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

QUARTERLY REPORT APRIL – JUNE 2015

CONTRACT NUMBER AID-367-C-13-00004

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KISAN PROJECT

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DISCLAIMER

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

INTRODUCTION

The United States Agency for International Development in Nepal (USAID/Nepal) awarded Winrock International a contract on February 14, 2013 for the Knowledge-based Integrated Sustainable Agriculture and Nutrition (KISAN) Project. This project is a part of the Global Presidential Initiative, Feed the Future (FTF), 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, increasing the incomes of farming families, and improving nutritional status, especially of women and children. The project is implemented in collaboration with two primary Nepali organizations: the Center for Environmental and Agricultural Policy, Research, Extension and Development (CEAPRED) and the Development Project Service Center (DEPROSC).

KISAN is working in twenty districts – ten districts in the Bheri and Rapti Zones of the Mid-Western Development Region; six districts in the Mahakali and Seti Zones in the Far-Western Development Region; and four districts in the Lumbini Zone in the Western Development Region. This multifaceted project works with the private sector to increase agricultural production and incomes. As per the contract (Section C.4.8.8 and F.4), Winrock must submit a quarterly progress report up to 30 days following each quarter. The quarterly report describes the accomplishments as compared to the targets and work plan. The Year Three (Y3), Quarter Four report covers the period between April 1 and June 31, 2015.

QUARTERLY HIGHLIGHTS

This quarter KISAN began working very deliberately to implement a more commercial and market-oriented strategy. The project is following a two-pronged approach to implement this strategy.

For the project's existing 83,127 beneficiaries the objective is to integrate them more fully into the market system. In broad terms this means that KISAN's beneficiaries have the ability and wherewithal to access inputs and services such as training and finance, and have access to markets for their production. The more integrated project beneficiaries are into the market system, the more likely it is that success achieved working with KISAN will continue beyond the life of the project.

A good example of KISAN's market integration efforts is in Kanchanpur. KISAN has worked closely with two millers which are seeking to collect 10,000 MT of rice grain in the district. This quarter KISAN structured an arrangement with the millers and 12 gallawalas (traders) to facilitate the collection, transfer, and sale of KISAN farmer rice to the millers. 200 KISAN beneficiary groups, comprising 4,000 farmers growing rice paddy on 2,666 hectares will sell their rice production to the two millers. Collection will be through 12 collection points or depots set up by the gallawallas. Seven leader farmers will coordinate the process, supported this first season by KISAN staff. This approach is welcomed by all parties. Farmers are assured of a market for their goods and save the cost and effort of transporting their product. Millers are assured of a timely supply of goods, and will not have to send staff to collect product. The gallawalas serve as the bridge between the farmers and millers by setting up collection

depots and managing the collection process as well as delivery to the mills, charging 10-15% commission per volume of transactions.

The Business Opportunities group is leading the second prong of KISAN's approach. Leveraging KISAN's grants program, the business opportunities group structures growth initiatives with private sector agriculture companies that help those companies increase volume, sales, and profit while providing a source of sustainable support to smallholder farmers. KISAN seeks to reach as many as 18,000 new beneficiaries under this approach.

A good example of working with a private company is a grant proposal currently pending with USAID. KISAN has proposed an activity with Dev Bhar Rice Mill, a rice mill in the Mid-West. Under the activity, the miller will provide financing and training to 700 farmers for both rice and lentil production. As a result of the activity, farmers will have financing for inputs, will receive training that is expected to result in increased yields and production, and will have a guaranteed market for their goods. The activity will help the rice miller increase his processing capacity, improve his linkage with producing farmers thus assuring supply, and process increased volumes of rice and lentil. The activity is expected to lead to increased incomes for the farmers and increased profits for the miller. Included as part of this activity, the miller will receive training in finance/accounting, extension management, and logistics.

KISAN continues to educate and train project staff to understand and implement this approach. Significant progress has been made, as the examples above and a number of other similar activities underway suggest and it is expected that continued progress will be made in coming quarters.

KISAN provided training to 50,253 farmers this quarter through commercial agribusinesses, Market Planning Committees, Government of Nepal extension agents, local service providers, and KISAN staff. KISAN is now building the capacity of a total of 83,127 beneficiary farmers.

Outcome 1: Improve access to quality agricultural inputs for farmers

- KISAN trained 1,268 farmers from 59 groups in maize seed production, and facilitated contracts between the 32 farmer groups and eight seed companies. In total, 3,957 kg of source seed was planted, which is expected to yield 375 MT of certified seed. Since project inception, contracts have been signed between 116 groups, benefitting 2048 farmers and leading to production of 1,031 tons of seed.
- Seed companies participated in conducting trainings on seed production for 104 lead farmers.
- 46 irrigation systems were rehabilitated, and 149 new irrigation systems were installed using 10 different irrigation technologies. The irrigation systems rehabilitated and installed this quarter benefitted 2,324 beneficiaries including 1,736 KISAN beneficiaries and 588 others near the schemes. To ensure sustainability, 2,662 farmers were trained through 109 events on how to set up, repair, and maintain irrigation systems. Since project inception, a total of 313 irrigation systems have been established, benefitting 5,911 beneficiaries including 4,599 KISAN and 1,312 others near the schemes.

- As a result of coordination with MFIs in previous quarters, KISAN successfully facilitated nine KISAN groups to link with three different financial institutions for access credit.

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

- 425 change agents, including LSPs and agrovets, have improved their technical and management capacity through trainings and refresher courses this quarter. Since project inception, a total of 832 change agents have been trained.
- Seed companies, agrovets, LSPs, and KISAN staff conducted 4,901 trainings for 50,253 farmers in vegetable, maize, and rice production, nursery management, marketing, plant protection, and post-harvest. 365 trainings were conducted by private sector actors.
- Since project inception, 83,127 beneficiaries have received, and will continue to receive, training delivered by or facilitated by KISAN.

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

- Through 765 demonstrations, two exposure visits, and three field days, KISAN introduced and educated farmers on over 40 technologies and practices. 12 were conducted in coordination with CSISA and IPM-IL.
- 765 demonstration events were carried out in 716 demo plots, resulting in practical “seeing is believing” training for 7,144 farmers.
- KISAN conducted a total 765 demonstration events, including water systems management. Since project inception, KISAN has conducted a total of 3,807 demonstration events.

Outcome 4: Improve market efficiency

- KISAN is working with 124 MPCs linked to an estimated 14,080 farmers.
- KISAN provided training to 18 MPCs and wholesalers, formed two Apex Bodies, set up six price information boards, and conducted 22 follow-up meetings with MPCs, improving bulk sales from nearby farmer groups.
- 225 representatives from farmer groups, cooperatives, MPCs, LSPs, and others improved their market-led production planning and marketing skills through five trainings conducted by KISAN staff.

Outcome 5: Increase capacity of Nepali organizations

- The director of KISAN’s new business opportunities unit was fielded this quarter. The team has moved aggressively to evaluate existing concept papers, encourage high potential companies to develop grants proposals, as well as to ultimately structure grants that contribute to project results, and build the capacity of and produce results for private sector partners.

- To strengthen private sector service delivery and optimize market efficiencies, KISAN strengthened the technical and organizational capacity of 181 value chain enterprises, including 118 agrovets, 45 cooperatives, and 18 MPCs.

Grants

- To date, 5 grants have been awarded and 80 grants concept papers received for which screening and evaluation is underway. A grant approval request for Dev Bhar Rice Mill has been sent to USAID.

Baseline and FY2014 Survey

- KISAN conducted a data collection survey for baseline and FY2014 data with 960 farmers, and conducted a census of 265 firms. As a result of KISAN interventions:
 - Vegetable yields increased by 23 % to 54 % by commodity;
 - Sales increased from an adjusted baseline of \$ 5.2 million to \$8.4 million in FY2014, resulting in incremental sales of \$3.2 million (a 61 % increase);
 - Gross margins for KISAN's top four target vegetables increased 9 % for cauliflower, 31 % for cabbage, 16 % for tomatoes, and 53 % for bitter gourd;
 - The number of hectares planted in vegetables with at least one improved technology or management practice increased by 39 % in FY2014; and
 - Farmers' application of improved technologies and practices increased from an average of four to six and a half technologies per farmer across all target crops (cereals and vegetables) – a 64 % increase despite the truncated fiscal year.
 - Value of agriculture and rural loans to KISAN beneficiaries increased by 44% to \$958,179.
- FY 2014 results were achieved in a period of a little more than six months on average during which beneficiaries received support from KISAN. KISAN is on track in implementing the vast majority of activities planned for this fiscal year and, it is believed, to meet project results targets – both outputs and outcomes.

The table beginning on the next page (Table I) includes all activities listed in the revised Work Plan for the period of April-September 2015, and current status for each.

Table I. Activity targets and achievements to date					
Activity	Unit	Target Y3	Achieved Y3Q4	Achieved Y3 to date	Achieved project to date
Outcome I: Improved access to increased quality inputs for farmers					
Activity A.1.1.1 Increase certified seed production	Seed producers trained		1,372	1,560	3,140
	Seed produced (MT)	250	0	753	1,031
Activity A.1.1.2 Seed companies with improved marketing and distribution to KISAN VDCs	Seed sold (MT)	300	0	372	529
Activity A.1.2.1 Support farmers in establishing irrigation schemes	Schemes implemented	275	149	265	313
Activity A.1.2.3 Facilitate rehabilitation or development of community water systems	Systems rehabilitated	120	46	83	83
Activity A.1.2.4 Facilitate vendor-based loans	Meetings/ workshop with vendors		1	13	33
	Number of loans		0	54	166
Activity A.1.3.3 Strengthen cooperatives and link with KISAN farmers	MFI/coops trained	80	45	110	158
	Exposure visit	2	2	2	3
	Participants	50	49	49	69
Activity A.1.3.4 Train farmers and farmer groups on how to access credit	Farmer groups trained		0	3,279	4,935
Activity A.1.4 Strengthen the value chain by establishing stronger linkages between LSPs, lead farmers, agrovets, seed traders, veterinarian wholesales, traders, wholesale markets, MIT dealers, cooperatives, GON/DADO, MFI etc.	Workshop conducted	27	0	16	25

Table I. Activity targets and achievements to date					
Activity	Unit	Target Y3	Achieved Y3Q4	Achieved Y3 to date	Achieved project to date
Outcome 2: Improved capacity of agriculture extension workers, services providers, and farmers					
Activity A.2.1 Continue to strengthen change agents	Change agents trained	290	425	561	832
Activity A.2.2 Organize farmers into groups and cooperatives	Groups formed		0	2,452	4,001
	Groups registered		13	632	1,029
	Groups trained	4,000	2,432	4,001	4,001
Activity A.2.3 Train farmers on improved production and post-harvest on rice, maize, lentil, and vegetables	Framers trained	82,000	50,253	83,127	83,127
Outcome 3: Improved and sustainable agriculture production and post-harvest technologies and practices adopted at the farm level					
Activity A.3.2 Establish demonstration plots	Demonstration events		765	3,248	3,807
	Plots	1,500	716	2,742	2,958
Irrigation	Schemes implemented		149	266	314
Plastic house with drip irrigation for off-season vegetable production	Number implemented	100	78	949	977
Vegetable crop production and maize, rice, and lentil crop/seed production (including dissemination of improved techniques from CSISA, HMRP/CYMMIT, IPM-IL)	Demonstration number	679	477	1,515	1,655
Preparation of bio-pesticides (Jhol mol)	Demonstration number	300	30	379	687
Jab planter or push row seeder (Dissemination of improved techniques from CSISA, HMRP/CYMMIT, IPM-IL)	Demonstration number	21	12	12	12
Storage technology for cereals and legumes	Demonstration number	360	19	127	162

Table I. Activity targets and achievements to date					
Activity	Unit	Target Y3	Achieved Y3Q4	Achieved Y3 to date	Achieved project to date
Activity A.3.3 Organize intra district exposure visits	Exposure visit		2	10	10
	Participants	100	18	111	111
	Exposure visit			13	21
	Participants			730	967
	Field Day		3	20	20
	Participants		91	891	891
Activity A.3.4 Develop and disseminate extension messages	Districts		6	20	20
Outcome 4: Improved market efficiency					
Activity A.4. Formation of new MPC/CC and material support (weighing balance, tarpoulin, plastic crate, furniture, office support, stationaries etc.)	Number	25	0	32	47
Activity A.4.1 Strengthen MPCs	Trainings	29	2	20	20
	MPCs		18	124	124
	Counseling & material support	60	10	60	70
Activity A.4.2 Conduct exposure visits	Exposure visits		3	11	11
	Field days		0	9	16
Activity A.4.4 Strengthen market linkages	Follow up interaction meeting	72	26	148	208
	Input Output workshop	20	1	20	29

