN staff will conduct half day events in all 20 districts to foster opportunities for collaboration. All participating organizations will present activity updates highlighting completed/ongoing collaborative activities or potential areas for collaboration. This will include interactions with the private sector and financial intermediaries, mobile money companies, and product vendors.

Benchmark(s): District stakeholder mapping; VDC block grants and external grants; government/non-government linkages/partnerships along KISAN crop category value chains; 20 linkage creation/orientation workshops in each district.

Resources: Meeting costs; Winrock's PPP Manager, regional and district KISAN staff time.

Dates: J November– ongoing.

9.2 Activity reviews with district level GoN entity (DDC) highlighting VDC level activities; any VDC support; DADO and other collaboration.

KISAN will conduct focused interactions with GON entities at district level highlighting VDC level activities for future coordination; any existing VDC support; DADO and other collaboration. Will be conducted prior to GON's decentralized block grant cycle. May be conducted during a prescheduled DADC event, or regular update meeting with district Local Development Officer (LDO).

Benchmark(s): 20 meetings conducted; VDC block grants disbursed; government/non-government linkages/ partnerships along KISAN crop category value.

Resources: Regional and district staff time; meeting costs.

Dates: December.

9.3. Regional reviews and planning with collaborating partners (GoN, private sector and NGOs).

KISAN will conduct bi-annual regional level review meetings with existing partners and collaborators, including those with MOUs (eg Helvetas, MFIs, Agricare). Individual review meetings at partner /KISAN offices to assess ongoing activities and to plan new ones.

Benchmark(s): VDC block grants and external grants; government/non-government linkages/partnerships along KISAN crop category value chains.

Resources: Travel and accommodation costs for related KISAN staff; meeting costs.

Dates: November and May.

9.4. District-level half day workshop with district chapter FNCCIs.

District level half day workshops with district chapter FNCCIs highlighting engagement with private sector and the market-led approach. This will include activity updates from local actors, and linkages between national networks and local businesses.

Benchmark(s): 20 meetings; district stakeholder mapping; external grants; government/non-government linkages/partnerships; linkage creation/ orientation workshops for financial intermediaries, mobile money companies, and product vendors.

Resources: Meeting costs; local business travel and accommodation costs. KISAN staff time.

Dates: February.

Activity 10 Integrate Peace Corps Volunteers. Winrock will meet with Peace Corps to support PC Training for incoming volunteers in the fall. Winrock will provide input as needed in the training (by providing a presentation on KISAN at a minimum) and share the KISAN training material with PCVs. When in the field, PCVs will be invited to join KISAN staff trainings, and staff meetings to keep abreast

of the district activities and ways to compliment KISAN activities. Depending on the districts for Y2, Winrock will work closely with Peace Corps to identify additional ways to integrate Peace Corps and KISAN training.

Benchmark(s): VDCs for PCVs selected, KISAN's role in PCV training identified.

Resources: Staff time (Nepali staff).

Dates: September 2014 – ongoing.

Activity 11. Monitoring and evaluation.

Activity 11.1 Develop and maintain Web-based interactive monitoring and Evaluation database (WIKISAN). Winrock has developed the web-based interactive monitoring and evaluation database system which simplifies issues of data flow and management by decentralizing the data entry process, and empowering districts and VDCs to input data at the local level. WIKISAN tracks project beneficiaries, group, organization, activities, and performance indicators.

Benchmark(s): WIKISAN system debugged.

Resources: M&E coordinator, Business Contract Director, GIS specialist, Database specialist (M&E consultant) and Developer.

Dates: July – June 2015.

Activity 11.2 Training in Monitoring and Evaluation (M&E) data collection; and WIKISAN entry, operation and GIS. The M&E team will train staffs on monitoring, evaluation, data collection and how to use WIKISAN. WIKISAN training will be provided to new staffs and refresher trainings will be provided to staffs as need base.

Benchmark(s): Trained staff in M&E data collection and WIKISAN entry and operation

Resources: M&E coordinator, GIS specialist, M&E Regional Manager, District Coordinator, Project Officer

Dates: July – June 2015 (Ongoing)

Activity 11.3 Data Quality Analysis, M&E Ad hoc reporting based on WIKISAN, trouble shooting, and data collection tool. The M&E team will conduct data quality analysis and carry out ad hoc reporting. The team will refine the data collection tools and carryout trouble shooting as and when required.

Benchmark(s): M&E ad hoc reports, refined data collection tools.

Resources: Staff time, M&E staff.

Dates: July – June 2015.

Activity 11.4 Quarterly and Annual Reporting The M&E team will prepare summary table importing WIKISAN data and reports to prepare progress reports Quarterly and Annually.

Benchmark(s): Quarterly and Annual reports.

Resources: Staff time, M&E staff.

Dates: July – June 2015.