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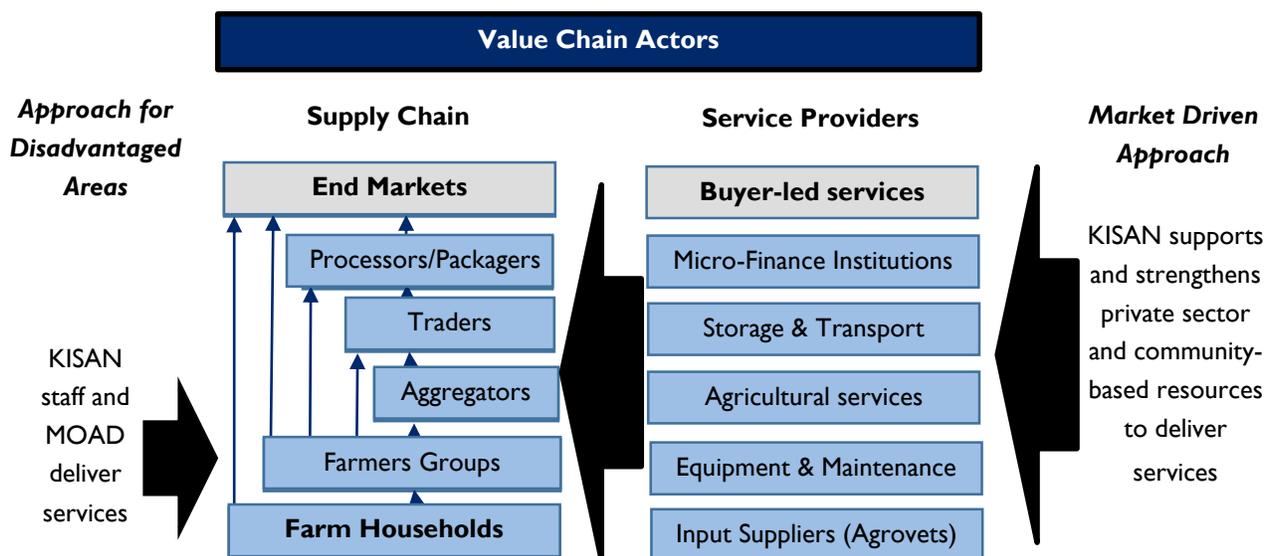
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ACRONYMS

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

I. OVERVIEW OF KISAN'S APPROACH

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



Baseline and FY2014 survey results

KISAN conducted a survey to collect baseline and FY2014 results data for nine outcome indicators. KISAN's baseline and FY2014 beneficiary universe includes 33,902 farmers and 265 firms and organizations in 20 districts.

Because 2014 was the first year KISAN began working with farmers, and because farmers began working with KISAN at various times during the year, the results for FY2014 reflect farm household results for an average of six months only. For reasons of seasonality, this meant the results included very little data on rice, which affected numerous indicators, including hectares. The truncated FY2014, with data for only six months, is difficult to compare to baseline, which is a full 12-month period. KISAN interventions related to improving cereal gross margins in FY2014 focused on promoting improved seeds and brokering maize and rice seed production contracts between seed companies and KISAN farmers to increase the supply of quality seed in local markets. In addition, some of the improved technologies and practices KISAN taught for vegetable cultivation could apply to cereal crops.

Table 2 presents a summary of the 2014 findings. KISAN's baseline rice yield of 3.49 MT/ha is higher than the national average of 2.72 MT/ha in the ADS. In the baseline done by KISAN, the 6 terai districts have an average yield of 3.6 MT/ha and the 14 hill districts have an average yield of 2.8 MT/ha. The Ministry of Agriculture Statistics Book for 2013/2014 states that the yield in the six KISAN terai districts when averaged is 3.3 MT/ha, and the yield in the 14 KISAN hill districts, when averaged, is 2.8 MT/ha.

Please refer to the Baseline and 2014 Survey reports for further details.

Table 2. FY2014 survey results				
No.	Indicators and Targets	FY14 Actual	FY15 Target	LOP
DO2	Inclusive and Sustainable Economic Growth to Reduce Extreme Poverty			
4.5.2(13)	Number of rural households benefitting	33,902	82,000	100,000
4.5.2(14)	Number of vulnerable households benefitting	25,987	55,597	76,653
IR 2.1	Agriculture-Based Income Increased			
4.5(16)*	Gross margin per hectare of selected product (\$)			
	Maize	573	579	590
	Pulses (Lentil)	387	391	399
	Rice	653	660	673
	Bitter Gourd	4,323	4,366	4,454
	Cabbage	2,985	3,014	3,075
	Cauliflower	4,029	4,069	4,151
	Cucumber	3,855	3,893	3,971
	Tomatoes	4,590	4,636	4,729
4.5.2(23)*	Value of incremental sales (farm-level) (\$)	3,176,952	9,352,782	36,846,782
	Maize	395,204	1,055,141	2,806,463

Table 2. FY2014 survey results				
No.	Indicators and Targets	FY14 Actual	FY15 Target	LOP
	Pulses (Lentil)	-19,895	246,325	1,274,189
	Rice	-63,202	191,201	2,222,720
	Vegetables (12)	2,864,845	7,860,115	30,543,410
Nepal custom	Yield per hectare of selected product (MT/ha)			
	Maize	2.74	2.88	3.18
	Pulses (Lentil)	0.41	0.63	0.70
	Rice	3.46	3.56	3.92
	Bitter Gourd	13.28	13.94	15.37
	Cabbage	20.09	21.09	23.25
	Cauliflower	16.12	16.93	18.67
	Cucumber	17.92	18.82	20.74
	Tomatoes	18.41	19.33	21.31
Outcome 1	Farmers receive improved and increased agricultural inputs			
4.5.2(29)*	Value of agricultural and rural loans (\$)	958,179	1,973,732	7,321,261
4.5.2(30)	Number of MSMEs, including farmers, receiving USG assistance to access loans (\$)	6,748	17,822	26,293
Outcome 2	Improved capacity of agriculture extension workers, service providers, and farmers			
4.5.2(7)	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training	34,348	82,510	100,610
4.5.2(37)*	Number of MSMEs, including farmers, receiving business development services		82,611	100,637
Outcome 3	Improved and sustainable agriculture production and post-harvest technologies and practices adopted at farm level			

Table 2. FY2014 survey results				
No.	Indicators and Targets	FY14 Actual	FY15 Target	LOP
4.5.2(2)*	Number of hectares of land under improved technologies or management practices	7,566	61,274	192,831
4.5.2(5)*	Number of farmers and others who have applied improved technologies or management practices	30,944	75,006	91,446
IR 2.2	Small Enterprise Opportunities Expanded			
Np 2.2-1	Number of MSMEs established and/or expanded		611	637
Outcome 4	Improved market efficiency			
4.5.2(38)*	Value of new private sector investment in the agriculture sector or food chain leveraged	706,831	777,514	3,280,404
Outcome 5	Increased capacity of GON and local organizations			
4.5.2(11)	Number of food security private enterprises (for profit) and organizations assisted	1,913	4,451	4,727
4.5.2(27)	Number of members of producer organizations and CBOs assisted	33,902	82,060	100,090
4.5.2(42)*	Number of private enterprises and organizations that applied improved technologies or management practices	217	3,561	3,782
DO3	Increased Human Capital			
IR 3.2	A Healthier and Well-Nourished Population			
4.5.2.8(x)	Total quantity of targeted nutrient-rich value chain commodities set aside for home consumption			
	Cauliflower (Mt)	1,231	2,977	10,519
	Cabbage (Mt)	886	2,143	7,571
	Bitter gourd (Mt)	583	1,410	4,982
	Okra (Mt)	476	1,151	4,068

KISAN's approach recognizes that farmers will pilot test KISAN's recommendations on a very small area of their plot, and then increase the number of hectares planted in vegetables using improved technologies and practices as they gain confidence. In parallel, money earned from sales allows them to invest in better technologies. Since FY2014 was KISAN's initial year of field activities and most participants had only one crop cycle, it is too soon to assess the validity of KISAN's Theory of Change. FY2015 survey data will provide more complete evidence of farmer's behaviors and KISAN's achievements.

II. ACTIVITIES AND OUTCOMES (APRIL – JUNE 2015)

The KISAN Project falls under USAID's Development Objective 2: Inclusive and Sustainable Economic Growth to Reduce Extreme Poverty. The goal is to reach and reduce poverty among rural and vulnerable households. As indicated in the 2014 survey, the *Number of rural households benefiting directly from USG assistance* in 2014 was 33,902. To date in 2015, KISAN is working with 83,127 households, and has exceeded the 2015 target of 82,000. Likewise, the *Number of vulnerable households benefiting directly from USG assistance* as indicated in the 2014 survey results is 25,987. Once the FY 2015 survey results are available, we expect this figure to climb to 55,597.

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

IR 2.1: Agriculture-Based Income Increased

Outcome 1: Improved access to increased quality inputs for farmers.

Outcome 2: Improved capacity of agriculture extension workers, service providers, and farmers.

Outcome 3: Improved and sustainable agriculture production and post-harvest technologies and practices adopted at the farm level.

IR 2.2: Small Enterprise Opportunities Expanded

Outcome 4: Improved market efficiency.

Outcome 5: Increased capacity of GON and Nepali organizations.

IR 2.1: AGRICULTURE-BASED INCOME INCREASED

Under this IR, KISAN focuses on building the capacity of farmers and change agents to improve technology adoption, production/yields, and incomes of smallholder farmers in Nepal. As a result of these interventions, KISAN farmers achieved \$3.2M in total incremental sales of target commodities (except seeds) in FY 2014. The total sales achieved by farmers (\$8.4 million) in FY14 constitute a 61% increase over baseline (\$5.2 million). These results came from KISAN's first year, and a truncated year at that. It is expected that incremental sales will increase several fold in FY2015.

KISAN interventions are contributing to improved gross margins. The FY14 survey indicates that the maize gross margin increased by 17% and the maize yield increased by 20% (from 2.28 MT/ha to 2.74 MT/ha). The gross margin for rice increased by 29%, whereas rice yield data shows little change (-1 %). KISAN started training farmers in the Midwest in September 2013 and provided assistance to a limited number of rice farmers in both production and post-harvest technologies, the results of which were captured in the FY 2014 survey results. The rice planted in FY2014 will be harvested in FY2015 and thus isn't reflected in FY2014 data. The FY2014 gross margin for lentils is uncertain due to the small number of respondents who reported harvesting lentils by the end of September. Adverse weather destroyed a large share of the lentil crop in FY2014. Gross margins for cauliflower, cabbage, tomato, and bitter gourd increased from 9% to 54%. The gross margin for cucumbers decreased by 3%, despite 29% higher yields/hectare on average, which indicates that the decrease in gross margin is due a decrease in price. These results are favorable despite the truncated fiscal year, which does not reflect the potential for two vegetable crop cycles in a year and thus substantially under-reports the FY2014 gross margins.

OUTCOME I: FARMERS RECEIVE IMPROVED AND INCREASED AGRICULTURAL INPUTS

KISAN helps expand access to seeds, water, credit, and other critical inputs by strengthening the

Box I. Mobilizing network-based approach in rice production

KISAN has worked closely with two millers which are seeking to collect 10,000 MT of rice grain in Kanchanpur district. KISAN structured an arrangement with the millers and 12 gallawalas (traders) to facilitate the collection, transfer, and sale of KISAN farmer rice to the millers. 200 KISAN beneficiary groups, comprising 4,000 farmers growing rice paddy on 2,666 hectares will sell their rice production to the two millers. Collection will be through 12 collection points or depots set up by the gallawalas. Seven leader farmers will coordinate the process, supported this first season by KISAN staff. This approach is welcomed by all parties. Farmers are assured of a market for their goods and save the cost and effort of transporting their product. Millers are assured of a timely supply of goods, and will not have to send staff to collect product. The gallawalas serve as the bridge between the farmers and millers by setting up collection depots and managing the collection process as well as delivery to the mills, charging 10-15% commission per volume of transactions.

capacity of agrovets and other input suppliers and facilitating seed production contracts.

Activity A.1.1 Increase the quantity and improve the quality of seed inputs for rice, maize, and lentils

A.1.1.1. Increase certified seed production. The interim work plan from March to September 2015 targets production of 250 MT of maize and rice seed. To achieve this target KISAN is training farmer groups, trainings lead farmers, establishing linkages to access source seed, and facilitating contracts between seed growers and seed companies and cooperatives.

Seed production is a profitable business for the farmers as well as for seed companies. KISAN trained 1,268 KISAN farmers from 59 groups in 14 districts in **maize seed production** this quarter. 32 maize seed groups KISAN worked with this quarter were then linked via contractual agreements with eight seed companies/cooperatives. In total, 3,957 kg of source seed was planted, which is expected to yield 375 MT of certified seed. KISAN trained these farmers (which included 1,004 women) on production technologies, site selection, isolation distance, and foundation seed, all contributing to increased certified quality seed production.

This training will be followed by two additional **trainings at the flowering and harvesting stages**. In total, 3,957 kg of source/foundation seed were planted in 158 ha, from which an estimated production of 375 Mt of certified seed is expected. Of this, 316 MT is expected to be sold through seed companies. Seed production generally yield less than grain production so although seed yields of 2.37 MT/ha are expected, KISAN is still on track to reach the FY 2015 target of 2.88 MT/ha. Farmers generally access source/foundation seeds from seed companies, agrovets, cooperatives or the DADOs. While the DADOs typically provide source seeds for free, private sector actors usually charge farmers. Private companies frequently provide the seed on credit, only collecting the cost of the seed at the time of seed delivery.

Moreover, KISAN trained 104 lead farmers (including 37 women) from the 59 seed groups in seed production through three **three-day lead farmer trainings** in Banke, Dang and Kanchanpur, where seed companies along with KISAN, SQCC and DADO staff conducted the training. During the training farmers were taught the technicalities of quality seed production, specific needs of seed companies, pricing, packaging material, delivery of seed, and location and timing among other things. The seed companies talked directly with farmers about the required parameters of seed quality control, specifically regarding technology and compliance to legal provisions of seed production. Some of these companies and cooperatives have committed to a more proactive role during seed production, and have begun providing technical support in farmer fields. Establishing linkage between farmers and seed companies is a very good example of KISAN strategy to promote the integration of project beneficiaries into market systems. The KISAN team will continue linking farmers with seed companies and encourage companies to visit seed plots intermittently for quality control. KISAN focuses on production of varieties which are released and registered by the seed board of Nepal, including Manakamana-3, Manakamana-1, Deuti and Rampur composite in maize.

Name of Seed company/ Cooperatives/ Agrovets	District	Contracted Quantities (Kg)
Rukmeli Seed Company	Dang	40,000
Bijbridi Company	Chitwan	50,000
Manaslu Seed Company	Chitwan	46,187

Name of Seed company/ Cooperatives/ Agrovets	District	Contracted Quantities (Kg)
DAFACOSE Cooperative	Dadeldhura	75,870
Pabitra Cooperative	Surkhet	45,000
Bheri Cooperative	Surkhet	9,177
Rupakheti Agrovet	Dailekh	50,000
Navadurga Agri Cooperative	Gulmi	11,700
Total		327,934

A.1.1.3 Work with CSISA to plan and host Seed Summit. KISAN continues to coordinate with Government of Nepal’s Ministry of Agricultural Development (MOAD), Development Partners, and other related stakeholders to organize a National Seed Summit. Because of the earthquake on April 25 and its aftershocks, the team has re-scheduled the event tentatively for September 14-15. Dr. Robert Tripp consulted with KISAN in the field in April 2015 and worked with the team on private sector perspectives as possible thematic areas. Unfortunately, Dr Tripp will be unable to participate in the Summit. Nevertheless, under the leadership of Dr Hari Upadhyya, a successful event is expected. Action plans will be developed based on pre-Summit discussions, and draft action plan will be developed by July 2015.



Figure 1. In Lamahi, Dang, two farmer groups have been contracted by Beej Bridhi Company to produce 40MT of seed and provided 400 kg of source seed. However, the drought and late monsoons have decimated the majority of the crops, further exacerbated by water sources drying up. Farmers have requested seed support or the upcoming vegetable season.

Activity A.1.2 Strengthen input supply chains of irrigation, water storage products

With the increased budget allocated to irrigation, KISAN has started implementing the revised approach to irrigation, increasing the cost share from the project to NRs 40,000 per scheme. The new cost-share parameters make irrigation easier for farmers to afford, and due to strong demand KISAN will exceed 2015 targets. KISAN now plans to implement approximately 1,000 irrigation schemes during the life of project.

This quarter KISAN rehabilitated 46 irrigation systems, and installed 149 new irrigation systems. The irrigation systems rehabilitated and installed this quarter benefitted 2,324 people including 1,736 KISAN beneficiaries and 588 others near the scheme. Activities have covered all 4 clusters, with 69 interventions in the West; 73 in the Mid-West Rapti; 128 in the Mid-West Bheri; and 74 in the Far-West clusters. To ensure sustainability, 2,662 farmers were trained through 109 events on how to set up, repair, and maintain irrigation systems. Since project inception, a total of 313 irrigation systems were implemented, benefitting 5,911 beneficiaries including 4,599 KISAN and 1,312 were others near the schemes.

KISAN implemented 10 different types of irrigation systems through 149 irrigation schemes. In the Terai districts, the focus is on shallow tube wells and diesel pump sets for irrigation, while in the hill districts it's on water harvest tanks, drip/sprinklers and MUS. KISAN works with various stakeholders to leverage resources in establishing schemes. For example, the USAID-funded Sajedhari Bikas Project in Banke helped establish 10 shallow tube wells. Other major leverage partners included farmer groups, Poverty Alleviation fund, VDCs, DADC, Peace Corps, Malika Bikash Sangh (Achham), Rural Development Centre (Doti), and Pact Inc. This quarter, KISAN has leveraged NRs 8,831,497 (US\$ 88,315) for irrigation schemes that have benefited 1,736 farmers and irrigated 202 ha of agricultural land.

KISAN conducted 109 irrigation trainings with 2,662 participants (over half were women, and one third were from marginalized ethnic groups) alongside the irrigation sites. These trainings highlighted the importance of site selection when setting up irrigation systems, and repair and maintenance of irrigation technologies. In addition to these trainings, KISAN conducted 49 rehabilitation trainings with 774 farmers in attendance including 449 women and 85 from marginalized ethnic groups.

Activity A.1.3 Increase credit availability in KISAN districts and along KISAN commodity chains

FTF measures access to finance in two ways: 1) the total value of loans received from formal financial institutions as a result of project assistance, and 2) the number of micro, small, and medium enterprises (MSMEs) who receive loans from either a formal or informal financial institution as a result of project assistance. As per the FY2014 survey, the value of agricultural loans from formal financial institutions to KISAN-assisted farmers and firms increased by \$290,000 from \$668,000 to \$958,000 (44 %). Value chain actors accessing loans included producers (farmers), local traders and assemblers, and wholesalers, and processors, among others. Similarly, the number of value chain players that received one or more loans in FY2014 increased by 37 % from 4,931 to 6,748. The number of MSMEs, including farmers, receiving

Box 2. Priority constraints

During the survey, KISAN asked farmers “What are the top three issues that prevent you from achieving higher yields or sales, starting with the most important?” Farmers were given eight options (including “Other”). Lack of access to water ranks the highest with 30.8% of respondents citing it as the primary constraint. Other constraints identified include:

- Lack of knowledge (19.9%)
- Lack of access to quality inputs (14.5%)
- Household labor shortage (11.3%)
- Lack of access to market/buyers (11.3%)
- Other (8.2%)
- Lack of access to loans (3.3%)
- Lack of authority to decide which crops to grow (0.7%)

USG assistance to access loans in 2014 was 6,748. KISAN aims to reach 17,822 MSMEs in 2015. As noted below, KISAN is dedicating significant resources to increase farmers and firms access to finance, and we expect the value of loans to increase to \$1,973,732 in 2015. As a result of coordination with MFIs in previous quarters, KISAN successfully facilitated nine KISAN groups to link with three different financial institutions to access credit.

Activity A.1.3.1 Coordinate MFIs with other finance activities in the KISAN districts. KISAN has conducted coordination visits to individual MFIs throughout the project districts to explore potential linkages with beneficiaries and to establish a better understanding of the financing process and players to improve beneficiaries' access to these services. KISAN is finalizing an assessment of MFI outreach plans for all 20 districts to streamline approaches to improve access to financial services of project beneficiaries. The outreach plans of all affiliated MFIs will be completed by September 2015. Coordination with MFIs in previous quarters has led to the following results achieved this quarter:

- Three groups from Dohani in Kapilvastu, and two groups from Dharmpani, Kapilvastu acquired access to credit through Unnati MF Laghu bittiya Sanstha.
- Two groups from Bangi in Arghakhachi have accessed credit from Malarani SACCO in Bangi
- Two groups from Khanadha Arghakhachi have linked with Swabalambasn MFDB.
- Nepal Mahila Utthan Kendra and Nirdhan Utthan MFDB have agreed to develop feasibility plans to extend their coverage in Bhingri, Swargadwarikhal, Sari, Belbas, Ghothiwang and Nayagaun VDCs of Pyuthan district and Khungri and Ghodagaun VDCs of Rolpa district, all of which are VDCs where KISAN beneficiaries are located.

Activity A.1.3.2 Link banks with wholesale financiers with potential agribusiness vendors and local MFIs. KISAN trainings and demonstration events have motivated beneficiaries to adopt new technologies and upgrade farming techniques. But in some cases, local MFIs and vendors are not able to provide the loan amounts in demand by beneficiaries due to insufficient funds. To help local MFIs and vendors link to wholesale funding agencies, KISAN conducted a linkage-creation workshop this quarter in the West cluster bringing together three wholesale financing institutions, eight cooperatives, and one vendor. The workshop has taught local FIs to establish minimum criteria to receive external wholesale loans and how to meet demand for loans in the community.

Activity A.1.3.3 Strengthen cooperatives and link with KISAN farmers. KISAN facilitated Gadhilek SACCO in Rolpa to extend financial services to six additional KISAN VDCs in Rolpa. This is expected to enable access to credit services for beneficiary as well as other farmers.

During this quarter KISAN trained representatives from 44 cooperatives through two three-day business plan preparation trainings in Dhangadi and Butwal, emphasizing innovative financial product and delivery models appropriate for smallholder farmers. This included product development to increase agriculture loans, and loan structuring to ensure repayment plans followed crop production cycles. KISAN has developed standard templates on which cooperatives will base their individual business plans. KISAN also provided technical assistance to Suryodaya Farmer Multipurpose Cooperative (which assumed all costs) in Dang upon request for a customized three-day business plan preparation training for 24 participants, including executive board members, loan sub-committee members, account committee members, and staff. With KISAN's assistance, the co-op developed a strategy on membership promotion, saving and credit product development and policy preparation, seed production, processing, and marketing.



Figure 2. An exposure visit for cooperatives at an agri-machinery supplier store to understand and create loan products for tools. The exposure visit was designed to orient co-ops to effective operational approaches of successful cooperatives, and to help loan portfolio diversification.

To optimize access to credit services for project communities, KISAN took select local MFI staff from all four clusters on two exposure visits. The 49 representatives from 49 different cooperatives visited a range of organizations including SACCOs, Agriculture Multipurpose Cooperatives, and Agriculture Marketing Cooperatives. The representatives from the local FIs learned about portfolio diversification, including loan products for agri. tools and machinery; savings and credit facilities for farmers at locally competitive savings and interest rates; customized activities and loans such as those that encourage women's empowerment. KISAN has helped assess co-op capacities and recommended initiatives for institutional capacity building. FIs are expected to incorporate these lessons and experiences into their reforms.

Activity 1.3.5 Facilitate loans with commercial enterprises. KISAN has held three meetings with 26 MFI representatives to identify opportunities to increase the flow of loans to beneficiary groups. These meetings have clarified the locations of existing MFIs, their service areas and extension plans, thus facilitated access to loans for KISAN beneficiaries. In addition KISAN field staff held 12 more meetings with local MFIs with the objective of helping the 61 participating MFIs to roll out access to finance to project beneficiaries. The level of investment at the farmer level is expected to generate investments and create demand for more loans for local enterprises in the coming quarters.

OUTCOME 2: IMPROVED CAPACITY OF AGRICULTURE EXTENSION WORKERS, SERVICES PROVIDERS, AND FARMERS

KISAN builds the capacity of farmers, lead farmers, LSPs, agrovets, extension workers, and other change agents in targeted communities through a variety of training methods including demonstration plots, workshops, and exposure visits to farms and demonstration plots. As per the FY2014 survey, 34,348 individuals received USG supported short-term agricultural sector productivity or food security training. Of these, 9,315 were male and 25,033 female. KISAN has and will continue to provide or facilitate training for beneficiaries.

Activity A.2.1 Continue to strengthen change agents

KISAN continually enhances the capacity of change agents and farmers. A total of 425 change agents' capacity has been improved through trainings, and refresher trainings this quarter.