Activity 11.5 Regular Monitoring Evaluation including supervision, coordination of data collection and entry process including entry where necessary and field visits The M&E team will conduct regular Monitoring and Evaluation including supervision and coordination of data collection and entry process as well as field visits for field data verification.

Benchmark(s): Streamlined M&E process, data collection and entry.

Resources: M&E staff.

Dates: July – June 2015.

Activity 11.6 Impact Study of Y2 Agriculture beneficiaries. Y2 agriculture beneficiaries' impact assessment will be conducted in Y3 after the one year of the agriculture training. The M&E team will develop the impact assessment tool questionnaire and pretest in the field. The mobile/smartphone/tablet will be tested for data collection in February 2015. If found practicable this method will be used for data collection in May 2015. Statistically significant sample size will be randomly selected *such as Sample Size calculation* (<http://www.surveysystem.com>). The random sample will be selected from a stratified target recipient household group. Sample will be disaggregated by district, gender, and disadvantage group and as required by indicators.

The M&E team will initiate, guide and supervise impact study of Agriculture HHs and oversee and supervise impact study of Agriculture training.

Benchmark(s): Result and impact of Agriculture training

Resources: M&E staff, Staff, App developer and enumerators

Dates: Feb - June 2015.

Activity 11.7 New specification for WIKISAN updates. The M&E team will provide detailed new specifications for updates to WIKISAN that may be required including disaggregated reports, tools for data cleaning.

Benchmark(s): Specifications for WIKISAN, Disaggregated Reports, Tools for Data Cleaning.

Resources: M&E staff.

Dates: July – June 2015.

Activity M&E.8 Data entry into TraiNet. M&E Officer will carry out data entry into TraiNet.

Benchmark(s): Specifications for WIKISAN, Disaggregated Reports, Tools for Data Cleaning (As required by USAID).

Resources: Staff time, M&E staff.

Dates: July to June 2015.

Activity 11.9: Geo-enabled Performance Management Data. As per USAID Forward Policy, one of USAID Nepal's topline indicators is spatially portraying all of its activities. To meet this requirement, the Winrock will develop a proper data collection and performance monitoring system so as to be able to report geo-enabled performance management data to USAID/Nepal as described below. USAID/Nepal requires the contractor to follow the guidance as described below to report results for "geo-visualization in program management functions by the USAID/Nepal Mission and Washington."

The essential question of "where" is to be answered within the context of (a) baseline, (b) results (c) beneficiaries (d) outputs (e) activities and (f) resources and providing answers for those aspects while reporting. This approach of providing spatial dimension to the parameters portraying the USAID activity and reporting is termed as "geo-enabled performance reporting."

Database of WIKISAN will be imported to GIS database system to generate geo-enabled ad-hock reports aggregated to VDCs and District levels.

Benchmark(s): GIS database system, ad-hoc geo-enabled performance reports

Resources: GIS Expert

Dates: July – June 2015.

Activity 11.10: Collection of Location Information. GPS and WIKISAN data will be used to obtain location information for Organization, LSPs, Agro-vets and Demonstration sites. Location information will also be collected for any infrastructure and other outputs that could impact results.

Benchmark(s): Geo-enabled information on project activities/results

Resources: GIS Expert, M&E staffs, District Coordinators, Program officers.

Dates: July – June 2015.

ANNEXURE

ANNEX A. GRAPHIC ILLUSTRATION KISAN YEAR 3 (Y3) WORK PLAN

WI Winrock International
 CEAPRED The Center for Environmental and Agricultural Policy Research, Extension and Development
 DEPROSC Development Project Service Center Nepal
 AFN Antenna Foundation Nepal

Tasks and Activities	Responsibility	YEAR THREE (July 2014 to June 2015)											
		July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Outcome 1, Sub-IR 1.1: Farmers receive improved and increased agricultural inputs													
Activity A.1.1 Increase the Quantity and Improve the Quality of Seed Inputs	WI												
A.1.1.1. Conduct Maize focused workshop to explore private sector's interest in promoting and training farmers on high yielding seeds and maize production	WI												
A.1.1.2 Strengthen Seed Companies	WI												
A.1.1.3 Work with CSISA to plan and host Seed Summit	Consultant												
A.1.1.4 Increase quality seed production	WI												
Activity A.1.2 Increase Water supply for farmers	WI												
A.1.2.1 Support farmers establish irrigation schemes	WI, DEPROSC												
A.1.2.2 Strengthen value chain of irrigation and water storage products	WI												
A.1.2.3 Facilitate Rehabilitation or Development of Community Water Systems	WI												
Activity A.1.2.3 Help MFIs extend to KISAN districts													
1.2.3.a. Train MFIs	WI												
1.2.3.b Solicit Grants for Computers and Software for MFIs (SACCOs, MFDBs, FINGOs) extending to KISAN VDCs	WI, Grants Manager												
1.2.3.c Organize credit workshop for microfinance banks, FINGOs and contributing savings and credit cooperatives	WI												
1.2.3.d Link banks and wholesale financiers with potential agribusiness vendors and local MFIs	PPP Manager, WI, DEPROSC												
Activity A.1.2.4 Facilitate Vendor-Based Loans	WI												
Activity A.1.2.5 Train farmers and farmer groups on how to access credit	WI												
Activity A.1.2.6 Explore mobile money opportunities	PPP Manager; Cluster Managers; district staff												