Agrovets. This quarter, KISAN trained 118 agrovets on improved technologies, pesticide use and management, IPM, new seed varieties, bio-pesticides and bio-fertilizers, business plan preparation, and helped established linkages with GON line agencies, farmers, suppliers, and other stakeholders. All the agrovets successfully completed the post-test exam at the end of each of the four trainings covering all project clusters. Of the 118 agrovets, 17 had also participated in the Pesticide Retailor Training in Y2 making them eligible for a license from GON to establish and operate agrovets stores.

LSPs. LSPs are currently engaged with technical staff in conducting trainings and demonstration events for project beneficiaries. This quarter, KISAN provided 2 kinds of refresher trainings for LSPs to establish a uniform approach in activity implementation through LSPs, and to update LSP knowledge and skills in crop and seed production, demonstrations, technologies, and management. The trainings have reinforced the technical capacity of LSPs to respond to agriculture-related issues; emphasized the importance of improved technologies and practices in increasing productivity; and motivated LSPs to be proactive in engaging local businesses and DADO in agricultural development.

- I. Two-day refresher training for the LSPs trained in Year 2, followed by **CTEVT Level I Skill Test on Community Agriculture Assistant (CAA)** in Lamahi, Dang. A total of 112 LSPs participated from all 20 districts; of which 44 were female and 68 male.

Box 3. LSP transitions to agrovets owner

Tapta Bahadur Nepali served as an LSP in Jajarkot and established close relations with KISAN farmer groups in three VDCs. Recognizing the lack of agrovets in the area, and thus limited services, he decided to open his own agrovets in Laha VDC, using some of what he learned during KISAN LSP trainings. Since his agrovets shop is located in a rural area, closer to smallholders, farmers can easily access seeds, pesticides, micronutrients, and other inputs. Tapta now earns NRs 40-50,000/month providing inputs and technical advice to farmers as an agrovets.

The training also provided an opportunity to study and practice the CTEVT formats and tests. All 112 LSPs participants from the training took the CTEVT skill test, and are awaiting test results. The successful participants will be awarded the CTEVT CAA certificates, which enables them to earn their livelihood by providing these essential services in respective communities. This formal recognition from a GON accredited organization means that they can be hired by other projects and organizations including the DADO.

2. Two-day refresher training focused on technicalities of rice, maize and vegetable production for an additional 91 LSPs, of which 40 were female and 51 male. Of the 91, 10 were new LSPs from 7 KISAN districts and selected for the refresher training as they are noted to be especially proactive and technically competent, and therefore able to capture the technical contents of the refresher training. Another refresher training is scheduled in early July the coming quarter for an additional 70 LSPs.

Box 4. Private sector embedding technical services and trainings

Shiva Shikhar Agriculture Cooperative Ltd, in Kohalpur, Banke is comprised of 3000 share members, and works through 30 farmer groups with 635 members. The co-op is committed to agriculture development: they have hired one agricultural technician to support the groups in cereal crop and seed production and commercial vegetable production. The co-op has also leased 15 ha of agricultural land for seed production, where they conduct trainings and demonstrations of modern agricultural tools and techniques. To promote farm mechanization and reduce the cost of production, Shiva Shikhar Agriculture Cooperative Ltd also sells modern agriculture tools and equipment at locally competitive rates on a pay installment basis. Shiva Shikhar Agriculture Cooperative Ltd. has taken their level of involvement with farmers further by working with KISAN to train 27 farmer groups on rice production, and is scheduled to conduct targeted demonstrations in vegetable and cereal crops in coordination with KISAN staff. The co-op is also conducting seed production trainings for common beneficiaries.

KISAN also conducted an interaction meeting in Gulmi to strengthen LSPs and link the 12 participants with DADO and service centers to access additional resources and information.

Lead Farmers. See Activity A.1.1 for seed production training for lead farmers.

Activity A.2.3 Train farmers on improved production and post-harvest on rice, maize, lentil, and vegetables. To date, KISAN has organized 83,127 farmers into 4,001 groups, 1,030 of which are registered with the government (KISAN facilitated the registration of 13 groups this quarter). This quarter KISAN conducted 4,901 trainings for 50,253 farmers organized into 2,432 groups. The total number of trainings conducted includes trainings in vegetable, maize, and rice production, nursery management, marketing, plant protection, and post-harvest. Of the cereal crops (rice and maize), KISAN has trained farmers on how to produce maize and rice as seed crops, as well as food crops. A total of 59 trainings were conducted in rice and maize seed production.

As part of KISAN's strategy to more fully integrate beneficiaries into market systems, KISAN has mobilized local businesses to provide training to project farmers. Out of total 4,901 trainings conducted

in this quarter, 365 were conducted by the private sector, including agrovets, co-ops and processors, and 1,381 were conducted by LSPs. Using local businesses reduces the direct provision of services by KISAN and promotes linkage between farmers and agrovets, amongst other participating businesses. Agriculture Technicians identify potential LSPs and agribusinesses who can conduct trainings, and they are assessed by the KISAN team as to whether they should be selected to provide trainings to beneficiaries. The selected LSPs and businesses then observe KISAN trainings until they understand how to do it themselves. Once they are confident, and it is agreed by KISAN, they begin conducting trainings, with KISAN ATs observing to ensure quality. This quarter and the next provides KISAN with an opportunity to pilot test the use of private sector actors as trainers. Based on the results, KISAN will refine the model and expand the use of private sector actors as trainers in FY2015.

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

Under Outcome 3, KISAN trains farmers on improved techniques and technologies that will increase production while improving natural resource and post-harvest management. This training very often revolves around demonstration plots, described in more detail in this section. Technology adoption is important for assessing if KISAN is on track to achieve results as it reflects a crucial intermediate result for outcomes related to yields, sales, and gross margins.

The FY2014 survey indicates that almost all KISAN farmers used at least one improved technology or practice in both the baseline year and FY2014. The number of farmers applied on average six and a half technologies or management practices in FY2014 – an increase of 64 % over baseline. In FY15 KISAN anticipates that 75,006 farmers will apply improved technologies or management practices.

KISAN is currently on track to achieve its FY15 target of 61,274 hectares under improved technologies or management practices.

Activity A.3.2 Establish demonstration plots. This quarter, KISAN established a total of 716 demonstration plots in change agents' fields and conducted 765 demonstration events for 7,144 farmers. Twelve of the demonstrations were carried out in collaboration with CSISA and IPM-IL; CSISA provided technical support on an additional 12. Demonstrations and events were established/held on the following topics:

- Vegetable production
- Plastic mulch and staking for tomato and chili production
- Cereal production (rice, maize)
- Jhol-mol use and preparation
- Plastic house with drip irrigation for off-season vegetable production
- DSR

- Maize mechanization (jab planters, push row seeders)
- Super gain bags for post-harvest storage

Activity A.3.3 Organize exposure visits. KISAN organized two exposure visits for 18 representatives from seed companies, agrovets, and change agents who observed CSISA sites and lead farmer plots in the West and Far-West. The visits provided an opportunity for value chain actors to meet and establish linkages, and learn about/observe varieties and production methods, including trying some machines like the hand-operated maize technologies. Participants also learned about nursery

Box 5. Reference tools on commodity chains for farmers

KISAN developed posters that farmers can refer to for essential information about rice and maize production. The posters discuss cultivation practices, variety selection, land preparation, and marketing, and are tailored to the various geographies of KISAN beneficiaries. CSISA contributed to the technical information. 39,000 copies of the rice posters, and 21,000 copies of the maize posters have been printed and distributed to KISAN farmer groups, government bodies, private sector players such as agrovets and MPCs, and other stakeholders.

grown under plastic tray with coco peat; Machan nursery/tar nursery; and staking in tomato cultivation under plastic house.

KISAN also conducted three field days in three clusters to provide an opportunity for farmers and representatives from the DADO, agrovets and Multipurpose Agriculture Cooperatives to observe firsthand selected demonstration plots showcasing various rice, maize and vegetable improved technologies. Of the 91 participants, 29 were female.

Activity A.3.4 Develop and disseminate extension messages. KISAN continues to develop and broadcast extension messages to disseminate improved techniques and technologies to improve the production practices for rice, maize, lentil, and vegetables, including the use of zinc in rice production and for super grain bags to minimize postharvest loss. KISAN is currently broadcasting price information and extension messages in Palpa, Gulmi, Salyan, Rolpa, Jajarkot, and Doti. Palpa also broadcasts information on the importance of zinc in horticulture, which improves the nutrients and health of agricultural crops. These broadcasts are developed and aired in collaboration with district DADO offices; and the DADO office staff believe they understand the markets and listening habits of district residents. That said KISAN intends to take a more proactive role in the future with respect to broadcast messages. For example, based on feedback from KISAN’s field team and farmers KISAN will soon recommend discontinuing the broadcast of price information and focus on extension messages.

In FY 2015 KISAN will evaluate the effectiveness of this channel and decide whether to continue or not, and if so, develop a sustainable model for delivery.

IR 2.2: SMALL ENTERPRISE OPPORTUNITIES EXPANDED

Under IR 2.2, KISAN teaches farmers and rural entities how to increase their revenue and profit by investing in productive assets that improve product quality.

OUTCOME 4: IMPROVED MARKET EFFICIENCY

Outcome 4 focuses on establishing market linkages for farmers and creating demand for both inputs and farm outputs. KISAN promotes commercialization of agriculture to increase sales and income through various channels to sell surplus products from farmer households. MPCs are a major outlet of sales for farmers. During this quarter, through KISAN continues to work with 124 MPCs linked to an estimated 14,080 farmers.

Activity A.4.1 Strengthen MPCs.

KISAN continues to support MPCs through multiple channels and interventions, ensuring MPCs can develop market-led plans, estimate income and expenditures, record sales, manage resources, and understand markets and prices.

- This quarter, KISAN conducted two 2-day MPC trainings to help 18 MPCs and wholesalers in Banke and Dailekh identify and find solutions for current marketing issues. 48 individuals learned about business plan preparation, group marketing, pricing of agricultural products, market led production planning, marketing cost, concept of marketing, etc.
- KISAN provided material support including crates, balances, tarps, and stationary to 10 MPCs this quarter.
- The project linked MPCs with VDCs and DADOs for registration and additional resources to establish collection centers: 23 MPCs in Bardiya and Kapilvastu registered this quarter.
- KISAN established two MPC Apex Bodies (Marketing Committees) in Banke and Gulmi, which can lobby for MPC resources in various forums and provide guidance to increase sales and members' income.



Figure 3. MPCs and collection centers have become hubs for traders and farmers alike, providing a place where value chain actors can convene and engage in market transactions bring markets closer to farmers and providing traders with high-quality, bulk produce. As seen outside of the Rapti Collection Center in Dang, traders can purchase high-quality produce in bulk aggregated by the collection center and transfer/sell them in larger markets.

- KISAN carried out five Market-led production planning and marketing trainings for 225 (including 171 women) representatives from farmer groups, co-ops, DADO, VDCs, vegetable traders, LSPs and MPC executive members to enhance their capacity in commercial market-led vegetable production and marketing. The trainings have helped farmers understand how to produce as per market requirements – what kind of vegetables to grow, in what area, volume of planned production etc. – as well as when is the optimal time to sell to earn maximum prices. Production plans developed addressed vegetable crops like tomato, chilli, cucumber, bean, cowpea and cauliflower for this rainy season.
- KISAN staff regularly visit MPCs to discuss any issues and provide guidance. KISAN staff conducted 22 follow-up meetings at MPCs in all four clusters to further strengthen and guide MPC activities, and to identify and strengthen weaknesses and opportunities.

Other market outlets. To help translate all marketable surpluses of smallholders into cash, KISAN is working with more remote communities to develop alternative market outlets such as cycle vendors, push carts, ghumtis. This quarter, KISAN supported farmers from Pyuthan, Kapilvastu, Gulmi and Arghakhanchi to establish such basic marketing schemes.

Activity A.4.2 Conduct exposure visits.

KISAN conducted three five-day market exposure visits in the Mid-West and Far-West to facilitate enhanced marketing activities and improved understanding of key marketing practices in KISAN communities through linkages along the agriculture value chains. As a result of the visits, the stakeholders understand not only how MPCs should function, but also what the roles and responsibilities of LSPs and GON staff are to sustain MPCs. Visit participants included MPC members, agrovets, and GON staff. Places visited included successful MPCs/collection centers, wholesale market, seed companies, agrovets, agro machinery, feed industry, maize, vegetable, rice demo fields, new technologies etc.

Activity 4.3 Strengthen wholesale markets. KISAN works to strengthen wholesale markets to enhance service delivery. This quarter, KISAN provided trainings to Kohalpur Wholesale market and Gulariya wholesale market where they learned about developing business plans and business/market management. This event has brought together the wholesale markets, local markets representatives and district agriculture offices to discuss issues challenges and experiences. Linkage has been established

Figure 4. KISAN has established price information boards (like the one above in Surkhet) with crop calendars at MPCs and collection centers so that farmers are aware of prevailing market prices for the goods that they grow. In many places such Boards have been installed with the collaboration of the DADOs; 6 have been set up this quarter in the Mid-West Bheri and Far-West clusters. The boards have helped guide farmers with market led production planning and sharing price information. The crop calendars have helped farmers identify suitable vegetable and cereals crops varieties for suitable season.

between traders and wholesale markets, and through them to regional markets. Government representatives oriented traders about the provision to support MPCs and CCs registered at district agriculture offices. Traders and wholesale markets have begun registration processes, and some are seeking government support to construct buildings and sheds, as well as for other material support for their CCs and MPCs.



Figure 5. Twelve members of MPCs in Banke participated in an exposure visit and met with wholesalers and an agri-marketing cooperative to learn about the pricing system and supply chain mechanisms. As a result of this visit, the MPC members brought back valuable practices they can apply in their MPCs, and established linkages with MPCs and major market centers for vegetables. Due to the interaction with other MPCs, they formed an MPC Apex Body, with support from KISAN, to use as a common platform to address issues and develop strategy for the area.

Activity A.4.4 Strengthen market linkages. KISAN conducted one Input-Output workshop in Bardia on June 2, 2015 with participation of the DADO and SADO of Bardiya as well as 35 representatives of MPCs, haat-bazaars, wholesalers, millers, and agrovets. The activity involved assessment of demand and supply of vegetables and seed, and various marketing related issues and possible solutions. KISAN also facilitated linkages between wholesale markets and MPCs through Input Output marketing workshops. This event has helped make the collection process and transactions with wholesale markets more systematic, benefitting commercial farmers and their producer groups. More haat bazaar traders are

bringing produce to wholesale and regional markets, with 50—60 producer groups supplying to the wholesale market. This momentum in the production and marketing systems have contributed to reducing market-dependency on Indian produce from 9 months to 7 a year.

Activity A.4.5 Provide grant to establish ICT marketing information system needs. This quarter, KISAN has begun a grant-based activity to develop an ICT based system to provide timely and relevant agriculture information related to weather, price and technologies through SMS to farmers in Banke, Bardiya, Dang and Surkhet. Details are in the Grants under Contract section.

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

As per the FY 2014 survey, the value of new investment in the agriculture sector by KISAN-assisted firms in FY2014 was \$706,831. Of the 237 partner firms and organizations interviewed, 42 firms (18 %) reported new investments. KISAN is on track to achieve its FY 2015 target of \$ 777,514 in new private sector investment in the agriculture sector.

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

KISAN's new Business Opportunities director joined the project this quarter. Through the Business Opportunities team, KISAN plans to partner with private companies to build their capacity and increase their profits, while at the same time help KISAN achieve project results, particularly related to farm household incomes. As of the end of this quarter KISAN had a commercially oriented grant proposal pending with USAID that builds the capacity of a rice miller, helps him increase throughput and profits, and results in a sustainable source of training and end market for 700 small rice producers. (See box) KISAN, through its Business Opportunities team plans to present to USAID eight similar commercially oriented grant proposals during the next quarter.

Firms and Organizations. KISAN works with input suppliers (agrovets), buyers (traders and seed

Box 6. Strengthening miller capacity and extension network

Under the activity with Dev Bhar Rice Mill, a rice mill in the Mid-West, KISAN will work with the miller will provide financing and training to 700 farmers for both rice and lentil production. As a result of the activity, farmers will have financing for inputs, will have training that is expected to result in increased yields and production, and will have a guaranteed market for their goods. The activity will help the rice miller increase his processing capacity, improve his linkage with producing farmers thus assuring supply, and process increased volumes of rice and lentil. The activity is expected to lead to increased incomes for the farmers and increased profits for the miller. Included as part of this activity, the miller will receive training in finance/accounting, extension management, and logistics.

firms), agricultural cooperatives, collection centers, marketing planning committees, lending institutions, and other agribusinesses. Support includes strengthening market linkages, market planning, and market intelligence assisting with business plans, improving access to credit, expanding services and products, and strengthening business management systems. In FY2014 KISAN worked with 265 firms and organizations plus 1,648 farmers groups. Of the former, the Census Team interviewed 237 and found that 217 (91%) private enterprises and organizations have applied improved technologies or management practices as a

result of KISAN assistance.

Activity A.5.1 Strengthen entrepreneurial and organizational skills of small enterprises and community-based organizations. KISAN strengthened 181 local organizations and private sector actors, including 45 cooperatives, 118 agrovets, and 18 MPCs. KISAN built the capacity of cooperatives by teaching them how to develop business plans, and by exposing them to best practices through workshops with and visits to MFIs. KISAN provided technical trainings for agrovets and brought them on exposure visits to learn how businesses similar to theirs are succeeding, and why. MPCs improved their capacity through participation in strengthening trainings targeting management, financial, and technical skills, and linked MPCs with farmers and other stakeholders. Additional details for KISAN's interventions with private sector actors are noted throughout Outcomes 1-4.

III. GRANTS UNDER CONTRACT

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

Activity GUC.1 Request solicitations for grants. KISAN developed an Annual Program Statement to solicit proposals from private enterprises, including service providers, agrovets, cooperatives, and MFIs to expand and deepen service delivery in the KISAN value chains.

Activity GUC.2 Review concepts; requested proposals. The Grants Team has received 82 concept proposals since the APS was released on April 16. The grants team and the business opportunities team are in the process of evaluating all concept proposals.

Activity GUC.3 Award grants and provide post award training. This quarter, KISAN awarded one grant to Krishi Sansar Nepal’s grant, “Promotion of agriculture mechanization through demonstration and trainings of power tiller, mini tiller, and two-wheel tractor attachments”, will introduce more than 1000 farmers and other relevant stakeholders in Banke, Bardiya, and Dang to these technologies and will facilitate repair and maintenance services. See Table 4 below for a summary of KISAN GUCs.

EOI/RFA	Status
Promotion of agriculture mechanization through demonstrations and trainings on a range of mini tiller, 2-wheel and 4-wheel tractor attachments	The Habi Auto Trading Pvt. Ltd. conducted consultation meeting on the 6 implementing districts. Preparation ongoing for field demonstrations Grant awarded to Krishi Sansar Nepal. Preparation ongoing for developing expansion and marketing plan
\$100,000 Science and Technology Competition for Resilience in Nepal	SMILES developing business plan FORWARD conducting trainings on rice cultivation
Agrovet embedded service	Nimbus Krishi Kendras have been opened in Dang and Kailali. Toll free number has been operational.
APS	80 grant concept papers received Concepts screening and evaluation ongoing Grant approval request sent to USAID for Dev Bhar Rice Mill

Activity GUC.4 Monitor and evaluate grants. In the previous quarter, KISAN awarded grants to Creating Smiles Building the Nation (SMILES) and Forum for Rural Welfare and Agricultural Reform for

Development (FORWARD Nepal) under the Science and Technology Competition for Resilience in Nepal.

Through this grant, SMILES will develop an ICT based system to provide timely and relevant agriculture information related to weather, price and technologies through SMS to farmers in Banke, Bardiya, Dang and Surkhet. As funding for proposed activities are contingent on the viability as reflected in the business plan, the SMILES team is working on developing a business plan with a cost-benefit analysis and will explore the possibility of establishing the knowledge bank as a resource accessible to other donor-funded initiatives.

FORWARD Nepal will help enhance food security situation of smallholder farmers through increase in crop productivity by scaling up climate smart agriculture practices in the existing rice-lentil systems in Dang, Banke, Bardiya and Kailali. FORWARD has already initiated training activities in all four districts and 48 groups have already been provided training on rice cultivation, importance of drought and submergence tolerant varieties, techniques and pest-disease management.

Last quarter, the grant on piloting agrovet embedded services was awarded to Nimbus International Company Private Limited. Through this grant activity, Nimbus will make improved agricultural inputs easily accessible to the farmers in the given districts by linking the local agrovet to the Nimbus Krishi Kendra in a franchise model in Banke, Bardiya, Dang and Kailali. Nimbus has already selected 2 outlets in Dang and 1 in Kailali for the Nimbus Krishi Kendra. The stores will soon be operational and training demonstration activities will be initiated. The toll free number 1660-01-45555 to provide timely information to farmers and agrovet on improved agricultural technologies is also operational.

The grant awardee for the promotion of agriculture mechanization, The Habi Auto Trading Pvt Ltd, conducted consultation meetings in all 6 project districts. The grantee is also making preparations to conduct demonstrations in the farmers' field. With this grant, the grantee will conduct demonstrations and trainings on a range of four-wheel drive tractor attachments in Kanchanpur, Kailali, Bardiya Banke, Dang, and Kapilvastu.

IV. COORDINATION AND COLLABORATION

In order to promote sustainability, increase the program's reach, and avoid duplication, KISAN collaborates with a variety of organizations including the Government of Nepal (GON), international non-government projects, USAID Feed the Future and Food for Peace projects, and other United States Government (USG) projects including Suaahara, Sajhedari, and the Peace Corps. KISAN coordinates and collaborates with an estimated 30 government and non-government stakeholders. Coordination takes place at the national, regional, cluster, and district levels. For example, the COP meets monthly with the COP of the PAHAL Project, which will be implementing in the same districts as KISAN. Although coordination of KISAN with Suaahara has taken place in each of the 20 districts in common, the level of engagement has been uneven so the KISAN COP met recently with the COP of Suaahara to discuss

standardizing coordination. District staff participate in various coordination meetings for synergy and to leverage each other's activities, For example, KISAN has worked with GON, other donors, and farmers on irrigation systems, plastic house construction, and support for markets and MPCs.

Activity CC.1 Conduct National Project Advisory Committee. KISAN conducted the 4th National Project Advisory Committee meeting on April 16, 2015 at KISAN office, Sanepa with attendance from USAID, MOAD, and other stakeholders. As of this meeting, three USAID projects will now fall under the purview of the same advisory committee: KISAN, PAHAL, and SABAL.

Activity CC.2 Participate in District Agriculture Development Committee (DADC) meetings. This quarter, KISAN staff from Arghakhachi, Kapilbastu, Jajarkot and Salyan participated in DADC meetings which included participation from CDO, LDO, DADO, DCO, DO, DLSO, DTO, different NGOs and stakeholders. KISAN shared project progress, achievements and targets; the meetings focused on the expansion of agriculture and livestock related activities in the respective districts.

Activity CC.3 Coordinate and link with GON and other Feed the Future projects.

GON. KISAN continues to coordinate closely with government offices in working districts, and has completed several joint monitoring visits with DADCs, including in Dang, Dadheldhura and Kailai. During these interactions, participants visited project communities, interacting with beneficiary farmers and observing various demonstration sites. The visits enabled discussions about the project approach, as well as interactions with farmers about their views on the applicability of the technical assistance being provided by KISAN. The stakeholders were very appreciative of KISAN approach, activities, and promoted technologies, as well as KISAN's mobilization of change agents, and training activities through local service providers (LSPs), agrovets and the KISAN agriculture technicians (ATs). KISAN COP and the National Advisor have also participated in several meetings to update GoN on project progress and implementation modality. Key authorities met include the Joint Secretary, Planning MOAD; the Secretary of MOAD; the Finance Minister; and the Regional Director Agriculture of Far-West region

Business Literacy project. KISAN is working in conjunction with the Business Literacy project to strengthen the skills of common beneficiaries through a 12-month package that includes modules in Literacy and Numeracy, Nutrition Education, Life Skills, Entrepreneurial Skills, and Access to Finance. This partnership is designed to build the capacities of vulnerable communities to strengthen household incomes and food security by understanding and adopting improved practices in a range of behaviors, as categorized by the modules. All the 53,000 Business Literacy project beneficiaries are KISAN beneficiary households who have received KISAN's agriculture trainings, and are already applying the improved techniques and technologies in their farms. The package will refine the Entrepreneurship Training Module so that beneficiaries will learn how to manage their farm as a business. The training will be delivered in early July.

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

IPM-IL. In Banke, KISAN and IPM-IL teams jointly demonstrated DSR technology at the IPM-IL learning center. KISAN staff in Banke also participated in coordination meeting with CSISA to discuss joint demonstration activities, locations and dates.