Activity A.4.3	Conduct Exposure visits	Assistant Marketing Director																		
Activity A.4.4	Strengthen wholesale markets	Consultant, USAID																		
Activity A.4.5	Strengthen Market Linkages	WI																		
Activity A.4.6	Map Production for each MPC/Collection center	GIS Expert																		
Activity A.4.7	Explore and establish ICT Market Information System Needs	Component A (CEAPRED) staff and PPP Manager																		
Activity A.4.8	Engage high-value vegetable markets involved in farmer trainings	Consultant, USAID																		
Activity A.4.9	Promote Warehouse Receipt for cereals and lentils	WI																		
Activity A.4.11	Engage processors in training farmers	Consultants																		
Outcome 5, Sub-IR 2.2: Increased Capacity of GON and Local Organizations																				
Activity A.5.1	Increase Capacity Building of Local Organizations	WI HQ, Outcome 5 manager, WI																		
Activity A.5.2	Strengthen Partnership with NARC and Universities for Innovation dissemination	WI																		
Activity A.5.3	Strengthen Entrepreneurial and Organizational Skills of Small Enterprises and Community-Based Organizations	WI, BDSO																		
Operational, Administrative, and Cross-Cutting Plans and Activities																				
Activity 1	Conduct National Project Advisory Committee (National NPAC)	WI, NPAC members, COP, Component experts, Outcome Manager																		
Activity 2	Participate in District Agriculture and Coordination Committee (DADC)	WI, Component experts, Outcome Managers	May vary as per district meeting schedules																	
Activity 3	Submit key deliverables to USAID/Nepal	WI, Outcome office coordinator, USAID																		
Activity 4	Implement Branding and Marking Plan	Communication and administration staff, District Coordinators																		
Activity 5	KISAN Review and Planning Workshops	WI																		

Activity 6	Leveraging funds	PPP Manager, DC, VDC Coordinators																		
Activity 7	Coordinate and link with GON and other Feed the Future Projects	COP, Regional Manager, Accountants																		
Activity 8	Manage Grants under Contract (GUC)	BC Director, Grants Officer, Regional Managers, Agriculture Expert, Agriculture Marketing Manager, PPP Manager and COP																		
Activity 9	Public Private Partnerships	Winrock's PPP Manager; regional and district-based KISAN staff																		
Activity 9.1	General district-level stakeholder coordination interactions (GoN, private sector and NGO)	WI, PPP Manager																		
Activity 9.2	Activity reviews with district level GoN entity (DDC) highlighting VDC level activities; any VDC support; DADO and other collaboration	WI district staff																		
Activity 9.3	Regional reviews and planning with collaborating partners (GoN, private sector and NGOs)	WI																		
Activity 9.4	District-level half day workshop with district chapter FNCCIs	WI																		
Activity 10	Integrate Peace Corps Volunteers	WI																		
Activity 11	Monitoring and evaluation																			
Activity 11.1	Develop and maintain Web-based interactive monitoring and Evaluation database (WIKISAN)	M&E coordinator, Business Contract Director, GIS specialist, Database specialist																		
Activity 11.2	Training in Monitoring and Evaluation (M&E) data collection; and WIKISAN entry, operation and GIS	M&E coordinator, GIS specialist, M&E Regional Manager, District																		

		Coordinator, Project Officer																	
Activity 11.3	Data Quality Analysis, M&E Ad hoc reporting based on WIKISAN, trouble shooting, and data collection tool	WI, M&E staff																	
Activity 11.4	Quarterly and Annual Reporting	WI, M&E staff																	
Activity 11.5	Regular Monitoring Evaluation including supervision, coordination of data collection and entry process including entry where necessary and field visits	M&E Staff																	
Activity 11.6	Impact Study of Y2 Agriculture beneficiaries	M&E staff, Staff, App developer and enumerators																	
Activity 11.7	New specification for WIKISAN updates	M&E Staff																	
Activity M&E.8	Data entry into TraiNet. M&E Officer will carry out data entry into TraiNet	WI, M&E staff																	
Activity 11.9	Geo-enabled Performance Management Data	GIS Expert																	
Activity 11.10	Collection of Location Information	GIS Expert, M&E staffs, District Coordinators, Program officers																	