Activity CC.4 Integrate Peace Corps Volunteers. Continuing coordination with Peace Corps in common districts, this quarter KISAN has engaged Peace Corps volunteer Ms. Sarah Hendrix in project activities in Doti wherever possible. She is invited to all KISAN trainings as well as district level staff meetings and she is working with KISAN groups to improve production practices and access to markets. In Pyuthan, KISAN is working with PCV Owen Duncan Julius in implementing a lift irrigation system. Funding for the scheme was provided mostly by the Peace Corps but cost-share funds were contributed by the farmers, KISAN, and the VDC. KISAN is providing technical assistance as well. Several other volunteers are invited to training and meetings; they attend when they can and they work with KISAN groups sporadically. In other cases KISAN shares districts with PCVs but not VDCs and travel is a challenge for them. Even so they are invited to KISAN trainings and meetings.

Activity CC.5 Coordinate and collaborate with key USAID projects in KISAN districts.

KISAN continues to coordinate with USAID projects such as Suaahara, Health for Life (H4L), Food Security Project (FSP) to explore possibilities for collaboration in each project's activities.

Suaahara. KISAN and Suaahara projects together seek to help beneficiary households achieve food and nutritional security; KISAN by increasing agriculture productivity and Suaahara through enhanced health and sanitation awareness. The two projects overlap in 20 districts and while there is coordination in all 20 districts, the extent of coordination varies. This quarter, KISAN staff participated in Suaahara Good Nutrition Program's inception and planning workshops in Arghakhachi, Kapilbastu, Palpa, Gulmi, Banke, Dailekh, Salyan, Pyuthan and Accham. In Baitadi and a number of other districts, KISAN works quite extensively with Suaahara. In Baitadi the projects work together to establish model farms for income generation or model nutrition gardens. The two projects have coordinated to build the capacities of the plot hosts so that they will be able to deliver technical services to other farmers or groups, and to link to nearby markets. The KISAN and Suaahara COPs met recently and agreed to have a high level meeting in Nepalgunj to discuss ways to maximize the benefits of closer coordination.

PAHAL/SABAL. KISAN has begun close coordination with Food for Peace activities being implemented through the PAHAL and SABAL projects. As all KISAN districts are also PAHAL districts, the KISAN COP meets monthly with the PAHAL COP; the projects are also included into the KISAN NPAC to help smooth coordination with GON.

Suaahara. KISAN and Suaahara teams are coordinating to strengthen working relationships between the two projects in common beneficiary communities in all common districts.

Sajhedhari Bikas. KISAN Sajedhari Bikas Project have collaborated to set up 10 shallow tube wells in common beneficiary groups in Banke district.

Sajedhari Bikas provided the irrigation infrastructure, and material, including pipes; KISAN provided the technical assistance to set up the systems in farmer fields, and the associated agriculture trainings.

Activity CC.6 Leverage district-based resources. KISAN works with government and non-government stakeholders to facilitate the use of improved techniques and technologies by KISAN beneficiaries. Collaborative activities are carried out jointly, with KISAN providing technical assistance and partners contributing resources in kind or cash. Collaborative activities include a range of interventions:

- Rice, maize and vegetable seed production
- Irrigation
- Promotion of bio pesticides
- Farm mechanization (thresher, power tiller and mini tractor)
- Vegetable nursery management
- Plastic house
- Commercial vegetable production
- Strengthening and establishment of new MPC/CC
- Broadcasting price information and extension message
- Support for agriculture fair, national rice day celebration,
- Various trainings and capacity building events

Box 7. KISAN gets involved on the national level

National Rice Day: KISAN, in coordination with DADO, celebrated National Rice Day on June 30 in 10 project districts along with the DDC, cooperative members, line agencies, NGOs, farmers, and other stakeholders.

District Agriculture Fair: In Kapilbastu, KISAN worked with DADO and participated in the agriculture fair where KISAN demonstrated various improved agriculture technologies.

Activity CC.6.1 General district-level stakeholder coordination interactions (GON, private sector, NGO). KISAN continues to coordinate closely with government offices and their related line agencies through a range of activities. KISAN has held interaction meetings with GON and other stakeholders were held in Banke, Rukum, and Doti districts this quarter, and have helped to reinforce the rapport KISAN has with government line agencies. These meetings help identify the working areas of different projects as to avoid duplication of program for the same beneficiaries and coordinate for joint program planning and leveraging resources, ensuring smooth implementation and joint planning. Government representatives in attendance included the DADO, DDC, Deputy Local Development Officer (SLDO), District Livestock Service Officer (DLSO), Chief of District Cottage and Industry Office, and VDC secretary. Non-government and local private sector representatives include the NGO

Federation, Federation of Journalists, representatives from USAID projects, and audiovisual and print media also participated.

V. MONITORING AND EVALUATION

M&E activities focus on two key objectives: 1) fulfilling USAID/Nepal and FTF data requirements and reporting on progress; and 2) providing feedback to project staff, partners, and beneficiaries to facilitate learning and adaptive management. In this quarter KISAN submitted the revised M&E plan and KISAN Baseline and FY14 survey results.

Monitoring and learning resources: In this quarter, M&E regional manager Ms. Chandra Thapa resigned. New M&E regional manager recruitment is in process. RIDA M&E contractor organized a regional workshop on June 21-22, 2015. KISAN staffs attended the meeting, which focused on the DQA outcomes, FTFMS data entry and FTF handbook. KISAN shared the lesson learned and challenges of FY14 result survey.

Activity M&E.1 Maintain web-based interactive monitoring and evaluation database (WIKISAN) and update as needed.

WIKISAN was updated with a new version hotfix 3.3 released on May 19, 2015. The major change in the newer WIKISAN is the ability to tag “flood victim” beneficiaries. The M&E team, including interns, continue to update data in WIKISAN regularly to allow managers to easily access data to track progress and analyze results. This quarter KISAN has involved 21 interns to maintain WIKISAN data in all 20 districts. The interns are a diverse team: 80% were female, and 43% were from Janajati, 10% from Madhesi and 10% from other communities. Recruitment began this quarter for 20 M&E specialists cum accountants for each of the 20 KISAN districts.

Box 8. Key Performance Indicators

- Gross margin per hectare of target product (rice, maize, lentil, tomato, cauliflower, cabbage, bitter gourd, and cucumber)
- Value of agricultural and rural loans
- Number of hectares of land under improved technologies or practices
- Number of farmers who have applied improved technologies or practices
- Value of incremental sales
- Value of new private sector investment in the agriculture sector
- Number of MSMEs, including farmers, receiving business development services from USG assisted sources
- Number of private enterprises, producers organizations, water users associations, women’s groups, trade and business associations and community-based organizations (CBOs) that applied improved technologies or management practices as a result of USG assistance

Activity M&E.2 Revise the M&E Plan. The M&E Team, in coordination with Outcome Leads, other technical staffs, and the COP, revised the M&E plan so that it aligns with USAID/Nepal Performance Monitoring Plan, Bureau of Food Security/Feed the Future M&E guidance documents, revised KISAN SOW, and guidance from the KISAN COR and M&E BFS/FTF Advisor. This quarter, the team addressed USAID comments in the revised M&E plan and submitted on June 26, 2015.

Activity M&E.3 Update data collection forms to align with indicators in M&E Plan. All data collection forms are in process of review and will be revised as needed to ensure alignment with the agreed indicators and disaggregation requirements as in revised M&E plan.

The M&E team updated data collection forms for the upcoming survey to align with the revised M&E plan and indicator.

Activity M&E.4 Design, produce, and disseminate Farm Logbooks, Training Certificates, and Entrepreneur Certificates. KISAN-supported farmers have been encouraged to keep logbooks since farmer mobilization activities began. KISAN Capacity Building and Training Manager developed the farm logbook which will be pretest in the field and implement.

Activity M&E.6 Training on data collection, entry, and quality analysis. KISAN conducted three-day training workshop at the beginning of this quarter to prepare for collection of farmer baseline and FY2014 data. Two workshops between March 29 and April 9 were conducted, 48 Ag field researchers were trained out of which 32 are KISAN staffs (Officers/Managers), 15 field researchers from PHD Group and a Fulbright survey supervisor.

KISAN is working closely with the Business Literacy project on a simple record-keeping system for beneficiary households. Around 53,000 KISAN beneficiary households who are also Business Literacy project beneficiaries will receive this training.

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

Activity M&E.10 Enter data into USAID's FTFMS and TraiNet databases. TraiNet database was updated. On June 5, 2015 FTFMS was reopened to update the FY 2014 data. FTFMS indicator was updated as per the revised M&E plan. Now in Gross Margin KISAN will report on top 8 crops. Rice, Maize, Lentil and vegetables (Cabbage, Cauliflower, Tomato, Cucumber and Bitter Gourd).

Activity M&E.11 Survey to collect baseline data and FY2014 results and updated data in FTFMS. KISAN submitted the Baseline and FY2014 survey report to USAID. The survey collected baseline and FY2014 results data for nine outcome indicators. KISAN's baseline and FY2014 beneficiary universe includes 33,902¹ farmers and 265² firms and organizations in 20 districts. A census was used for

¹ By the end of FY2014, KISAN had trained 49,219 farmers. Only those farmers who has received at least one trainings by mid-June 2014, in time to influence crops harvested in FY2014 were sampled.

² KISAN interviewed 237 of 265 FY2014 beneficiary firms and organizations (89 %) for the census. Some firms and organizations were not interviewed for the following reasons: 1) owners absent due to migration or travel; 2) flood-affected (will be noted as inactive in WIKISAN), 3) duplicates in WIKISAN that will be removed; and 4) training/support for some started at the end of FY2014, too late to influence FY2014 results related to

indicators related to firms and organizations and a survey of 960 farmers was used for farm-level indicators. KISAN districts were divided into four strata based on ecological zones. Data collection forms for each sampling frame reflect the nature of KISAN’s interventions with the beneficiary pool, expected outcomes, indicator definitions, and data disaggregation requirements. For the purpose of calculating sample sizes, KISAN used a margin of error of 10 % and a confidence level of 95 %, in accordance with FTF guidance. Of the sample of 960 farmers, KISAN completed 911 interviews. Almost all interviewees (905) grew one of KISAN’s target crops in FY2014.

Activity M&E.12 Survey to collect FY2015 results data. KISAN is working on the survey plan to collect the result data of FY2015. KISAN is using a single survey approach similar approach as in FY2014, schedule for September – October 2015.

For the FY2015 farmer survey, KISAN will reduce the number of strata to the two ecological zones (hills and Terai), as farmer mobilization dates across the development regions are less likely to influence project outcomes in subsequent years (all participating farmers will have experienced multiple crop cycles since they started KISAN training). The sample size for each strata will be 240 HHs, total will be 480 HHs covering 24 VDCs.

As in FY14 result data, a census survey will be conducted for firms/organizations to obtain results for FY2015.

VI. OPERATIONAL, ADMINISTRATIVE, AND FINANCIAL ACTIVITIES

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

Deliverable	Date Submitted	Status
Y3Q3 Quarterly Report	May 7, 2015	Submitted late due to earthquake; received comments from USAID on May 18 and resubmitted on May 28; uploaded to DEC
Modification Proposal (Mod 7)	April 3 & 10, 2015	Mod 7 was fully executed on June 24
Revised Y3 Annual Work Plan	April 3, 2015	Approved
Revised M&E Plan	June 26, 2015	Addressed USAID comments and resubmitted; received comments, working on revision to be

application of improved technologies and management practices, loans, and capital investments. The FY2014 beneficiary number has been adjusted down from 270 previously reported to reflect duplicate or inactive firms.

		submitted in July 2015
Survey Final Report	TBD	Working with team to finalize report, to be submitted in July 2015

Activity OP.3 (Ce) Staff recruitment and training. KISAN currently engages 253 staff, of which 26 are based in Kathmandu, 14 are regional staff, and 213 are district staff. KISAN is in the process of hiring other positions such as Agriculture Director, GIS & DQA Expert, Grants & Procurement Manager, two Office Managers, M & E Director, Senior Regional Manager, two District Coordinators, and a Grants Accountant.

The following positions were filled this quarter:

- Business Opportunities Director: Carianne de Boer
- Admin & HR Manager: Bidya Shrestha
- Grants and Procurement Manager: Kumar Kafle
- Three MFI Outreach Expansion Officers for Gulmi and Palpa, Dadheldhura

Based on performance appraisal of two Irrigation Technicians from Jajarkot and Kailali districts, KISAN will not renew their contract of services for the KISAN Project effective from 30th June 2015. The recruitment process for replacements is underway.

KISAN provides trainings to farming households and organizations as detailed throughout this document.

Other Operational Activities

Procurement. Registration of KISAN procured 22 motorcycles with Bagmati Zonal Transport Management office has been completed. The bikes have already been fielded to different KISAN districts as per expressed need.

KISAN Review and Planning Workshop. KISAN conducted a three-day Review and Planning Workshop from April 7-9 as a strategy and planning event for key staff from all 20 districts, as well as the regional and central offices. The workshop established common understanding about the modified project approach, according to Mod 7, amongst all staff, and helped chart a path for the remaining years of the project to reflect the changes in the KISAN working approach. The team have developed an implementation approach that enables beneficiaries to achieve maximum results by:

- Ramping up grant-related work with businesses to reach new beneficiaries or to provide services to existing beneficiaries.
- Working through value chain actors and third parties, such as agrovets, and when possible transitioning from direct provision of services to providing services through third parties, and linkages between value chain actors.

- Balancing district implementation activities to increase impacts in cereal crops without compromising focus on higher level project outcomes
- Revising approach to irrigation to maximize access to water systems by beneficiaries

District teams revised District Implementation Plans to reflect the changes above. The event was held in Nepalgunj.

Cluster meetings. Between June 10 to 14 2015, KISAN conducted activity overview meetings in all four clusters where District coordinators came together with the cluster managers, senior regional manager, outcome leaders and the COP to discuss first three months of KISAN's more market-oriented approach to implementation. The cluster meetings will be held quarterly and are also expected to help establish stronger internal communications between the project team. The cluster meetings have served to reinforce a uniform understanding of strategy to maximize service delivery through local private sector players in all 20 district teams. The district teams have shared their initial experiences in mobilizing local private sector players in their respective districts these past two months. Overall, the discussions suggest that extension services through agrovets is more likely in the Terai area, and that they are more hesitant to extend services to the scattered communities in the mid-hills. Cooperatives, on the other hand appear to be interested in institutional strengthening so that they can extend more services in the mid-hills. The meetings also provided an opportunity for direct communication between district coordinators and the COP, as well as for interaction with technical experts.

District level monthly staff meetings. All the district offices organize monthly staff meetings to review the past month, and to plan the upcoming one. The major topics discussed include project targets, revised detailed implementation plan, planning for project implementation, coordination with related stakeholders, private sector approach, and other administration issues. All the district staff shared their monthly progress, lesson learnt, challenges, and other limitations.

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

Earthquakes' impact on KISAN

A massive 7.9 Richter scale earthquake struck Nepal at midday on Saturday, 25 April 2015. The earthquake has wreaked havoc in the Kathmandu valley and five neighboring districts; some KISAN working districts reported tremors but no major damage, while three districts have been affected enough to somewhat disrupt field activities. Overall, at least 100 KISAN staff have been affected, mostly those with homes in the Kathmandu valley and neighboring districts. Almost all staff in the affected

districts report damages in houses (cracks in walls, and broken features) and fallen boundary walls. While a shocking event for all, KISAN remained on target for the year.

Impact of unfavorable weather conditions on annual maize yields

The arrival of the rains has revived the maize crops that were in danger of drying out and dying in KISAN areas, and has finally enabled maize to be planted in areas that were waiting for the rains. While this has prevented even greater loss of maize crops, there is concern that the prolonged winter drought this year, combined with the late monsoons will affect the annual maize yields in that farmers will have missed one maize season this year. Throughout Nepal, there are typically three maize seasons – with crops being planted in March-April, October-November, and January-February. The winter droughts have either prevented planting of, or dried-up the planted spring maize crops. As a result, farmers were waiting to plant the summer crop, which ended up being delayed due to the late rains.

VIII. ENVIRONMENTAL IMPACT

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

IX. SECURITY ISSUES

Date	Region	District	Description	Risk Level
April to June 2015	West	Arghakhanchi, Gulmi, Kapilbastu, Palpa	Earthquake damaged 661 houses completely and 1434 partially in Gulmi	Earthquake risk in Gulmi - Medium
			Landslide blocked Kaligandaki river in Gulmi on May 24, 2015	Landslide risk in Gulmi - Medium
April to June 2015	Rapti	Dang, Pyuthan, Rolpa, Salyan, Rukum	KISAN office building in Pyuthan cracked due to earthquake on May 12, 2015.	Earthquake risk in Pyuthan, Dang, Rolpa, Salyan, Rukum - Medium
			Strike in Salyan (April 5, 6, 2015) resulted restricted vehicle movement	Low
April to June 2015	Bheri	Banke, Bardiya, Surkhet, Dailekh, Jajarkot	Strike in Dailekh on April 7, 8, 2015 resulted in restricted vehicle movement	Low

Date	Region	District	Description	Risk Level
			Dailekh - Surkhet road was blocked due to the landslide for few hours on June 29, 2015	Landslide risk- Medium
			Jajarkot - Heavy rainfall on June 25, 2015 caused the blockage of road in Laha and Shakla corridor	Rainfall damage - Medium
April to June 2015	Far-West	Kailali , Kanchanpur, Doti, Acham, Dadelhura, Baitadi	No security issues	Low

X. KEY PRIORITIES FOR THE NEXT QUARTER

Implement business opportunities with private sector actors

The KISAN BO team aims to increase profits for agricultural value chain actors – including farmers – by addressing critical market constraints to improve market linkages between different value chain actors, and to increase market efficiency and competitiveness in each targeted value chain. In the coming three months the focus will be on working with select firms that operate in the West, Far-West and Mid-West of Nepal to facilitate their proposed activities, improve their linkages with producers, and increase their overall value chain competitiveness. Moreover, the team will:

- Evaluate all 82 concept notes that have been submitted, and continue evaluating new ones on a rolling base
- Visit potential private sector companies to understand their constraints and explain our approach
- Develop new grant agreements with at least 10 companies in the coming three months.
- Work with at least 15 lead firms to strengthen grant proposals
- Invite at least 10 agrovets to submit grant proposals based on a developed format
- Collaborate and Provide capacity building assistance to firms at the moment they start implementing activities and monitor their implementation

Provide support to, and help train, Master Trainers of USAID's Business Literacy project on working with beneficiary households to maintain agribusiness records

On July 9, 2015, KISAN and USAID's Business Literacy project will conduct a one-day orientation about maintaining agribusiness records as part of the Master Training being conducted from July 2-8 in Nepalgunj. KISAN will orient the 80 Business Literacy project Master Trainers about the need to work with farmers to motivate them to keep track of their costs and income from commercial agriculture. The farmers will be encouraged to maintain records in a template that tracks the input costs of farming, as well as the volume of production and incomes from the volume of sales. This tracking form will feature in the Business Literacy Project Module 4: Entrepreneurial Skills. The Master trainers, in coordination with KISAN district staff, will go on to orientate the 1,267 Community Trainers of the Business Literacy project. The Community Trainers will share the forms with beneficiary households and help them correctly record and understand farm enterprise data. This is expected to help farmers understand and move towards commercialization. This activity has been developed assuming that the Business Literacy Program's Master Trainers and Community Trainers may not necessarily have agriculture backgrounds. The record-keeping format is simple and straightforward – it includes just input costs, sales, and a calculation for profit (or loss). KISAN Agriculture Marketing Technicians and LSPs will follow up with farmers on their recordkeeping.

Develop the FY2016 Work Plan

FY2016 is incredibly important for KISAN. We plan to grow our private sector grant portfolio significantly. In addition, we plan to move more aggressively to integrate existing beneficiaries into commercial market systems. In addition, we plan to follow a more demand-based approach with respect to beneficiaries and organizational partners alike.

Ensure uniform implementation of project activities through LSPs

KISAN will conduct refresher trainings for LSPs in the West and Far-West clusters in July. The two-day event is designed to identify and address field based issues, as well as to strengthen LSP technical skills to carry out field-based activities this year. Detailed sessions will be carried out to review LSP activities from the previous year, establish a uniform approach in activity implementation through LSPs, and to update their knowledge and skills to help them do their jobs better in the KISAN communities.

Conduct joint monitoring visits with district government, non-government and local private sector representatives in Kailali and Dang districts

KISAN is scheduled to conduct a joint monitoring visit with the District Agriculture Development Committees (DADC) in Kailali and Dang under the Chairmanship of the Local Development Officers (LDO), and provided an opportunity to update government and other stakeholders about project progress.

XI. ANNEXES

ANNEX I: DETAILED BREAKDOWN OF TARGETS AND ACHIEVEMENTS

Table 7. Activity target and achievement breakdown by year, with cumulative achievement

Activity #	Target Y2	Achievement Y2	Target Y3	Achievement Y3				Total Y3 Progress to date	Total cumulative till date
				Y3Q1	Y3Q2	Y3Q3	Y3Q4		
Outcome I: Improved access to increased quality inputs for farmers									
Activity A.1.1.1 Increase certified seed production	1,640 seed producers trained	1,580				188	1372	1,560	3,140
	250 MT seed produced	278	250		753			753	1,031
Activity A.1.1.2 Seed companies with improved marketing and distribution to KISAN VDCs	Seed sold (MT)	157	300		372			372	529
Activity A.1.2.1 Support farmers in establishing irrigation schemes	48 irrigation schemes established	48	275		47	69	149	265	313
Activity A.1.2.3 Facilitate rehabilitation or development of community water systems	Rehabilitation of community water systems		120		20	17	46	83	83
Activity A.1.2.4 Facilitate vendor-based loans	20 interaction meetings/ workshop with vendors	20		2	7	3	1	13	33
	No. of borrowers	112		8	11	35		54	166

Table 7. Activity target and achievement breakdown by year, with cumulative achievement									
Activity #	Target Y2	Achievement Y2	Target Y3	Achievement Y3				Total Y3 Progress to date	Total cumulative till date
				Y3Q1	Y3Q2	Y3Q3	Y3Q4		
Activity A.1.3.3 Strengthen cooperatives and link with KISAN farmers	40 MFIs / coops trained	48	80			65	45	110	158
	1 exposure visit	1	2	0	0	0	2	2	3
	25 participants (SACCO)	20	50	0	0	0	49	49	69
Activity A.1.3.4 Train farmers and farmer groups on how to access credit	No. of farmer groups trained	1,656		1,351	805	1,123	0	3,279	4,935
Activity A.1.4 Strengthen the value chain by establishing stronger linkages between LSPs, lead farmers, agrovets, seed traders, veterinarian wholesales, traders, wholesale markets, MIT dealers, cooperatives, GON/DADO, MFI etc.	Interactive workshop organized & need for seed companies identified	9	27	5	4	7	0	16	25
Outcome 2: Improved capacity of agriculture extension workers, services providers, and farmers									
Activity A.2.2 Organize farmers into groups and cooperatives	1640 groups formed	1,648	2,435	2,246	206	0	0	2,452	4,024 (4,003 active)
	150 groups registered	397		559	36	24	13	632	1,029
	1,640 groups received trainings	1,648	2435	2,376	2,318	2,409	2,432	4,003	4,003

Activity #	Target Y2	Achievement Y2	Target Y3	Achievement Y3				Total Y3 Progress to date	Total cumulative till date
				Y3Q1	Y3Q2	Y3Q3	Y3Q4		
Activity A.2.3 Train farmers on improved production and post-harvest on rice, maize, lentil, and vegetables	32,800 farmers trained	33,902	48,700	49,924	25,966	50,077	50,253	83,127	83,127
Activity A.2.1 Continue to strengthen change agents	300 Change Agents trained	271	290	168	106	72	425	561	832
Outcome 3: Improved and sustainable agriculture production and post-harvest technologies and practices adopted at the farm level									
Activity A.3.2 Establish demonstration plots	Total demonstration events	559		191	1,243	1,049	765	3,248	3,807
	40 demonstration plots (Two in each district)	216	1,500	120	1,056	850	716	2,742	2,958
Irrigation	# of Micro-irrigation and water capture technologies	48		10	38	69	149	266	314
Plastic house with drip irrigation for off-season vegetable production	40 demonstrations	28	100	33	462	376	78	949	977

Activity #	Target Y2	Achievement Y2	Target Y3	Achievement Y3				Total Y3 Progress to date	Total cumulative till date
				Y3Q1	Y3Q2	Y3Q3	Y3Q4		
Vegetable crop production and maize, rice, and lentil crop/seed production (including dissemination of improved techniques from CSISA, HMRP/CYMMIT, IPM-IL)	400 demonstrations	140	679	77	556	405	477	1515	1655
Preparation of bio-pesticides (Jhol mol)	399 demonstrations	308	300	59	147	143	30	379	687
Job planter or push row seeder (Dissemination of improved techniques from CSISA, HMRP/CYMMIT, IPM-IL)		0	21	0	0	0	12	12	12
Storage technology for cereals and legumes	360 demonstrations	35	360	12	40	56	19	127	162
Dissemination of improved techniques from CSISA, HMRP/CYMMIT, IPM-IL	20 demonstrations	12	40	9	10	5	12	36	48
Activity A.3.3 Organize exposure visits	20 exposure visits (exposure visit, intra exposure visit, field day)	8		4	13	21	5	43	51

Activity #	Target Y2	Achievement Y2	Target Y3	Achievement Y3				Total Y3 Progress to date	Total cumulative till date
				Y3Q1	Y3Q2	Y3Q3	Y3Q4		
	No. of participants	237	100	319	482	812	109	1732	1969
Activity A.3.4 Develop and disseminate extension messages	Extension message through 10 FM/Radio	8		4	12	5	6	20	20
Outcome 4: Improved market efficiency									
Activity A.4. Formation of new MPC/CC and material support (weighing balance, tarpoulin, plastic crate, furniture, office support, stationaries etc.)	20 new MPC/CC established	15	25	10	15	7	0	32	47
Activity A.4.1 Strengthen MPCs	MPCs trained		29	6	32	72	18	128	128
	Strengthen 30 existing MPC (counseling and material support)	11	60	15	24	10	11	60	71
Activity A.4.2 Conduct exposure visits	No. of exposure visits			1	3	4	3	11	11

Activity #	Target Y2	Achievement Y2	Target Y3	Achievement Y3				Total Y3 Progress to date	Total cumulative till date
				Y3Q1	Y3Q2	Y3Q3	Y3Q4		
	20 Field day for Change agents (Agrovet, trader & LSP) for market expansion(Old DIP 5.3)	7		0	2	7	0	9	16
Activity A.4.4 Strengthen market linkages	80 follow up interaction meeting with MPC	60	72	35	51	36	26	148	208
	10 Input Output Marketing workshop	9	20	1	5	13	1	20	29

ANNEX IV: SUCCESS STORIES

Emerging women in establishing vegetable collection center in Kailali: Leading towards cooperative marketing system

Farmers, especially women farmers, have had significant difficulties getting their crops to marketplaces and traders in Nepal's Kailali district in the south west. Inadequate facilities and infrastructure, as well as key gaps in supply chains make it difficult for Kailali's farmers to earn significant income from their crops. A local community organization, the Shree Pariwartan Multipurpose Cooperative, with the support of the Nepali NGO Social Welfare Institute (SWI) had tried to secure space for a collection center where traders and local consumers could purchase crops in a convenient, regional marketplace but disagreements with the local government as well as internal logistical issues kept postponing its establishment.

USAID's Knowledge-Based Integrated Sustainable Agriculture and Nutrition (KISAN) project arrived in Kailali in March of 2014. SWI and local farmers decided to team up with KISAN to make the collection center a reality. Working together, KISAN helped negotiate a 10 year land lease with local government officials in the Beladevipur area. SWI provided construction materials to build the new vegetable collection center, and the cooperative established a market planning committee (MPC) within the national government's District Agriculture Development Office to help oversee the market and coordinate with government officials. In anticipation of the MPC's opening, KISAN provided business development and management training to local government, community, and MPC officials to prepare them to run the MPC and expand business and trade for local farmers through it by networking with actors in the market chain. Shree Pariwartan Multipurpose Cooperative has a track record of successful small-scale community development initiatives, including basic capacity-building programs, microcredit loans to members, dispersing knowledge through awareness programs, and raising a children's fund.

The Cooperative also makes special efforts to reach women, who are often marginalized in Nepal, and its membership is composed of 328 women and 118 men.

The collection center construction was completed in June, 2015. This CC is expected to serve the farmers from Beladevipur and Sreepur VDCs. The center is equipped with basic stationary and measuring supplies provided by KISAN, and construction of an additional tin storage shed will be funded by SWI. Collection happens three days a week, and the center is expected to supply larger wholesalers in nearby major cities like Attariya and Dhangadi. Cooperative members anticipate that production out of the center will continue to grow as more people hear of its success and join the cooperative. KISAN



Figure 8. Cooperative members outside of the finished Collection Center.

will continue to help link the center with other local and more distant markets as well as continue to provide trainings to the Cooperative and MPC to manage and grow the Collection Center.

The farmers have been selling their vegetable produce on their own to Dhangadi market for which farmers have to travel long distances. They earn about NRs. 30,000 to 40,000 per season depending upon the price they receive. The establishment of this CC has eased the farmers to reach for market sale and save their time that could be used for other household chores. On the other hand, the farmers do not have to bargain and they receive fair market price for their sales. There are about 40 to 50 commercial farmers in this area and expected the sale of 50 kg per farmer per day with revenue generation of about NRs. 20,000 to NRs. 30,000 per season.

The Cooperative has taken it upon itself to maintain transparency in its transactions with farmers and buyers and to make its plans for the center known to the community. For the sustainability of this CC, the members have prepared a market let production plan with support from KISAN. The CC has the same management, production and marketing committee as that of cooperative and will hire a staff to look after the overall management. The Cooperative has also begun to implement its own basic business trainings for incoming members, which will expand as more farmers join. As the amount of produce passing through the Collection Center increases, the Cooperative hopes that its members' incomes will also rise, helping to empower the community, especially women, by enhancing the economic and social status of its members through increasing agricultural productivity by modernization and diversification in agriculture value chains.

IMPROVED PROSPECTS ALONG THE VALUE CHAIN FOR FARMERS AND BUSINESS OWNERS, DANG

Farmers and small scale agribusiness owners in Nepal's Dang district, in the country's southwest, have been having a tough time raising their incomes. Limited access to loans has made it very difficult for farmers to purchase necessary tools and supplies to modernize crop production and for business owners along the value chain to improve and expand their agricultural and related services. KISAN identified this crucial gap in services and incorporate a plan to address it into the project's activities in the area.

KISAN has worked to help micro finance entities expand their services in Dang to improve community access to micro loans on several levels. By providing training and support to the local branches of the Micro-Finance Development Bank (MFDB) and to the Financial Intermediary Non-Government Organization (FINGO), as well as to other micro-finance institutions (MFIs) KISAN has helped expand access to formal loans. At the village and community level, KISAN has provided business and finance focused trainings to local cooperatives so that they can provide loans to members. The cooperatives that KISAN works with are agriculture-based and include women as well as ethnic minority members.

The number of people taking out micro loans has since increased significantly in Dang. As of June 2015, 39 farmers had taken out loans directly from micro-finance institutions and used them to purchase seeds to increase their crop production. The cooperatives have all added new members since expanding their micro loan services, and many members are taking out loans to improve their crop outputs or businesses. To help cooperatives manage loans, KISAN has provided them with basic business and



Figure 9. M. Chaudhary and her power tiller.

accounting training and taken select members on exposure visits to villages and project sites where cooperatives have a track record of successfully providing micro loans in their community and have taken initiatives to improve agricultural facilities for their members. Some cooperatives have since taken it upon themselves to work together to improve crop production. One cooperative, Kamal Nayan, irrigates its members fields, sharing a water pump and pipe purchased with a micro-loan.

Several farmers in Dang have improved their agricultural output and income after taking out micro

loans. One cooperative member, Ms. Tuli Chaudhary of the Kamal Nayan farmer's group used her loan of NRs. 100,000 to buy a power tiller from traders also working with KISAN. Ms. Chaudhary used the tiller to grow more cauliflower, cabbage, tomato, cucumber, and bitter gourd than she did before. To supplement her income she also rents out the power tiller to other farmers for NRs. 700 per hour. Ms. Chaudhary now earns more than she did before and is better able to expand her production. In

addition, other farmers in the area who have rented Ms. Chaudhary's power tiller have also been able to increase their yields.

Local agri-businesses have also been benefitting from improved access to micro-loans. Ms. Chaudhary's husband, Mr. Deumani Chaudhary established his own agrovet shop in January 2015 after participating in KISAN capacity-building and skills training session. He invested NRs. 150,000 of his own funds, and took a NRs. 20,000 loan with his wife from her farmer's group with an additional loan of NRs. 50,000 from another MFI. Mr. Chaudhary has successfully launched his business and is in high demand in the area for his services. He earns an average of NRs 9500 per month depending upon the time of the year serving about 20 farmers per day. He has total 450 customers of which 220 are KISAN farmers. Before KISAN, his monthly income was about NRs. 14,000 from agriculture produces.



Figure 10. Mr. Chaudhary's supply center

Several others in the Dang area have stories like the Chaudharys. And more opportunities for expansion are imminent in Dang since crop production has improved: regional and local traders are coming to Dang to buy crops in bulk to sell in larger markets. Access to micro-loans has been the key to scaling up local production in Dang, letting farmers produce enough to attract traders and distributors from larger markets. Access to micro-loans has enabled people in the community who rely on agriculture to purchase the necessary means to improve the quality (and quantity) of their outputs, thus helping them to increase their income and better theirs and their families' overall economic and social status.

ANNEX V: TRIP AND CONSULTANT REPORTS

Trip/Consultant Report

Traveler: Tom Green

Dates of Trip: March 21 – April 16, 2105

Places Visited: Kathmandu, Nepalgunj, Banke, Dang, Surkhet, Kailali

Purpose of the trip

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

Accomplishments during Visit

Met with staff and discussed progress to date, which enterprises they interacted with, etc.

Planned meetings, consultations, and other interactions with the enterprises

Worked with staff to identify potential enterprises

Met with 3 value chain enterprises and assess their capacity/ability to apply for and implement grants

Delivered presentation on embedded services and facilitated open discussion on effectiveness of embedded services approach with participants at the Workplan Workshop

Identified key challenges private sector actors face

Outcomes

Assessed and ranked over 30 enterprises on grant readiness

Provided actionable recommendations for KISAN to take in addressing private sector constraints and increasing the participation and investment in activities for smallholders

Delivered meeting summaries for over 30 meetings with enterprises

Submitted consultant report to USAID on May 15

Trip/Consultant Report

Traveler: Rick Ody

Dates of Trip: March 27 – April 17, 2015

Places Visited: Kathmandu, Nepalgunj

Purpose of the trip

Review KISAN organizational structure, prepare district-level implementation plans, develop management tools, and conduct workshop on KISAN's revised SOW per Mod 7 and Year 3 Annual Work Plan for staff

Accomplishments During Visit

Interviewed staff members to gain insight into KISAN structure, management, organization, etc.

Worked with staff/COP to plan and facilitate the workshop on project alignment with Mod 7 (revised SOW and Y3 AWP)

Outcomes

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

Executed workshop for staff, ensuring the project staff have a common understanding of the project's revised structure and focus

Provided recommendations on KISAN structure, management, communications, and organization

Trip/Consultant Report

Traveler: Lorene Flaming

Dates of Trip: February 2 – April 28, 2015

Return Travel and Follow-up in U.S.: April 28 – June 28

Places Visited: Kathmandu, Nepalgunj

Purpose of the trip

KISAN fielded Lorene Flaming as an M&E Consultant to attend the USAID FTF M&E workshop in early February 2015, design surveys to collect KISAN's baseline an originally scheduled to depart Nepal on May 5th. She departed on April 28th following 7.8 earthquake in Nepal on April 25th.

Accomplishments During Visit and Follow-up in U.S. (after April 1st).

Conducted a Survey Training Workshop in Nepalgunj April 1-4 and stayed to provide survey oversight April 5-17th. Continued providing survey oversight from Kathmandu and started to write the Survey Report April 18-25th.

Participated in KISAN's Strategy Session in Nepalgunj April 7-9, including giving an overview of KISAN's new M&E approach.

Departed Kathmandu April 28th and continued to work from her home in the U.S. on the Survey Final Report and M&E Plan until she departed the U.S. to return to Nepal on June 28th.

Outcomes/Deliverables

Submitted preliminary summaries of KISAN's Baseline and FY14 Survey Results on April 24th and May 19th, along with data tables prepared by the M&E Team in Kathmandu.

Submitted a detailed, draft KISAN Baseline-FY15 Survey Final Report on June 5, 2015.

Submitted a revised KISAN M&E Plan on June 26, 2015 that addressed USAID's March 24th comments.

Trip/Consultant Report

Traveler: Robert Tripp

Dates of Trip: April 15 – May 8, 2015

Places Visited: Kathmandu

Purpose of the trip

Assist KISAN and relevant partners/stakeholders in preparing for and planning the National Seed Summit.

Accomplishments During Visit

Met with key stakeholders and discussed the major issues.

Reviewed documents relevant to the Summit, including draft thematic papers.

Identify major issues in Nepal's seed sector.

Outcomes

Met with stakeholders and become more familiar with key issues.

Identified challenges in Nepal's seed industry and provided observations and preliminary analysis.

Note: Dr. Tripp's consultancy and trip to Kathmandu was cut short due to the earthquake and was thus limited.